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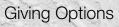
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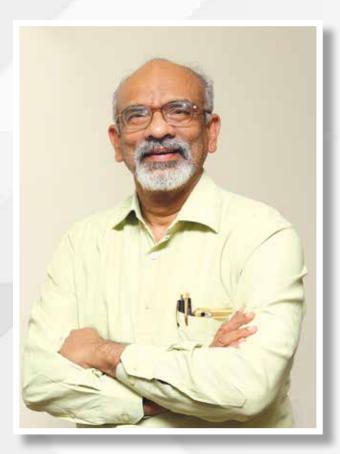
Alumni Relations and Development Team

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## Message from Director

I am excited about IIMB's present and its future. We are making strategic investments that will enable us to build on our strengths and advance rapidly in areas of future impact. The goodwill of our stakeholders gives us the strength of conviction for striving more towards our vision which is to be a global, renowned academic institution fostering excellence in management, innovation and entrepreneurship for business, government and society.

We are emphasizing thought leadership through research, setting up new centres of excellence, scaling in terms of student intake and continuing to deliver high quality management education along with improving infrastructure, administration and governance. We have been sharply focused on hiring young talented faculty from across the world, who come with a strong focus on impact-making research.



Being a completely self-financed institution, we are also looking at building a strong financial base, both as direct contributions towards activities and for a build-up in endowments. Towards this, we added the development office under a new Dean in early 2018. The development office has been reaching out to alumni, high net worth individuals, and interested organizations to contribute to IIMB and establish their presence in this institution. In the first year (2018-19) of their activity, over Rs. 10 crores have been raised and pledged in contributions from corporates and alumni. I know that in this current (second) year, they will exceed this.

Over the years, IIMB has been engaging with alumni to strengthen the connect with the alma mater. Alumni have responded, in a myriad number of ways including organizing batch reunions, sharing guiding thoughts during orientation, speaking during special events, sharing experiences as guest faculty in courses, organizing chapterwise Anusmarans, opening your homes to our international exchange students as 'Athithis,' organizing IIMBue – the one of its kind leadership conclave, and many more. Alumni have been with us every step of the way as donors, partners and energizers.

While on the subject of alumni generosity, I would like to place on record my heartfelt appreciation of the effort towards dedicating a classroom to Professor Vatsala Nagarajan, one of our much loved former faculty, on Guru Poornima day, July 27, 2018. This was possible by contributions from several alumni who felt they owed a lot to her. Alumni have also supported us through financial contributions for scholarships and infrastructure.

This report, being brought out for the first time, and to become an annual affair, provides a record of the various activities of the alumni relations and development office. I look forward to this activity becoming increasingly thriving and dynamic, engaging with the external ecosystem, enabling the internal one and contributing to the goodwill of both

I thank all stakeholders and look forward to continued engagement with us in our journey of working and learning together.

Best wishes,

**G Raghuram,** PhD Director, IIM Bangalore



### Greetings from IIMB!

The Office of Alumni Relations and Development at IIMB is pleased to present this first ever Report on its various activities. IIMB sincerely thanks all of you for the excellent support provided over the years to emerge as the top management institute not only in India but also in this part of the world. We look forward to the continued support of all of you to retain this position of eminence and also to scale greater heights!

This report seeks to provide a comprehensive update on the activities of the office of Alumni Relations and Development in the backdrop of the overall progress made by IIMB. This report being the first edition, all important activities – some of which were undertaken in the earlier years- have been included to provide a context to the activities of this office. It is intended that this report will be an annual feature that seeks to connect IIMB with its stakeholders by providing them with a systematic update of the progress made by the institution as well as the efforts made to reach out to its stakeholders.

I wish to thank the Alumni Relations and Development team for their sincere efforts over the years to strengthen the bond between IIMB and its alumni and other benefactors. I would also like to congratulate the team for conceptualising this report and working hard to bring out the first issue.

We hope you will find this report informative and useful. The team and I will be eagerly looking forward to your suggestions and comments to enable us to make this report even more engaging in the years to come.

Best wishes.

### K Kumar

Professor, Entrepreneurship Dean, Alumni Relations and Development



Message from Dean - Alumni Relations and Development The Alumni of IIMB play a very important role in strengthening the IIMB brand and have been making impactful contributions to the global industry, society, local communities, and management research over the last four decades. At IIMB, we take immense pride in the achievements of our alumni and recognize the role they can play in sharing their learnings and experiences with the students and faculty.

The Alumni Relations office was set up in 2009 to engage, energize and enhance our relationships with the alumni by engaging in various activities that map into their multiple needs.

In the last one year, we started many new initiatives. We launched "Athithi", a program to help international exchange students get a flavour of the Indian way of life by staying at alumni homes for a weekend. The conversations over dinner and visits to local events provided an opportunity to the alumni and the student gain a better understanding of each other's social structures, cultures, education systems, business environments, etc.

Senior alumni who graduated more than three decades ago were invited to spend half a day on campus as part of a new initiative called "Immersive Walks". It helped them get to speed on the various developments at IIMB and explore avenues to derive value from, and contribute to their alma mater.

We launched "Parichay", an event for alumni that helped them pitch their ventures to students, hire interns and offer jobs. We continue our existing activities such as saturday musings, webinars, Isquare, reunions, annual alumni meets, etc. The third edition of IIMBue 2018, the largest leadership conclave organized by any B-School alumni group in India, was successfully organized by the IIMB alumni association in July 2018 at the Taj, Bangalore. It attracted industry leaders, thought leaders, celebrities and alumni from all over the world.

We are planning to launch exciting programs for alumni next year such as a residential summer program for alumni children and a back to school program for alumni.

I wish to thank the alumni team of R Sushma, R Rohini and Ankita Maslekar for their dedicated efforts in helping us accomplish several milestones over the years.

Looking forward to exciting times ahead for alumni.

Partha, PGP 92-94 Head – Alumni Relations



Message from Head - Alumni Relations I take immense pleasure in presenting the first ever report on the various activities of the Alumni and Development Office at IIM Bangalore.

As an institution of national importance, IIMB endeavours to foster excellence in management, innovation and entrepreneurship collaboratively working with business, government and the society. To achieve this globally, the institute is on a growth trajectory towards which we are enhancing the quality of research, emphasizing internationalization, developing new and emerging research initiatives, scaling up in terms of student intake in all the programmes, deepening our engagement with the alumni and corporates along with improving infrastructure, administration and governance. We are constructing a new infrastructure in the existing campus and also coming up with a new IIMB campus 25 kms from the existing campus.

Towards meeting these objectives of growth, IIMB seeks to raise funds from alumni, corporates, foundations and its well-wishers who would like to leave their footprint for causes with long-term visibility and impact.

Over the last few months my team and I have worked towards our mandate of raising funds and cementing the role of our newly established Office for Development at IIMB. With our unstinting efforts and in coordination with our alumni relations office, we worked towards focussed fundraising and we are very happy to mention that the contributions from alumni & corporates touched for the first time more than Rs 10 Crores as funds raised and pledged, for the FY 2018-19.

As the inaugural year laid a strong foundation, I look forward to the coming years with much hope and aspiration in what we can achieve collectively. IIMB has been a beacon for excellence in management education across the decades and to sustain our current work and growth treading the path towards realising our vision, I request all of you to join us in this endeavour.

I take this opportunity to express my heart felt gratitude to all the donors who have contributed towards the development of IIM Bangalore. As Head – Development, I look forward to working with you and with your gracious support I am confident of achieving much more in the years to come.

In case you have not visited the campus in the recent past, I strongly urge you to do so and at the end of the day –

What matters is not what we give, but the very act of giving!

**Best Wishes** 

#### Suresh K

Head - Development



Message from Head -Development

## About IIMB

The Indian Institute of Management Bangalore (IIMB) is a leading business school of management in Asia.

Established in 1973, IIMB today offers a range of post-graduate and doctoral level courses as well as executive education programmes. With a faculty body from amongst the best universities worldwide, IIMB has emerged as a leader in the area of management research, education and consulting. IIMB's distinctive feature is its strong focus on leadership and entrepreneurial skills that are necessary to succeed in today's dynamic business environment.

VISION

To be a global, renowned academic institution fostering scellence in management innovation and entrepreneurship for business, government and society

IIMB has around 100 full time faculty members, more than 1200 students across various long duration programmes and nearly 5000 annual Executive Education participants.

IIMB has obtained the European Quality Improvement System (EQUIS) accreditation awarded by the European Foundation for Management Development (EFMD). IIMB has been ranked No. 1 in the India Rankings 2019 in the Management Education category under the National Institutional Ranking Framework (NIRF) by the MHRD. IIMB has been ranked among the Top-50 global schools by the Financial Times Executive Education Rankings 2019.

## Programs

### **DEGREE-GRANTING PROGRAMMES**

Doctoral Programme (Ph.D.)

**Duration:** Five-year fulltime

The Doctoral Programme of IIMB is committed to train individuals who will excel in their area of research through publication of high-quality work of international standard.

Upon successful completion of the academic requirements, the programme leads to the grant of the degree of Doctor of Philosophy.

 The Post Graduate Programme (PGP) in Management leading to a degree of Master of Business Administration (MBA)

Duration: Two-year fulltime Eligibility: Bachelor's Degree

The PGP is designed to equip student with the skills and capabilities that will enable them to reach responsible global position in management. The PGP revolves around the principle that world-class business leaders are not mass-produced; they are nurtured and developed in a practical application-oriented, user-friendly environment.

Upon successful completion of the academic requirements, the programme leads to the grant of the degree of Master of Business Administration.



## The Executive Post Graduate Programme in Management leading to a degree of Master of Business Administration (MBA) Duration: One-year fulltime

Eligibility: Bachelor's Degree, Minimum 5 Years of work experience after graduation

The EPGP is an intensive one-year, full-time programme designed to enhance skills and capabilities essential for responsible positions at senior management levels. The programme is challenging, widespread and globally oriented. The objective of this programme is to produce future leaders who can handle the dynamic corporate environment.

Upon successful completion of the academic requirements, the programme leads to the grant of the degree of Master of Business Administration.

### The Post Graduate Programme in Enterprise Management leading to a degree of Master of Business Administration (MBA)

**Duration:** Two-year weekend

Eligibility: Bachelor's Degree, Minimum 4 Years of work experience after graduation

The PGPEM is a weekend management programme, designed for middle and senior level working professionals. Participants learn from world-class faculty, while strengthening their network through collaboration with peers during their on-campus weekend sessions.

Upon successful completion of the academic requirements, the programme leads to the grant of the degree of Master of Business Administration.

### The Post Graduate Programme in Public Policy and Management leading to a degree of Master of Management Studies (Public Policy) (MMS(PP))

**Duration:** One-year fulltime

Eligibility: Bachelor's Degree, Minimum 4 Years of work experience after graduation

Catalyzed by the Government of India and United Nations Development Programme, the PGPPM is packed with path-breaking insights about winning policy making and management strategies.

Upon successful completion of the academic requirements, the programme leads to the grant of the degree of Master of Management Studies (Public Policy)

### The Post Graduate Programme (Business Analytics) leading to a degree of Master of Business Administration (Business Analytics) (MBA(BA))

Duration: Two-year fulltime Eligibility: Bachelor's Degree

The Post Graduate Programme (Business Analytics) is a multi-disciplinary program intended to equip students to solve business and social problems. The program will equip the students with defining the problems using analytical tools and techniques to identify patterns, gain insights, develop business strategies and help make better decisions. During the program the students will acquire analytical mindset and understand methodologies that will facilitate innovative application of analytics across different functional areas of management.

Upon successful completion of the academic requirements, the programme leads to the grant of the degree of Master of Business Administration (Business Analytics)

## Certificate Programme

### NS Ramaswamy Pre-doctoral Fellowship (NSR Pre-doc)

**Duration:** One-year fulltime

N. S. Ramaswamy Pre-doctoral Fellowship is a highly selective programme instituted with the aim to increase social diversity of management academia. Upon successful completion of the programme requirements, a Certificate of Completion is issued to the students.

## Centres of Excellence at IIMB

- Centre for Capital Markets and Risk Management
- Centre for Corporate Governance and Citizenship
- Centre for Management Communication
- Centre for Public Policy
- Centre for Software & Information Technology Management
- Centre for Teaching and Learning
- India-Japan Study Centre
- Israel Centre
- NSRCEL (NS Raghavan Centre of Entrepreneurial Learning)
- Supply Chain Management Centre

### **IIMB** Initiatives

- Behavioural Sciences Lab
- Consumer Insights
- Data Centre & Analytics Lab
- Real Estate Research

## **Endowed Chairs (Current)**

- Jamuna Raghavan Chair in Entrepreneurship (NSRCEL)
- Canara Bank Chair in Banking and Finance
- RBI Chair in Economics
- Mphasis Chair for Digital Accessibility & Inclusion
- Airbus Chair in Supply Chain Management







The Centre for Capital Markets and Risk Management provides academic leadership in research and teaching on Indian Capital Markets. To realize this vision the Centre intends to:

Provide sources of existing research on Indian capital markets to scholars interested in the region and to disseminate original research carried out at IIMB. In this regard, a searchable database of academic research papers pertaining to Indian finance has been developed and will be updated at periodic intervals. Abstracts and complete citations for both published and working papers are available to researchers affiliated with IIM-B. Working papers by IIMB faculty and students will also appear on this site at their discretion. In addition to academic research, the site also maintains and updates finance-related policy documents from domestic and international organizations that are likely to interest scholars in finance around the globe.

The Centre has a program partnership with the CFA Institute. Centre personnel have participated in asset management panels and conducted workshops for investment professionals. The website also disseminates information regarding upcoming finance conferences both national and international, via the announcements page. Workshops on risk management, on demystifying derivatives, on algorithmic trading have been conducted in the past.

Describe existing data sets and explore the creation of new datasets that will establish IIM-Bangalore as the hub for empirical research on Indian Capital Markets. A brief description of each of the various databases available at the IIM-Library appear on this site. The Centre is also exploring options to build data sets on mutual funds, and eventually hopes to make available data from sources such as the exchanges, the depositories of India and India's ministries in a researcher-friendly fashion.

Create and manage a financial markets laboratory that will support the Centre's contributions to research and teaching in finance. The lab trains about 250 students annually on using Bloomberg and has contributed positively towards stimulating student interest in Finance. Supporting material that exploit the resources in the lab have been developed for several courses within the area.

Centre for Corporate and Governance and Citizenship (CCGC)



The IIMB-Centre for Corporate and Governance and Citizenship (IIMB-CCGC) has established itself as a repository of knowledge and commitment in the field of corporate governance and corporate responsibility. The Centre is guided by an Advisory Committee, comprising senior and experienced institute faculty from different disciplines such as finance and control, marketing, strategy, economics and organization behavior as well as industry leaders who have immense experience and exposure in corporate governance.

The activities of CCGC pertain to: a) Advocacy b) Education c) Research and d) Dissemination. The Centre aims to improve the understanding of systems of corporate governance in theory as well as in practice, both in India and elsewhere, through conceptual and empirical research.

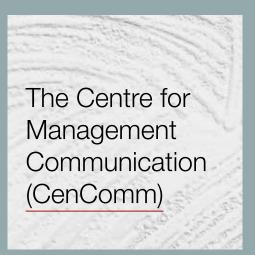
CCGC provides policy support to government, regulatory bodies, industry associations, and civic society bodies, based on independent research and study of topics bearing upon the Centre's field of activity. It aims at enhancing awareness of the imperatives of globally acceptable standards of corporate governance and issues in their actual implementation, through teaching and training initiatives at various levels of business and management education, faculty development programmes and directorial and executive development for the corporate as well as for the not-for-profit sector.

Proposals for Round-tables arranging the publication of a Book/Faculty Development / Orientation Programmes for Directors, have been submitted to the National Foundation for Corporate Governance.

International Conference on the "Future of Boards: The Challenges of Governance" has been scheduled on 14-15 June 2019 on themes relating to the challenges of Governance, Diversity, Board Performance, Public Sector Boards, Executive Compensation, Corporate Social Responsibility in collaboration with Chapman Graduate School of Business – Florida International University.

Being a member of the Academic Oversight Body of the International Integrated Reporting Council U.K. a series of Seminars are being planned to promote awareness and understanding of Integrated Reporting.







### About CenComm:

The Centre for Management Communication (CenComm) at IIM Bangalore is both an Academic Area and a Centre for teaching, research and related activities in the field. The Centre's activities are managed by a Chairperson and a Centre Manager, and assisted by an Academic Associate.

### CenComm Activities:

- Academics: The Centre offers courses to the PGP students such as Managerial Communication 1 and 2 and Communication for Leaders. The Centre has also floated an Executive Education Programme titled Organisational Communication Strategy in VUCA Situations. An IIMBX MOOC course titled Effective Business Communication has developed. CenComm successfully conducted the inaugural Communication Acceleration Programme (CAP) for Pre-Doctoral students (2018).
- Remedial and Skill Building: CenComm offers an annual Preparatory Programme for newly inducted PGP, Doctoral and Pre-Doctoral students.
   In the past, the Centre has offered employment-oriented workshops to PGP and EPGP students.
- Dissemination: The Centre hosts a monthly Webinar series titled CenComm Connect The Forum for Dialogue, which is open to students, researchers, teachers and practitioners.

### Resources & Facilities:

The CenComm Communication Lab, established in June 2018, works with IIMB students who need help with written and oral communication on a continuing, long-term basis. The Centre enables student access to books, reading materials, digital resources, online exercises and related content. The Centre has installed PitchVantage, a presentation training application to build student presentation delivery skills.

### Suggestions for support from Alumni and Corporates:

- Academics: Alumni with appropriate credentials could serve as Guest Evaluators, Guest Speakers and Adjunct Faculty
- Speaker for Webinars: Alumni interested in delivering talks on relevant Management Communication topics are invited to connect with us.
- Case Development: For use in communication teaching.
- Consultation Projects: Provide leads for consulting projects.
- Funding and Sponsorship to support the activities of CenComm.



The Centre for Public Policy (CPP) at the Indian Institute of Management Bangalore (IIMB) is an independent policy think tank engaged in pioneering research, teaching, training and capacity-building. The Centre – established in 2000 through a partnership agreement between the Department of Personnel and Training (DoPT), Government of India (Gol), United Nations Development Programme and IIMB – aspires to lead policy-thinking and praxis in India, promoting equitable, inclusive and sustainable solutions to emergent problems.

The twin of objectives of the Centre to influence policy discourse and improve governance are achieved through rigorous research and stakeholder engagement across domains. Its strong evidence-based research has focused on government innovations, regulation, policymaking, administrative and organizational reform, public-private partnerships and IT in government.

The Centre's work in various areas of public policy is continuously being strengthened through robust collaborative networks and partnerships with a variety of think tanks, policy professionals and practitioners around the world. CPP has a significant presence in IIMB's Post Graduate Programme in Public Policy and Management. Additionally, it also conducts various innovative and influential executive programmes.

A vibrant academic ambience for scholarly engagement has helped CPP emerge as a platform for ideation, debate and exploration.

### → Faculty & Research

CPP faculty members represent diverse disciplines and research interests. They influence policy dialogue and public opinion through publications, public lectures and writing in the media. They also hold memberships in many influential policy-related committees in India and abroad. The members regularly publish research papers on a variety of issues in peer reviewed journals.

Some of the broad themes of on-going research projects involving CPP faculty members are:

Financial Inclusion, Health, Urban Governance, Gender, Environment and Sustainability, Education, Political Economy, Regulation, Infrastructure and Transportation Systems. The research at CPP is supported both by national and international foundations.

## Suggestions for support from Alumni and Corporates:

- Design of Corporate Social Initiatives to maximise effectiveness of such outreach
- Fellowships for students of the Public Policy and Management Programme
- Action research on how to increase diversity (gender, and other social identities) in organisations through improved recruitment and retention
- Longitudinal health surveys for understanding health inputs and outputs at individual and community levels

## Centre for Software and Information Technology Management (CSITM)



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The Centre for Software and Information Technology Management (CSITM) was set up in the year 1998 with objectives of promoting research related to the management of Software and IT. Research collaboration between IIMB faculty and students and dissemination of findings through various means have added significant value to the academia, industry and the government bodies. Some key achievements of the Centre are as below.

The Centre established the Post Graduate Programme in Software Enterprise Management (PGSEM), now renamed as PGPEM, which became a successful programme of IIMB's portfolio of programmes. Articles published on computerization of land records, Open Source vendor evaluation framework, book published on "Grand Success and Failures of IT" are some examples to quote with respect to research and dissemination of knowledge. Workshops and roundtables conducted regularly give inputs on policy matters such as "Data Protection". Events such as Software Product Management Summit, give different career perspectives to students. These bear testimony to the value the Centre adds by way of reports published, contribution to policy making, establishing standards, enabling students, etc.

### **Future Plans**

The Centre's objectives and activities have gone through a comprehensive evaluation during 2018-19, by a committee of renowned academicians and industry veterans. The key focus areas resulting from this review are:

- Technology should benefit not only the large enterprises, but also MSMEs and start-ups
- IIMB / CSITM should become a go-to place for topics of current interest in the field of IT

With these as the guiding principles, the Centre's plans include:

- Producing unbiased reports on contemporary topics to benefit the industry
- · Conducting various programmes like "Talk Series"

- etc., on an ongoing basis on topics related to the IT trends for the benefit of industries of all tiers, students and the society
- Conducting Custom Research in collaboration with industry partners
- Having a robust digital presence and dissemination process of the Centre's
- Offering new Programmes and Courses

During the year 2019-20, the Centre plans to conduct roundtable series, hackathons, thought leadership events, etc, on themes like IT in Health Care, Education, Digital Payments, Women in Technology, etc. These should benefit both the industry and policy making. Concurrently, the centre would also like to focus on fundraising to meet the expenses towards the events and for the sustenance of the Centre.

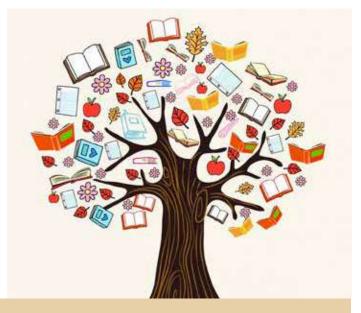
## Suggestions for support from Alumni and Corporates:

We have seen in the past that by engaging IIMB alumni, we get the necessary partnership with greater sense of completeness and involvement. Supporting organizations benefit by way of networking, access to the niche skills, custom research, fulfilling their responsibilities to the society and the ensuing positive brand equity. The typical suggestions for support are:

- Sponsorships for workshops focussed on discussion on policy matters
- Support for periodic events such as "Talk Series" focussed on disseminating knowledge to MSMEs; support in this context can be through financial contribution and deputing experts
- Partnership for events like Hackathons. Collaboration in activities related to design / planning of the events, execution, asset harvest and financial support will be of great mutual value
- Sponsorship for various thought leadership events and custom research activities



# Centre for Teaching and Learning (CTL)



If there's something that no business can afford to deny today, it's the fact that Excellence is a journey—and the road you take is one that's always under construction. Excellence is not a destination. If a business makes the mistake of treating it as such it will soon find that the laurels it has been resting on have withered faster than you can say "obsolete".

The Centre for Teaching and Learning (CTL) was established because IIMB realizes that the quest for excellence is continual. IIMB has already been ranked India's number 1 Management Institute, but we know we have more to achieve, further to go, and much more to offer.

CTL was set up in 2018 with the following goals, all of which we believe will further IIMB on its journey for excellence, both nationally and internationally. We aim to:

- Conduct research on innovation pertaining to teaching / pedagogy
- Facilitate the development of teaching content
- Evolve measures to evaluate teaching performance and learning
- Provide teaching inputs to faculty members and doctoral students

CTL organized several activities of pedagogic significance between 2018 and 2019, the impact of which reached a diverse audience. These included:

- A five-day teaching workshop for IIMB Alumni
- A three-day Teaching Workshop for Doctoral students from six IIMs and XLRI
- A four-day Orientation and Teaching Workshop for new faculty at IIMB
- A one-day case teaching workshop for faculty members of IILM Delhi
- A three day case teaching and writing workshop through AIIMS (Association of Indian Management Schools) for other management institutes in the country

CTL also worked with the Dean Programme's Office to improve the response rate of student feedback. This was implemented by redesigning the feedback

form and modifying the mode of providing feedback. The endeavor was successful and resulted in the response of students' feedback rising to a level of approximately 85% for all long-duration programmes.

### CTL Plans for 2019-2020

- Continue offering teaching workshops in collaboration with EEP, for faculty members and doctoral students
- Continue with faculty mentorship activities developing on the trials done so far
- Subsume case writing activities of CDOCTA
- Work with IIMB's Digital Learning team to create digital content to be used in teaching workshops
- Introduce voluntary peer review system for teaching
- Work with FPM office to introduce activities / initiatives to develop teaching skills of IIMB's PhD students
- Encourage research pertaining to pedagogy and learning among IIMB faculty members

### An Opportunity

If you're looking for an opportunity to give back or if you feel that IIM has helped you along your personal journey to excellence, then do consider donating to our program. CTL is a cost centre. Our work is done pro bono and our intent is to invest in the development of teachers and improve the quality of management teaching not just in IIM but across our country. The money we receive will be used to conduct teaching programmes for PhD students, conduct teaching programmes for teachers of management institutions/business schools across India, and do more research on pedagogy.

Somebody once said "Excellence is to do a common thing in an uncommon way." Helping us increase the scope of our efforts through a small donation would illustrate those words perfectly.





India and Israel have had a long and fruitful history of bilateral development cooperation, especially since 1992 when formal diplomatic relations were established. With the new emphasis of the Indian government on promotion of entrepreneurial activity, the business and academic contacts between the two countries assumed heightened significance. The recent visit of the Prime Minister of India to Israel emphasized the prominence of the relationship and heightened public awareness, particularly in Israel.

Traditionally, economic partnership between India and Israel, has been in the defence and aerospace sector. There are immense opportunities in extending the scope of partnership to other domains. These include agrifood-tech, digital health, fin tech, Industry 4.0, mobile and telecom, and water and energy.

India-Israel economic relationships are based on a fundamental complementarity. Israel offers a vibrant technology-based innovation and entrepreneurship ecosystem. India seeks to gain from this because of its strong aspirational entrepreneurial spirit. India offers a large market with innovative opportunities for penetration. Israel seeks to gain from this because of its strong aspiration for market scale up.

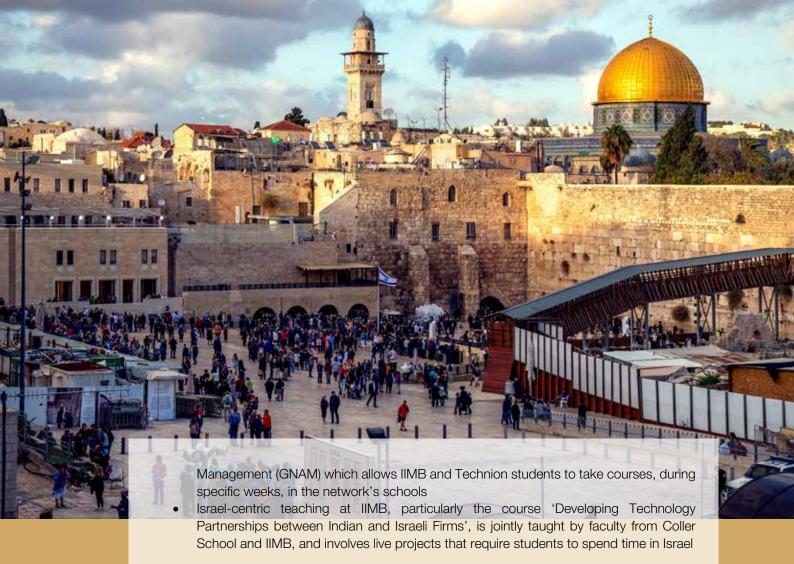
Given the nature of complementarity, the essence of the India-Israel business relationship will be boosted by a deeper appreciation of the strengths and weaknesses of the two sides, and the judicious and contextually intelligent structuring of collaboration.

With such an increase in business collaboration between India and Israel, some areas of opportunity, which need deeper academic and managerial involvement, are emerging. These include understanding of technology innovation, business strategy and history, government policies and culture. This provides the scope for collaborations amongst academic institutions between the two countries.

During the Israeli President's visit to India in November 2016, more than 20 agreements were signed between the heads of Israeli and Indian universities aimed at increasing academic cooperation, student and faculty exchanges, and research partnerships.

### Israel-centric Work at IIMB

- IIMB has years of ongoing academic programmes, research collaborations and student exchange programmes with leading Israeli academic institutions and, especially, with Tel Aviv University (TAU), in the last four years
- Faculty at IIMB have been involved in Israel-related research.
   Scholars from Israel have visited IIMB for research seminars and conferences
- IIMB has an exchange relationship with Coller School of Management at TAU that has participation from the Post Graduate Programme in Management (PGP) students
- The Coller School also has an International Exchange Week which has participation from the Post Graduate Programme in Enterprise Management (PGPEM) students
- Technion is part of the Global Network for Advanced



### Role of Israel Centre at IIMB

Currently, there are only nascent initiatives in India among academic institutes, and particularly none in management institutes to create, share and disseminate knowledge in the relevant areas of Indo-Israeli business with an objective to create an informed cadre of managers, entrepreneurs and scholars.

IIMB is ideally positioned to start an Israel Centre, as it has ongoing academic collaborations and student exchange programmes with Israeli institutes of higher learning. Focused activities of the Israel Centre at IIMB will be aimed at stimulating, strengthening and sustaining Indo-Israeli academic-business interactions. Israel and the state of Karnataka, particularly Bangalore, are hubs for creativity and innovation, havens for start-up ecosystems and research. This centre, dedicated to Israel on the premises of IIMB, will help fulfil the talent and potential of both the sides to the fullest.

### Proposed Activities

- Enhance the course, Developing Technology Partnerships between Indian and Israeli Firms
- Support exchange programmes between Israel and IIMB
- Create specific Executive Education courses for Indian and Israeli management personnel, including on management of innovation
- Host international seminars, workshops and conferences on Israel-India centric business themes, and government and foreign policies
- Develop research and case studies of Indo-Israeli projects and businesses
- Nurture the entrepreneurial spirit by creating training programmes for stakeholders of the start-up ecosystem:
  - In Bangalore and India for technology-based innovation
  - In Israel for market scale up







- In January 2007, IIMB set up the Supply Chain Management Centre (SCMC), a strategic multidisciplinary Centre of Excellence http://www.iimb.ac.in/centresof-excellence/scmc
- SCMC builds on the strengths of IIMB in research, serves as a knowledge generating resource and contributes to development of strategies to solve problems encountered by organizations in the management of end-to-end supply chains.
- Distinguished SCMC Faculty comprises: 10 from Production & Operations Management, 8 from Decision Sciences & Information Systems, 3 from Marketing, 2 from Public Policy and 1 from Finance & Accounting
- Dedicated research, teaching and consulting activities in logistics management, inbound/outbound transportation, network design, modelling and optimization, partnerships and negotiations, information technology, e-commerce and endto-end supply chain management strategies.
- Associated with leading Corporations and non-profit organizations within India and abroad, to facilitate Executive Education Programmes (EEP), Conferences and Industry-Institute collaborations.

### Corporate Sponsorship

- SCMC operates fully on Corporate Sponsorship, though inadequate and requires an additional infusion of funds regularly to remain proactive.
- The Centre therefore seeks support from IIMB Alumni in their individual capacity and/or through their corporate organizations.
- Leading organizations, who want to leverage supply chain management research into competitive advantage, are invited to become Corporate Sponsors of the Centre.
- Organizations that want access to latest research & development and are keen to collaborate with IIMB are invited to take up Corporate Sponsorship.
- Corporate Sponsors are a part of the Advisory Council.
- Corporate Sponsors contribute annually Rs. 8,00,000/- if local and US\$ 10,000/- if overseas and are entitled to sponsor privileges.

### Privileges

- Access to IIMB academic & research resources
  - Library, Data bases and Interaction with Researchers & Students
- Executive Education Programme
  - One free seat in EEP (SCM) and additional seats at a discount.
- Organizational privileges
  - One member on the SCMC Advisory Council.

# IIMB Behavioural Sciences Lab

### Scope and focus:

The main aim of the Behavioural Sciences Lab at IIMB is to carry out research in a controlled setting. Experiments are one of the strongest research methods employed to establish cause and effect in any discipline, including management. Carrying out research in a lab setting minimizes noise from extraneous variables. The top business schools in the world, have been using their Behavioural Labs for a long time to generate cutting-edge research.

The Behavioural Lab is one of the many ways of creating scientific knowledge across disciplines at IIMB. Whatever students learn in their respective classrooms is primarily due to the fact that someone somewhere carried out research to test it out. The lab will have more basic and applied research in future that will have vital implications both in the short-term and longterm.

Besides conducting research in the lab, research dissemination in the form of workshops and seminars is also one of the major goals of the Behavioural Lab.

### → Suggestions for support from Alumni and Corporates:

- Funding for changes in the lab infrastructure to make it accommodate more participants, as well as to buy additional equipment.
- Funding future lab-based studies across different disciplines in management may result in greater incentives for potential participants on campus and beyond.
- Funding for dissemination of research, including research talks by researchers who actively use lab settings to conduct research across disciplines in a management setting.
- Support for industry-focused researched, especially for participant recruitment.

## Centre for Consumer Insights (CCI)

### Operational Details

The CCI will be an industry supported and funded center at IIMB to focus on data driven research. By virtue of its location in the leading business school in India with strong linkages to the corporate sector, NGOs and the government, the Center will help create a unique, multi-dimensional and cross-disciplinary perspective on consumers in emerging markets. The Center will seek collaborative partnerships with organizations involved in collecting field data. These include NCAER, the Census Commissioner (Home Ministry), the Central Statistics Office (Ministry of Statistics and Programme Implementation), the NPPA (Department of Pharmaceuticals), leading market research agencies, etc. The research programs will focus on linkages between customer needs and market offerings in several sectors viz. retailing, financial services, telecom, hospitality, healthcare, pharmaceuticals, transportation, etc.

### → Activities

The CCI will sponsor research programs, doctoral dissertations and student projects. It will disseminate research findings through journal articles, working papers, case studies and newsletters. The Center will also organize a Biennial Consumer Insights Conference and an Annual Roundtable. Competitive grant proposals for Visiting Researcher Programs will invite up to three international researchers every year to spend a few months at the center for collaborative research aimed at publications in top academic journals.

The center will support research by faculty, graduate & doctoral students, provide scholarship for doctoral candidates and enable exchange of faculty and researchers among IIMB's partner institutions for sharing knowledge and expertise through joint research.

### Sponsor Privileges

- Access to the full-range of IIMB's academic resources, including library, databases
- Opportunities for interaction with researchers and students
- Opportunities for networking with research group peers in industry and functional areas
- Early access to IP and proprietary research innovations funded by Research Groups.
- Early and deep knowledge of research methods and findings

### Sponsor Service includes

- Partner days at sponsor sites
- Test site and collaboration opportunities
- Option to fund directed research on company specific requirements

# Data Centre & Analytics Lab (DCAL)

### Data to Decisions

### TRAINING | RESEARCH | CONSULTING

The Data Centre & Analytics Lab (DCAL) is a centre of excellence set up by the Indian Institute of Management, Bangalore in the year 2012. IIMB is one of the first institution to venture into analytics training in 2010. Housed at IIMB campus, DCAL is a dedicated research, training and consulting lab to support interdisciplinary empirical research using data on Indian and multi-national organizations.

DCAL acts as a platform for academia and practitioners to collaborate on research projects in the field of Analytics and Big Data to generate deployable solution to organizational problems.

### What do we do?

We collect, process and build analytics models to bring out innovative solutions to be consumed by researchers and practitioners. Our corporate collaborators benefit from deployable solutions we provide to business problems. Researchers get access to an extensive and most comprehensive collection of analytics case studies of Indian and Multi-national companies. Our short-term and long-term training programmes on analytics equip employees with ability to analyze data and generate actionable insights for decision making.

DCAL partners with Indian and International organizations to develop solution to problems using statistical techniques and machine learning algorithms. More than 115 projects using descriptive, predictive and prescriptive analytics have been successfully completed by DCAL.

More than 25 real-life analytics cases have been published at The Harvard Business Publishing case portal.

### Collaborate with us

Collaborating with corporates is a key-part of our work at DCAL, IIMB. A company can collaborate with us as-

- Research and Consulting Partner
- Employee Training Partner
- Project/Internship Partner
- Knowledge Partner

All these modes of collaborations can be customized to suit organization specific requirements.

## Real Estate Research Initiative (RERI)

### Executive Summary

IIMB-RERI was set up in 2012 with support from an IIMB alumnus. We have built credibility in the area of research, policy involvement with the government as well as industry training and capacity building. As part of our community outreach, we launched a public portal that identifies survey numbers listed on Storm Water Drains (SWD) in Bangalore. This initiative was well received by both BBMP as well as the public at large. We were awarded with a large grant to recommend nationwide stamp duty reforms by the National Housing Bank (NHB). We also have research grants to study black money from the Ministry of Housing and Urban Development. We were one of the select experts to provide views on the Real Estate Bill to the Parliament's Select Committee. The tailor made EEP program for CREDAI is one of the largest at IIMB (5 weeks over 5 months). In the area of research, we currently have five (5) working papers in the Real Estate space.

We now propose to expand the Initiative into a full blown "one of its kind" Centre of Excellence in the country. We envisage widening our pursuit of improving transparency, policy assessment and community outreach. Overtime, we would be offering fulltime MBA programme along with existing EEPs.

### The Future and Funding Needs

We propose to now convert this into a full-fledged Centre, a one of its kind in the country that brings in transparency, professionalism and capacity building under one roof. For this, we propose the following activities in the short term:

- Accelerate professionalization of the sector
  - Through training (EEP + certificate/degree granting programmes)
  - Through mentoring and promoting start-up culture in the sector
- Transform the Initiative into an inter-disciplinary Centre of:
  - Research
  - Policy
  - Cases
- Proactively engage with the government and other key stakeholders on sector-related challenges (including creating metrics for performance in the sector)
- Partner with other academic institutions and researchers to expand research focus on housing and real estate
- Improve transparency through public service initiatives

We solicit your help and active engagement in our endeavor through funding as well as other means to clean up the space by bringing in transparency and professionalism. Any contribution is much appreciated and would go a long way.

# Endowed Chairs at IIMB

The primary purpose of Chairs is to advance the Institute's academic goals and objectives, through fostering and rewarding excellence in research and scholarship; recognizing and supporting faculty members of exceptional academic distinction; and disseminating key research insights.

The establishment of an Endowed Chair implies a continuing commitment to the position and the discipline. The Chair appointment is one of distinction and aimed at enhancing teaching and research in relevant areas at the Institute. The appointment will normally be full-time, at the rank of Professor. She/He will be a distinguished scholar. Chair holders are expected to contribute to academic programmes through research, teaching and service. Endowed Chairs at the Institute will be established through generous endowments from organisations.

### **Activities of Endowed Chairs:**

- Advancement of research and teaching in the area/sector;
- Executive Development Programmes in the relevant area/sector;
- Dissemination of research through publications, seminars and workshops;
- Participating in conferences in the relevant field;
- The Chair will be required to submit an annual report on the work undertaken during the year;
- Any other specific objective as listed in the MoU between the Institute and the endowing organization;
- One major annual event that brings together stakeholders and professionals in the field.

## **Endowed Chairs Created and Closed**

Apeejay Surrendra Group Chair in Family Business and Entrepreneurship

**BOC Chair in Business Policy** 

EADS-SMI Chair in Sourcing and Supply Management

Hewlett-Packard Chair in ICT for Sustainable Economic Development

UTI Chair in Capital Market Studies

Wipro Chair in Management

Sir Ratan Tata Chair on Civil Society and Globalisation

Surrendra Paul Memorial Chair in Systems

Endowed Chairs (Current)	Chair Professor
Jamuna Raghavan Chair in Entrepreneurship (NSRCEL)	Saras D Sarasvathy
Canara Bank Chair in Banking and Finance	SG Badrinath
RBI Chair in Economics	Rupa Chanda
Mphasis Chair for Digital Accessibility & Inclusion	Mukta Kulkarni
Airbus Chair in Supply Chain Management	Jishnu Hazra

# Internationalization at IIMB

The Student Exchange Programme (SEP) is one of the key internationalization initiatives at IIMB. The SEP has been in existence for more than 15 years. Students visiting IIMB on exchange opt for electives that are taught as part of the PGP, EPGP or PGPEM.

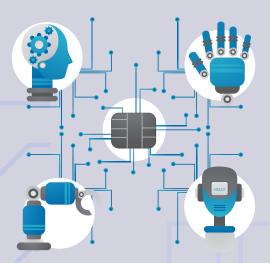
Similarly, students of IIMB visiting universities overseas are required to attend the same number of credit hours as they would have, had they spent the term at IIMB. They are required to produce evidence of having secured a pass grade in the courses opted for. The PGP EPGP and the PGPEM offices ensure that the choice of courses is, at the minimum, comparable in terms of rigour to the course work at IIMB. The SEP, therefore, aims at providing diversity in the classroom and international exposure to students, while maintaining the high academic standards of IIMB.

### Below is the past three years data for Inbound and Outbound students

Region \ Year	2016	6-17	2017	7-18	2018	8-19
	IB	OB	IB	OB	IB	OB
AFRICA	0	0	0	0	0	3
ASIA	1	4	4	9	2	8
AUSTRALIA	0	2	0	2	0	4
EUROPE	96	122	89	104	84	124
LATIN- AMERICA	0	1	2	2	0	2
NORTH - AMERICA	0	15	5	12	4	15
Total	97	144	100	129	90	156
PG Diploma in Enterprise Management	0	8	0	9	0	8
Post Graduate Program in Management	97	136	100	120	90	150

There has been a growing demand for opportunity in the full-time student exchange programme. Over the last few years, there has been a record growth in the number of students from IIMB going abroad on exchange programmes. However, the number of incoming students have remained more or less same. In order to increase this number we can have scholarships for incoming students that covers the cost for their tickets, accommodation, hostel charges including mess. Tuition fee is waivered by partner schools for student exchange program hence no need for funding in this area.

## IIMB's Digital Learning Initiative – IIMBx Programme



The IIMBx programme is founded on the philosophy that everyone – irrespective of financial or locational constraints – should have access to quality education. Led by IIMB faculty, IIMBx uses digital learning tools to enable anytime, anywhere learning in a global classroom.

### Scope and Focus

While India has over 3500 business schools and over 51,000 colleges, higher education in India is beset with institutional and capacity constraints. Compared to school education where access is almost universal, the Gross enrolment Ratio (GER) is higher education is less than 25% highlighting challenges that face tertiary education in India – of creating access, improving enrolments and assuring high quality of education.

The vision of IIMBx is to create a positive social impact by leveraging educational technology to create a world-class repository of digital courseware in management to learners across the globe. In the long run, IIMBx aims to be a thought leader and preferred digital hub for management education supporting managers, academics and institutions across the world, with a special focus on Asia and Africa. IIMBx has grown from

an idea into one of India's most significant hubs for online learning on management, with 40+ courses on offer today. From 2016 IIMB has also contributed to SWAYAM, the national learning portal launched by the Ministry of Human Resources Development (MRD) Government of India, as the National Coordinator on Management courses. Simultaneously IIMB also started offering courses on the IIMBx Open edX platform. Our learner base now exceeds million learners from over 190 counties. Interestingly only a third of these learners are from India with other learners from US, Europe and Africa.

IIMBx course are offered on multiple platforms including edX, IIMBx (open edX) and SWAYAM. It has also launched programmes in partnership with IIT Madras and organises an annual conference on the Future of Learning every year. IIMB's MOOCs are today used in multiple contexts including

- Academic Partnership Programmes (Credit based)
  - Advanced Electives in Management (For final year MBA students)
  - Certificates in Business and Management for final year Engineering students
- Professional Development Programmes
  - Executive Education (Blended MOOCs) for Corporate
  - Women Entrepreneurship (with NSRCEL)
  - Certificate in Technology and Management (with IIT Madras)
- Institutional Capacity Building
  - Faculty Development Programmes
  - MOOC Development programmes

## Suggestions for support from Alumni and Corporates:

- Support to create a full-fledged Centre for Excellence in Digital Learning
- Direct your company's CSR funds to make IIMBx courses more inclusive and accessible to all
- Sponsorship of specific programme such as Faculty Development programmes
- 4. Support to the Future of Learning Conference



## Saturday Musings

Saturday Musings is a platform to connect alumni, faculty, industry experts and students. It enables interactions on various interesting topics. The Alumni office organized four Saturday Musings sessions during FY 2018-19 and 788 attended these sessions. 13 alums who are currently in leadership positions across various sectors in the industry participated as panellists. The alumni office has successfully organized 16 sessions as of July 2019. The recorded sessions can be accessed on the IIMB Alumni Office YouTube channel.



## 788 Participants, 13 Alum Panellists, 2 Faculty Speakers

## Topic: In Search of Happiness on 18 August 2018

Speaker: Prof. B. Mahadevan, Professor, Operations Management, IIMB, Vice Chancellor Chinmaya Vishwavidyapeeth, member Central Sanskrit Board

Moderator: S.Parthasarathy, Head - Alumni Relations, PGP 94.

### Panellists:

Mahadevan B	Professor, Operations Management, IIMB
Hemant Soreng, PGP 1997	Serial Entrepreneur, Mountaineer, Scuba Diver, Adventure Sports
Guru Prasad M, AMP 2009	Founding Partner of Guru & Jana, leading Chartered Accountancy Firm
Dr. Ushy Mohan Das	Leadership coach, Regional Head IHRO, former Dean of KIMS

### **Topic: Innovation in Education on 20 October 2018**

Speaker & Moderator: Prof. Rakesh Godhwani, PGSEM 2004, Adjunct Faculty, Communication, IIMB

### Panellists:

Vineet Dwivedi, MPEFB 2008	Founder & CEO flipClass.com,
Srividya Mouli	Principal TVS Academy, Hosur
Ratnesh Mathur	Co-founder of Geniekids, Amable and Aarohi Education



## Topic: Where do ideas come from? on 24 November 2018

Speaker: S.Parthasarathy, Head Alumni Relation, PGP 1994

Moderator: Sudha Balajee,MPWE 2009, FCA,DISA, Partner SV Shetty & Associates

### Panellists:

Pavan Soni, FPM 2017	Founder of Inflexion Point Consulting, Innovation Evangelist
S Parthasarathy, PGP 1994	Head - Alumni Relations, IIMB
Anju Maudgal Kadam, MPWE 2010	Founder & Director at WebTV.in, 100sareepact.com
Shruthi Harikrishna, PGP 2009	Marketing Manager, Adobe; Storyteller; Writer; Zentangle artiste



## Topic: "How to build Emotional Intelligence" on 23 February 2019

Speaker & Moderator: Krishna Kumar, Presidential Ambassador – IAC & Founder – ISEC, PGP 1982.

### Panellists:

Venkateshwaran Sriniva 1994	asan, PGP	Vice President, Head, TCS Financial Solutions
Suman Ghose, PGP 19	96	Co-founder of Inroads Leadership Development
Maullika Sharma, MPW	E 2006	Director of Global Clinical Infrastructure
Jahnavi Katti, MPWE 20	004	CEO, KeyKonnecct

## Webinars

During FY 2018-19, we hosted 11 webinars on diverse topics as listed below. 1024 participants participated in these sessions and the recorded webinars are accessible to alums through the alumni website. Starting May 2017 upto July 2019, we have facilitated over 40 webinars.

### 11 Webinars, 1024 Participants

Topic	Date	Presenter Name	Batch
The future of cryptocurrencies: bitcoin	07th April 2018	Arvind Sinha	EGMP 2006
Artificial Intelligence-Impact on Industries	21st April 2018	Mukesh Sharma	EPGP 2010
Cyber security for everyone	19th May 2018	Alok Agarwal	PGP 1993
And you thought you could Listen! by Subodh Vinchurkar	16th June 2018	Subodh Vinchurkar	PGP 2004
Quantified Self 101 - How to get Started	07th July 2018	Prasanna Alagesan	PGP 2008
Opportunities for Indian Companies & Entrepreneurs in China	14th July 2018	Mukesh Sharma	EPGP 2010
SMEs - Growth and Sustainability Challenges"	01, Sept 2018	Raj Raman	PGP 1986
Financial Planning & Investing	16th Nov 2018	Avinash Luthria	PGP 2002
Artificial Intelligence- Separating the reality and the hype	30th Nov 2018	Sujoy Roy Chowdhry	EPGP 2013
Block Chain- The New Disruptor	22nd Dec 2018	Satyakam Chakravarty	PGP 2000
Digital Transformation across banking & Financial Institutions	01st March 2019	Vishal Jhunjhunwala	PGSEM 2004

## Immersive Alum Walks

The Alumni Office hosted 9 alums, as part of its Immersive Alum Walks initiative. This initiative aims to strengthen the alumni-institute connection and bridge the gap between perception and reality. Senior alums in leadership positions are invited to spend half a day at the campus and are shown around various departments. They get to meet the director and interested faculty.

Name	Batch	Date of Visit	Work
Om Prakash Subba Rao	PGP 1989	27-Jun-18	Head – Digital & Strategy, Sonata Software
Shobha Moni	PGP 1985	29-Jun-18	Founder, Director, Triad Software Services, Middle East
Usha Mohan	PGP 1984	29-Jun-18	Managing Director, Triumph India
Raghunandan N	PGP 1986	04-Jul-18	Professional Business Coach, Disha Strategic Foundation
Avi Bhojani	PGP 1980	28-Aug-18	Group CEO, BPG Group
Poonam Bhojani	PGP 1981	28-Aug-18	CEO, Innoventures Education
Chandrashekhar R	PGP 1985	05-Sept-18	Executive Vice Chairman, Cognizant
Krishna Kumar K	PGP 1983	21-March-19	President & CEO of Coca-Cola India
Rakesh Asthana	PGP 1981	09-May- 2019	Founder of World Informatix

## Vatsala Class Room Naming Event



L11, one of the oldest classrooms in IIMB, was named after Prof. Vatsala Nagarajan, a former faculty who retired in 1992, on the auspicious day of Guru Purnima on July 27, 2018. The alumni office raised ₹2Crs against naming rights from alums.

Prof. Vatsala Nagarajan was an outstanding teacher, friend, guide, and mentor to students, staff and faculty.

One of our Distinguished Alumni Awardee, Mr. Vaidyanathan said: "Prof. Vatsala Nagarajan was easily the most approachable amongst the faculty, with a holistic view of life and a friendly disposition when dealing with students and alumni."

A booklet that captured the memories of students, colleagues and family members of Prof. Vatsala Nagarajan was released during the occasion.

## Parichay

Parichay is an event designed to provide a platform for alum promoted ventures to showcase their ventures to the IIMB student community for internships and placements. Alum ventures interacted and pitched their ventures with PGP, EPGP and PGPPM students for internships and final placements. A total of 23 applications were received and 7 companies attended the event. The event was held on September 22, 2018.

Name	Program & Batch	Designation	Organization Name
Guru Prasad M	AMP 2010	Founder & Managing Partner	Guru & Jana
Deepu Chandran	PGP 2010	CEO and Co- Founder	Pikkol.com
Abhijit Mutha	PGP 2004	Founder and CEO	Primes & Zooms
MKHH Jilani	AMP3 2009	Director	Business Forum
Meeta Verma	WSP 2017	Founder and CEO	Worksera
Govind Gopinath	PGP 2016	AVP	Thrive
Nidhi Mathur	PGP2004	COO	Niramai

# PGP Orientation and Awarding Scholarships

Mr. Saugata Gupta, PGP Batch of 1991, Managing Director, Marico Ltd, was the Chief Guest for the inaugural ceremony of the PGP orientation programme. Many scholarships instituted by alumni, were awarded to students. The details of the scholarships awarded during the event are given below -

SI. No	Roll No.	Name	Scholarship Name	Amount
1	1711011	Deepu O K	UBUNTU Scholarship - Hemanth Wadhwa PGP 1996	1,00000
2	1711443	Prachi Garg	1976 Batch Scholarship	75,000
3	1711032	MD Kamran Ashraf	Runwal scholarship  – Sandeep Runwal PGP 1993	1,00000
4	1711351	Rishav Lohia	Siddhartha Padam Scholarship – PGP 1998	50,000



1976 Batch Scholarship



Siddhartha Padam Scholarship



Runwal Scholarship



UBUNTU Scholarship

As a part of the PGP 2018 orientation week, 17 alums were invited by the alumni office to share their experiences and learnings with the incoming batch. The orientation was held on June 23, 2018. Alums covered various issues related to career management skills, career choices, industry expectations, life skills, learnings during the two years on campus, etc.

Name	Batch	Company	Designation
Abhinandan R	PGP 2008	Daily Hunt	Chief Financial Officer
Jidesh Haridas	PGP 2008	Capricoast.com	Chief Operating Officer
Ashwini Kumar Patil	PGP 2008	Icecream Labs	Product Owner
Vinay Vasan	PGP 2008	Citi Bank	AVP, Digital Strategy
Sivakumar Ganesan	PGP 2013	LAALSA BUSINESS LOGISTICS	Associate Vice President
Balakrishnan V	PGP 2013	Pantaloons (Acquired by Aditya Birla)	Deputy General Manager
Nachiket Gajare	PGP 2013	Goldman Sachs	Vice president
GVL Kasturi	PGP 2013	Ola	Associate Director
Rajamayyor Sharma	PGP 2013	McKinsey & Company	Associate
Rakesh Shivran	PGP 2013	Practo	Product Owner
Pankaj Jaysing	PGP 2013	WorldQuant LLC	Quantitative Researcher
Amarendra Sahu	PGP 2011	Nestway	Co-Founder
Vasuta Agarwal	PGP 2009	Inmobi	VP and GM
Vishnu D	PGP 2012	Bristlecone	Manager
Kshitij Saxena	PGP 2012	Autoninja	Co-Founder
Nikhil Rajmohan	PGP 2007	Nova IVI	Senior Vice President - Strategy and Finance
Shruthi harikrishna	PGP 2009	Adobe	APAC Enterprise Insights and Targeting Manager



## Effective Teaching-Executive Education programme for alumni

For the first time, the alumni office in association with EEP, organized an exclusive five day programme between April 30 – May 4, 2018 for IIMB alumni on "Effective Teaching". This program was open to alumni with at least 10 years of industry experience having interest in

teaching. Senior alums from across the world attended this programme.

Full Name	Organization	Designation	Batch
Mr. Alan Krishnan	BSDC, Inc.	President	PGP 1981
Prof.Shailendra Marathe	StudyMantra Academy	CEO & Founder	PGSEM 2007
Mr. Pradeep Mazumdar	Institute of Management Technology Nagpur	Associate Professor	PGP 1987
Ms. Malavika R Harita	Saatchi & Saatchi Focus	CEO	PGP 1982
Mr. Radharamanan Hariharan	Maruthi Quality Management Services Pvt. Ltd.	MD & Principal Consultant	PGDSEM 2016
Dr. K Kothandaraman	KPMG	Partner	PGP 1992
Prof. Rajeev Kamble	Institute of Management Technology, Nagpur	Associate Professor	PGP 1988
Mr Balasubramanian Sethuraman	Zafin Software	Senior Business Architect	PGP 1997



## **LSQUARE**



Lsquare is a monthly e-newsletter that captures the spirit of being an IIMB alumni. The newsletter carries many sections themed around happenings on the IIMB campus, conferences and seminars, alumni achievements, faculty developments, reunions, alum books, alum interviews, etc. The eNewsletter is sent to approximately 17,600 alumni and has an open rate of almost 17%. The archives can be accessed by visiting http:// newsletter.iimbaa.org

## Reunions



1978 celebrating their 40th Year Reunion

PGP alumni visited the IIMB campus along with their families to celebrate their batch **Batches** reunions. celebrate reunions campus after the completion of 5,10,15,20,25,30,35 and 40 years of graduating from campus. The planning for the reunion begins six months before the reunion the alumni office is actively involved in facilitating the event. The Director, Dean Alumni Relations and Development and interested faculty meet the alumni and update them on the progress made since their graduation and the road ahead for IIMB. Batches get to visit NSRCEL to get an update on the incubation centre. Most

batches invite retired faculty and felicitate them.

The alumni office is actively involved in event planning, logistics, souvenirs design and procurement, agenda finalization and funds management. The alumni office also takes care of compliance related issues with regards to GST filings. During FY 2018-19, we organized 5 PGP reunions in one month!

Batch	Dates
PGP 1998	Dec 07-09, 2018
PGP 2003	Dec 14-15, 2018
PGP 1978	Dec 20-21, 2018
PGP 2008	Dec 21-23, 2018
PGP 1993	Dec 27-29, 2018
PGP 1988	July 22, 2018



PGP 1998 Batch Reunion on Dec 07-09, 2018



PGP 2003 Batch Reunion on Dec 14-15, 2018



PGP 1978 Batch Reunion on Dec 20-21, 2018



PGP 2008 Batch Reunion on Dec 21-23, 2018



PGP 1993 Batch Reunion on Dec 27-29, 2018

The alumni office organized a reunion for FPM alumni and their families on Jan 6, 2019. A tour of the new campus was organized and the alums planted saplings. They were accompanied by Prof Raghuram, Director, Prof Narasimhan, Dean(Admin) and S.Parthasarathy, Head Alumni Relations who briefed them about the progress being made at IIMB and how they can contribute in strengthening the IIMB brand.



FPM Alumni Meet on Jan 6, 2019



PGPPM Alumni meet in New Delhi on 19th Jan, 2019

The PGPPM alumni meet was held on Saturday, Jan 19, 2019 at the India International Center, New Delhi. The keynote speech was delivered by Dr. Hasmukh Adhia, former Finance Secretary and Revenue Secretary, Member of Board, IIMB. Prof. Raghuram, Director, Prof. K Kumar, Dean Alumni Relations & Development, Prof. Sankarshan Basu, chairperson of PGPPM and Mr. S Parthasarathy, Head – Alumni Relations, were also present.



MEPFB 1st batch Alumni Meet on 2<sup>nd</sup> Feb 2019

The alumni office organized an alumni meet on Feb 2, 2019 for MPEFB 2006, the first batch of MPEFB, at the IIMB campus. Around 15 alums attended the event. Two of the alumni of the batch, Suresh Krishna and Prakash shared interesting experiences related to entrepreneurship and travel respectively. Prof. Raghuram and Prof. Kumar addressed the alums.

# Athithi - Alum hosting exchange students



Prasanna Alagesan (PGP 2008), Student Name: Simons Hinrichs (Sweden) & Pierre

The Alumni Office and the Office of International affairs at IIMB launched the "Athithi" program in 2018 that facilitated a week end stay of International Exchange Students at the homes of IIM alumni. This was held during Sep-Nov 2018 quarter. The objective is to provide an immersive experience to the Indian way of life that would provide the exchange students insights into the social structures, norms, culture, practices, etc., through informal conversations and participation in family functions.



Mullai Manavalan (PGP 1987), Student Name: Fabian Proll (Germany)



Arunsathyaseelan P (PGP 2014), Student Name: Juliette (France)

## Pan IIT/IIM Events:

The alumni office along with IIMBAA partnered with other alumni associations to organize various topics of relevance and social impact. The events provided a platform for policymakers, practitioners, startups, inventors, researchers, alumni to exchange ideas and get connected on various topics.

## SEE (Social Entrepreneurs and Enterprises) Event on "Water: Act or Perish"



IIM Bangalore played host to "Water: Act or Perish!" on April 28, 2018, an event organized by the Social Entrepreneurs and Enterprises (SEE), in collaboration with IIT Kanpur, IIM Ahmedabad, IIT Kharagpur and IIM Bangalore Alumni Associations. Anjan Mukherjee, alumnus from PGP 1989, founder Taraltec Solutions Ltd, was one of the speakers at the event.

**SEE Water: Act or Perish** 

#### First Trailblazer Conclave by the Rotary Association

The Rotary Association, in association with IIMBAA, organized the first Trailblazer Conclave on June 9, 2018. Some of the speakers were Syed Sultan Ahmed (LXL Ideas), Beth Caldwell (British Council), Shekhar Mehta (Rotary India Literacy Mission) and Prof. PD Jose from IIMB.



First Trailblazer Conclave

## The Class of PGP 1996

donated a sum of INR 40,00,000 towards naming of the Tennis Court at IIMB.



Representatives of the PGP Batch of 1996 plant a sapling during their 20th reunion at IIMB on December 26, 2016



Reunions are made of this: happy times, lots of smiles and plenty of pictures.

The PGP Class of 1996 celebrates on campus



The Class of 1996 Reunion

## Naming Rights

#### → Tennis Court

Class of 1996 donated to IIMB as a part of their giving back to their alma mater on the occasion of their 20th year reunion celebrations on Dec 26,2016 by naming the Tennis Court after their batch.





#### → Vatsala Class Room Naming Event

L11, one of the oldest classrooms in IIMB, was named after Prof. Vatsala Nagarajan, a former faculty who retired in 1992, on the auspicious day of Guru Purnima on July 27, 2018. The alumni office raised ₹2Crs against naming rights from alums.

## **IIMB Alumni Association**



As a new initiative, IIMBAA (Alumni Association) has formed interest groups to promote various activities amongst smaller cohorts of alums. This has energised alums to interact across batches and start conversations on areas that are close to their hearts. In this context, the theatre interest group led by the **IIMB Orators Club** (part of Toastmaster International) along with IIMBAA organised a comedy show by "India Improv Tribe team" (earlier called Punchatantra) on November 25, 2018. The event was filled with laughter, fun and entertainment. Indian Improv Tribe, an improvisational theatre group performed an unscripted yet super funny act "The Magic of Improv" for our Alumni.



The Alumni office in association with IIMBAA organised a **trek to Makalidurga** on Dec 30, 2018. Makalidurga hill is 60 Kms on the outskirts of Bangalore, located at a height of 4430ft above MSL.





**IIMB Orators Club** is an outstanding Alumni Association Initiative that is in its 10<sup>th</sup> year. It was setup in 2009 by the alumni of IIMB to help, support and develop communication, leadership and public speaking skills amongst its staff, students and alumni. It is affiliated to Toastmasters International and provides an ideal platform for our alumni to converge, network and hone their oratory and leadership skills. As an initiative to contribute to the Institute.

IIMB Orators Club in collaboration with IIMB Alumni Association conducted a **Youth Leadership Program for teenage children** of the alumni and staff between October and December 2018. The program focused on learning chairmanship, delivering prepared speeches and impromptu public speaking, speech organization,

listening, gestures, group discussion/moderation, voice modulation – all essentials for effective communication and leadership. 18 participants across different schools of Bangalore attended the program.



IIMB Alumni Association, Delhi Chapter organised the **CEO's Conclave** on Sat, 17th November at the India Habitat Centre, Delhi



Singapore chapter of alumni association organised a **talk by Sangeet Paul Choudary** in July 2018. He is an alumnus of PGP '2006, founder of platformation labs. He is also a keynote speaker at leading global events.



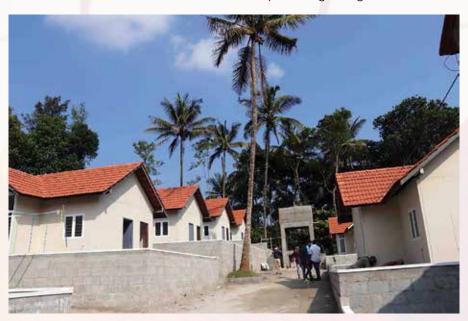
The IIMB Alumni Association (IIMBAA), along with the student-run Sports Council and Vikasana, the social impact club of PGP students, hosted 'Run for a Cause', on January 6, 2019. It was an open run platform to promote awareness about health and fitness, and to raise funds for various social causes. There was a **3K Majja run** for families and children, 5K timed run for enthusiastic joggers, and 10K timed run for the runners – amateurs and professionals.

IIMB Run compliments other major initiatives of IIMBAA including Anusmaran (Annual get together of IIMB Alumni & students for professional networking) and Shaurya (Annual sports day for IIMB alumni families and students).

**Kerala Floods Relief Houses Project:** IIM Bangalore alumni community did their amazing bit to help the affected during Kerala floods. The alumni community raised upto 17 lakhs of funds. Partnering with PC Musthafa, Founder & CEO of ID Foods and SEEDS (Sustainable Environment and Ecological Development Society) these funds were then allocated towards building houses sized 419.19 sft each for those affected/displaced.

Construction of the houses was completed in November and allocation and handover of the houses was done post an inaugural ceremony in close coordination with the Municipality and Panchayat.

Below are a few photos of the magnanimous project taken up by IIMBAA, helped along with generous alumni contribution.







## Distinguished Alumni Award

The Distinguished Alumni Awards, instituted in 2007, is given to our alumni in recognition of their achievements of exceptional merit and excellence in their chosen field of endeavours - be it industry, management, entrepreneurship, research, academia or social service.

Name of the second				
Name	YEAR OF AWARD	PROGRAM & BATCH		
Ashok Sinha	2007	PGP 1975-77		
Vasant Tilak Naik	2007	PGP 1981-83		
Arun Balakrishnan	2008	PGP 1974-76		
Padmanabhan S	2008	PGP 1980-82		
M S Zahed	2009	PGP 1974-76		
Ravi N	2009	PGP 1980-82		
Ramesh Venkateswaran	2009	PGP 1978-80		
Radhakrishnan K	2010	PGP 1974-76		
Aswath Damodaran	2010	PGP 1977-79		
Ramanujam Sridhar	2010	PGP 1980-82		
Abhishek Mukherjee	2011	PGP 1974-76		
Praveen K Kopalle	2011	PGP 1986-88		
Sonjoy Chatterjee	2011	PGP 1992-94		
Rajiv Maliwal	2012	PGP 1983-85		
Shashi Sinha	2012	PGP 1979-81		
Malavika R Harita	2013	PGP 1980-82		
Rajeev Bakshi	2014	PGP 1977-79		
Das Narayandas	2014	PGP 1982-84		
Chandrashekaran R	2015	PGP 1983-85		
Hasmukh Adhia	2015	PGPPM 2002-04		
Ramesh Srinivasan	2016	PGP 1982-84		
Haragopal Mangipudi	2016	PGSEM 1998-2001		
K P Krishnan	2017	FPM 1999 - 2003		
D Muralidhar	2017	PGP 1975-77		
Sameer Suneja	2017	PGP 1992-94		
Musthafa P C	2018	PGPEM 2004-07		
Vaidyanathan S	2018	PGP 1989-92		
M V Rajamannar	2018	PGP 1983-85		
Lakshmi Kaul	2019	PGP 1980-82		
Hitesh Oberoi	2019	PGP 1994-96		
Rajkumar D	2019	PGP 1980-82		

## Lakshmi Kaul, PGP 80-82, Principal, KK Academy

Lakshmi Kaul is a social entrepreneur who started her own school Kiddy Kingdom Academy in 1989 along with



her husband, Arvind Kaul (PGP 77-79, IIMB), as a cofounder. The school started with a skeletal staff and five children in a garage of their house. Now the school has grown manifold since then and has a 3,250-plus strength and has classes from Nursery to Class VIII and is recognised by the State Board. Her innovation in the area of education has been in the creation of low-cost teaching-learning material, and development of individualised curriculum for children with special needs. Hundreds of children who are first generation literate have passed through the portals of their families.

Lakshmi is also an alumnus of the International School of Geneva, St. Stephen's College, Delhi and a B.Ed. (Gold medallist) from Lucknow University.

She is a recipient of a number of awards such as - Nation Builder Award 2018 - given by Rotary Club of Greater Lucknow; Malala Award 2016 for the practice of Inclusive Education and Implementation of the Right To Education Act; Outstanding contribution in the area of education 2014, awarded by the Rotary Club of Greater Lucknow and Bal Samman Award 2004 for dedication towards teaching less privileged children, awarded by Search Foundation.

She is also a visiting faculty at Magnus School of Business, Institute of Management Sciences, Lucknow University, Regular faculty for Guest Lectures under the aegis of NIPM, NABARD and BIRD.

"Lakshmi brings the value of going off the beaten path and discovering the joy of making a difference to the society in the most unconventional way. She signals that passion, perseverance and untiring commitment to the cause can transform young and deserving minds and make them discover their potential. Further the whole exercise can provide a heart-fulfilling experience to oneself" - Faculty DAA Committee

## Award Year - 2019

Hitesh Oberoi, PGP 1994-96, Managing Director & CEO of Info edge

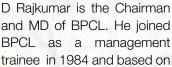




instrumental in launching new products and services at Naukri.com and has also helped set up Jeevansathi. com, 99acres.com and Shiksha.com and other new businesses. Hitesh's prior experience includes a 4-year stint with Hindustan Unilever Limited where he last worked as a Regional Planning and Distribution Manager for its Ice Cream Division. With almost 18 years of experience in the internet industry, he is part of various industry forums. He is a charter member of the TiE, New Delhi and also the past Chairman of IAMAI -The Internet and Mobile Association of India. He is one of the Founder members on the Board of Trustees of Ashoka University. Along with his partner, Mr. Sanjeev Bikhchandani, he won the Ernst & Young - Entrepreneur of the Year award in 2008 for Business Transformation. He is a BTech from IIT Delhi, 1994 batch.

"We were impressed with Hitesh's ability to demonstrate that with leadership skill and business acumen one can create significant value for oneself and the organization through new entrepreneurial opportunities created using the levers of new technology. Hitesh also demonstrates the joy of partaking one's material and professional success with the society by actively engaging in institution building." - Faculty DAA Committee

Rajkumar D PGP 1982-84, Chairman and MD of BPCL





his competency, dedication and experience, he has risen from the ranks to head a large public sector undertaking. Rajkumar has taken up challenging assignments during his career at BPCL, including developing and executing Port and Pipelines projects in infrastructure for the petroleum sector. Under his leadership BPCL has been awarded the prestigious "Star PSU" at the business standard annual awards for corporate excellence for 2017. He is an engineer from IIT Madras and post graduate from IIMB.

"Signals the potential an IIMB alumnus has, to reach the very top of the some of the largest corporations in the country through focus, hard work and professional excellence. This provides a unique opportunity to make a difference to the organization and the people associated with it and to the society at large" - Faculty DAA Committee

## Award Year - 2018

PC Musthafa, PGSEM 2004-07 Founder, iD Fresh Food

PC Musthafa is the CEO and Co-founder of iD Fresh Food. Musthafa was a school dropout who later did his Engineering in Computer



Science from NIT Calicut and Post Graduate Programme in Software Enterprise Management (PGSEM) from IIM Bangalore. He co-founded iD Fresh Food in 2006 with his cousins and currently employs more than 1500 youngsters from rural India. Inspired by traditional Indian values, iD promotes authentic Indian food which is fresh, 100% natural and preservative-free.

PC Musthafa has been the recipient of many prestigious awards like India Today - Make in India Award, JCI National Award, Vocational Excellence Award and Entrepreneur India Award, among others. He is part of the Indian Philanthropy Initiative and also works very closely with the Directorate of Indian Army Veterans (DIAV) for the welfare of army martyrs' kins. He is also a part of the Prime Minister's 'Champions of Change' team with a vision to build a new India by 2022. His idea of traffic system automation is part of the 'New India Synopsis'. His business has been listed as a case study in Harvard.

#### Current Role and Responsibilities:

I am the Co-Founder and CEO of iD Fresh, which I started in 2005 with my cousins. iD Fresh is a ready-to-cook fresh food company, known for its delicious South Indian breakfast. We started with idli/dosa batter, and today have an entire gamut of morning breakfasts including vada batter, Ragi idli, and Filter Coffee Decoction among others.

From just a small rented room with a wet grinder, a weighing machine and a sealing machine, today we have built a 1000 crore brand with a presence in over 25 cities in India and UAE. We are truly humbled at the response of our customers, who we consider as an extension of our family.

As a CEO, I manage the overall operations and resources of the company, whether it is leading the development of the company's short-and long-term strategies, evaluating the work from various departments or even communicate on behalf of the company to various stakeholders and the public.

However, the success of iD Fresh can only be attributed to the joint efforts of the team here. Any strategy, idea

and solution are brainstormed and discussed as a team before any decision is made.

#### Key learnings

Times are changing and so is our attitude to life. In the age of instant gratification, it's difficult to expect young professionals to practice patience and perseverance. And to add to this, the motivation that the youth have is a poor one: a good salary. Of all the addictions in the world, salary is one of the most dangerous addiction. It kills your creativity and instils fear of failure. Today many of you are about to enter into this addiction with your first job. My request and advice to all of you is: don't. Have the courage to start something of your own. Like I always say- "Opportunity is everywhere, you need common sense to spot it".

Be someone who believes in taking risks and is not swayed by dated societal norms, but has the courage to chart their own path. Above all, be someone who has recognised that they have a responsibility to shape the future, in whatever small way that they can. To build a world where everyone has equal opportunities to realise their definition of success.

#### → Your Inspiration

The main reason I wanted to be an entrepreneur, with the help and support of my cousins (the co-founders), was to provide rural employment opportunities. We saw a lot of talented and smart youngsters in my village who were unemployed and never got a break in life because of the requirement of formal education. We knew if we chose the entrepreneurial route and started a company of our own, we could provide employment opportunities to thousands of rural youths either directly or indirectly.

The reason to venture into the ready-to-cook category was to give back to society by providing healthy, nutritious and fresh food every single day; and as an extension touch the lives of millions of people to fulfil their basic food needs.

#### Challenges faced

I have faced many challenges, both personally and professionally. Whether it was my underprivileged background, dropping out of school life, a small blast because of fermented batter in the initial days of setting up iD, scaling up the business or pulling back on products that didn't work- I don't think I would change a thing.

It's been an incredible journey! With every challenge, we have learnt and grown so much. Like I said earlier, there is nothing more rewarding than learning from mistakes. The courage to take leaps of faith often means the courage to make mistakes. This is all part of the learning process of creating a brand that has real worth.

#### Success mantra

To achieve success my formula is simple: Don't stop at good; explore being better and then achieve the best.

Professionally doing one's work with integrity, irrespective of the rewards is the right outlook to cultivate. If failure makes you avoid your work, that's not a very success-oriented attitude. This integrity should extend to doing the right things at the right time without worrying about other's opinions. Rewards and recognition will follow those who have a strict work ethic.

In my experience, personally and professionally, it is our courage and willingness to accept failures and learn from it that set us apart. Sometimes this means you need to have the courage to take tough decisions in the most difficult times. Undertaking iD's journey without compromising on our values helped us craft the strong brand that we are today.

#### Purpose and Dreams

One cause that I hold very dear to my heart is that of world hunger. I am eagerly waiting for the day when everyone in this world can go to sleep on a full stomach.

Though I'm driven to touch the lives of millions with healthy food on a daily basis, I feel remorseful for polluting this earth with plastic bags every day. I am determined that, before I die, I want to help solve the plastic problem as well.

Another green initiative I have in mind is the goal to incorporate sustainable organic farming into iD Fresh, as it is a win-win situation where both the environment and the consumers benefit from ethical farming.

#### Role of IIMB

My course at IIM-B motivated me to take a leap of faith, start something new and in turn, helped me realise my dreams. iD was formed while I was doing my course at IIM-B in the year 2005. Professor DVR Seshadri was a mentor and a pillar of support throughout my startup journey.

M V Rajamannar, PGP 1983-85, Chief Marketing & Communications Officer and President, Healthcare Business, Mastercard



M V Rajamannar is Chief Marketing & Communications Officer of Mastercard and President of its Healthcare business. He is responsible for building the Mastercard brand, driving business and advancing sustainable competitive edge for the company.

Rajamannar joined Mastercard in 2013, bringing with him more than 25 years of extensive experience. Earlier, Rajamannar held a number of leadership roles during 15 years with Citigroup.

Rajamannar has been globally recognized for the innovative thinking and leadership in business transformation that he has brought to executive roles across industries. He has been named one of 'World's Most Influential CMOs' by Forbes magazine twice, ranking #9 on the publication's list in 2017. He has also been included in the Top 25 of iMedia's Top Digital Innovators in the world and has been featured numerous times in the Billboard Power 100, an annual ranking of executive excellence and influence in the music industry. Adweek has named him as one of the 'Top 50 Most Tech Savvy CMOs in the World' and one of the 'Top 50 CMOs Leading Charge to Transformation'. Recently he was also named one of 'World's Most Innovative CMOs' by Business Insider. In addition, Rajamannar has been a featured speaker several times at the World Economic Forum in Davos, Switzerland. He also holds a patent in the consumer packaged goods space.

#### Key learnings:

Most importantly – have fun. In my experience when you find something you love to do, it won't feel like work. Here are my other guiding principles for a successful career.

#### a) Be curious and stay agile

Never lose the thirst for learning that you have right now. The nature of business is transforming at an extraordinary pace, with digital technology driving new business models, new careers, and new connections with customers. You have to be able to reinvent yourself and your teams throughout your career, or risk falling behind.

Actively take control of your personal development and seize every chance you get to enhance your skills. When you stay curious, agile and open-minded you'll be on path to delivering compelling, even breakthrough solutions.

#### b) Network with purpose

Relationships are invaluable in business. You'll need sounding boards, honest feedback, and strategic advice during the challenging times as well as the prosperous ones. The further you progress in your career the more important a trusted network becomes. Be purposeful with your time, when you attend events seek out those you hold in high esteem but equally, seek out the new players who are disrupting the traditional ways of working.

You need a strong foundation of business acumen and moral leadership to be successful but remember to nurture your network as you grow.

#### c) DQ over IQ

When you surround yourself with smart, dependable and driven people, you can do well. But the real differentiation comes when you place value on decency above all else. Build a talented, diverse team with a high decency quotient and positive energy, and you have a winning formula.

#### → Your Inspiration:

Clarity of purpose has always been inspiring to me, both personally and professionally. When you infuse passion and purpose into your life, you find your true north.

Indeed, never has it been more important for companies to provide a point of view of the world and infuse social impact into business practices. IIM-B was visionary in this respect, providing Sectorial Management courses on issues such as urban planning and health that are still relevant today. I was personally inspired by the Social Involvement Project with Little Sisters of the Poor and my world has come full circle as I now sit on the board of directors of one of the largest Catholic health systems in the U.S. and actively working with Sisters of Mercy.

Being part of an organization that strives to be a force for good in the world, is something that motivates me every day. Mastercard fundamentally believes that business cannot succeed in a failing world, we do well by doing good. We don't just write checks, we build new social impact business models to drive long term change. I'm proud to say that through the programs my team has developed we have donated more than 100 million school meals to underserved communities around the world. We have also, through our support of StandUp2Cancer, helped fund the discovery of five new cancer treatment drugs.

#### → Success Story

When I was accepted into IIM-B, I was studying Environmental Management. However, I was quickly drawn to marketing - perhaps not a traditional choice at the time but I found the subject captivating and saw an opportunity to make my mark. Taking risks and challenging the status quo are sensibilities I've carried throughout my career.

What really drove me early in my career was a spirit of competitiveness. Getting promoted and receiving accolades for campaigns gave me a sense of accomplishment. I was recently named as one of the top 5 Chief Marketing Officers (CMO) in the World by Forbes and Global Marketer of the Year by the World Federation of Advertisers (WFA) – recognitions that I could only have dreamed of when I left school. However, my motivations have changed as I've grown to understand that legacy is deeply connected with purpose – am I contributing to a stronger, brighter future for those around me?

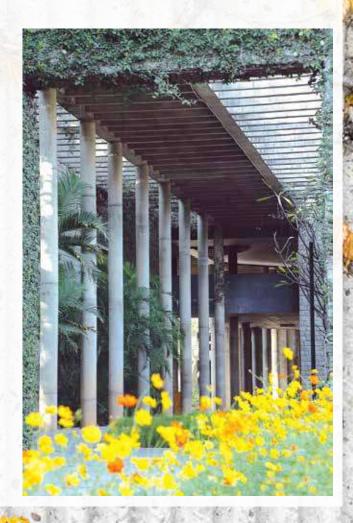
I think about this in three ways:

- a) Mentorship the discipline of marketing has changed dramatically over the last decade. To succeed marketers need the skills of a general manager a deep understanding of the business, from finance through to product design. I was honored when Harvard Business School and Yale University developed a case study on the work done under my leadership. Harvard and Yale were the gold standard of business school education when I was studying and I feel proud as an IIM-B alumni, to be able to share my expertise with these prestigious schools. My main measure of success though, is have I helped to develop future leaders? Five of my mentees are now CMOs in their own right seeing them rise has been a privilege.
- b) Relationships When you are provided with an environment like the one cultivated at the Institute, you build relationships and life experiences that stay with you forever. I am incredibly grateful for the people I have met over the full course of my career. I find there is huge value in connecting with former colleagues and indeed, friends, who have moved on to new adventures. I recently had a call from someone I worked with more than 25 years ago. I was touched to hear about his successes and deeply moved that he would want to share his story with me. These connections are what makes a career truly fulfilling.
- c) Impact I ask myself whether the work I'm doing and the choices I'm making will have a positive impact on society. I have been honored with awards like IIM-B's DAA or DoSomething.Org's 25 Most Inspiring Business Leaders but knowing for example, our partnership with the World Food Programme is ensuring 300,000 additional children can receive a school meal every day, well that is true impact.

#### → Role of IIMB

The foundation of my career was built at IIM-B and it has been a rock for me throughout my professional life. It was a privilege to be guided by phenomenal professors such as Professor Thirunarayana, who taught me about both critical thinking and creativity. It's not just the incredible education and training I received, but the person I was able to become by being challenged to think differently.

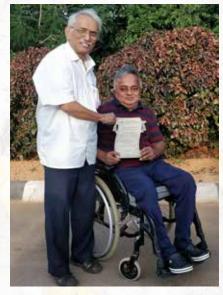
As I mentioned, I didn't necessarily take the expected career path but trying new approaches and forging new cultural paths is the sign that you are destined for a career in marketing. Polish is important in this business but substance always shines through. I moved westwards from India to the UAE to London to the US and along the way added mentors from different backgrounds and experiences. Being true to myself and staying fixed on my true north has stood me in good stead all these years.



## S Vaidyanathan, PGP 1989-92, Cofounder of The Ganga Trust

S Vaidyanathan is the Co-founder of The Ganga Trust. '100 Lives', a project of The Ganga Trust, ensures quality rehabilitation and enables independent living for 100 persons with spinal cord injury, a life-altering condition imposing multiple disabilities. Enhancing the quality of lives of persons with spinal cord injury is the vision of The Ganga Trust, which has its roots in the

spinal cord injury sustained by S Vaidyanathan, while he was a student at IIM Bangalore 1990. Timely access to quality rehabilitation enabled him to complete his Post Graduate Programme in Management (PGP), pursue corporate career, and dedicate his life

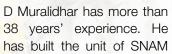


to the cause from 2013.

He is a Peer Counsellor at the Mary Verghese Institute of Rehabilitation, a part of the Christian Medical College (CMC) Vellore. He is also a Governing Board member of The Spinal Foundation.

## Award Year - 2017

D Muralidhar, PGP 1975-77, Founder, SNAM Abrasives Pvt Ltd.





Abrasives Pvt Ltd, group turnover close to 800 crores, from virtually scratch. After a brief stint with Grindwell Noton, Muralidhar started SNAM Abrasives with two of his colleagues in the early 1980s, at a time when the entrepreneur ecosystem was absent in India.

He was president of the FKCCI Bangalore and was on the Board of Governors of IIM Bangalore for two terms. He was also member of the State Planning Board in Karnataka.



Sameer Suneja, PGP 1992-94, Group CEO and Executive Director, Perfetti van Melle

Director, Perfetti van
Melle

Sameer Suneja is Global
CEO of the 2,615 million euro
Italian sugar confectionery

making Perfetti Group. He is the first-ever Indian global head and perhaps the first non-Italian global CEO of the privately held firm. Suneja played a major role in positioning Perfetti as the market leader in India with a 25% market share, ahead of competitors such as Wrigley, Parle Products Ltd and ITC Ltd. Some of Perfetti's brands such as Alpenliebe, Chlormint, Big Babol and Center Fresh have become household names in India and enjoy strong brand recall among children and grown-ups alike. Perfetti's success in India had as much to do with pricing strategy as it had with creative branding and advertising. Each of Perfetti's well-known brands has a Hindi tagline and that helped Perfetti establish a connect across the population.

Prior to PVM, Suneja joined Colgate Palmolive as the Brand Manager in June 1994. He left Palmolive in January 1996 to join Frito-Lay, where he worked for little over a year.

Several campaigns and brand baselines led by Suneja have become part of consumer lingo –

"Dimag Ki Batti Jala De" for Mentos, "Dobaara Mat Poochna" for Chlormint, "Lagey Raho" for Alpenliebe Lollipop, "Smile Please" for Happydent White, "Hila Ke Rakh De" for Center Shock, and so on.

He values his relationships with people and nurtures them. He manages factory visits, marketing, media, sales, etc. and yet stays connected with people professionally and personally.

#### Key learnings:

Stay Positive, Take Risks, Think big, Eliminate negative energy, Be resilient, Take care of your health, Be firm, Be Fair, Never take yourself too seriously.... Most importantly remember that we lead most privileged lives and thank the Universe every day for it

#### Your Inspiration:

The Maasai kids in Africa are a massive inspiration. I work with them through my daughter's charity and am amazed by their drive to succeed and the odds they overcome every day – and yet how happy and grateful they are for the little they have.

#### Challenges faced

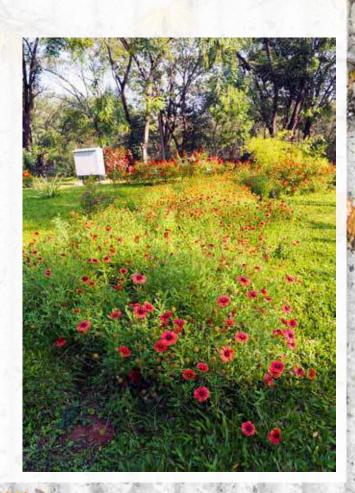
Taking tough decisions with people is one of the hardest things to do – whether at a professional or a personal level. It took me a few years to realize that not taking these decisions is eventually tougher than taking them. Therefore, better to be honest and find the fairest way of dealing with tough people choices/conversations

#### Purpose and Dreams

I would love to be able to support the Maasai financially and with my time, so as to be able to make a small difference in their lives both from an educational and a medical standpoint. In the end, professional success should translate to being able to make a difference to people's lives, however small that might be.

#### Role of IIMB

I would dare say that the two years at IIMB were perhaps the best of my life. I was a sheltered boy till then living at home in my own cocoon. IIMB gave me wings professionally and changed my personal outlook to life forever



KP Krishnan, FPM 1999-03, Secretary, Ministry of Skill Development and Entrepreneurship, Government of India



KP Krishnan joined the Indian Administrative Service

in 1983 after very successful academic performance in Economics and Law. He embodies a quest for continuing excellence. As District Magistrate of Dakshina Kannada, Mangalore from 1990 to 1991, despite holding a very demanding and high profile assignment, he enrolled for MA (Economics) in the University of Mysore. He not only successfully completed the programme but also featured among the top three ranks in the university.

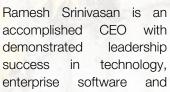
Significantly building on this, after prestigious assignments in the World Bank and Government of India, he wrote the CAT in 1998 (at close to 40 years of age) and joined IIM Bangalore in the summer of 1999.

Combining academic erudition and administrative pragmatism, post his IIM education, he has gone to contribute significantly in areas relating to financial sector regulation, macro-economic policy making, technology-based land records administration and human resource development of India. In addition to all this, he has kept himself abreast of academic development with significant publications in reputed journals.



## Award Year - 2016

Ramesh Srinivasan, PGP 1982-84, President & CEO, Agilysys Inc





general management across multiple industries. His consistent high performance has resulted from his commitment to achieving extraordinary results, his strong work ethic, personal integrity and competence in building and leading exceptional teams. By utilizing his strong strategic and technical skills, he instils in his teams a strict customer-centric focus coupled with an efficient leverage of the company's resources. He has an impressive track record of multiple turnaround successes which have resulted in rapid and sustainable long-term growth and significant increases in shareholder value.

Prior to Agilysys, Ramesh Srinivasan was CEO of Ooyala Inc. in Santa Clara (Silicon Valley), California. He was previously President and CEO of Innotrac Corporation, a leading eCommerce fulfillment services provider which merged with eBay Enterprise in November 2015. Prior to joining Innotrac, Ramesh spent the previous nine years of his professional career at Bally Technologies, Inc., a global leader in Gaming Technology products and services. He joined Bally Technologies in March 2005 as Executive Vice President of Systems where he led the turnaround of a small and struggling Systems business unit and built it into a \$300m-plus annual revenue high margin powerhouse leader in the industry. Ramesh was promoted to the position of President and COO in April 2011, overseeing all key business units and technology development, and subsequently to the position of President and CEO and member of the Board of Directors in December 2012. As President and then CEO at Bally since April 2011, Ramesh led the company through 11 consecutive quarters of yearover-year earnings growth and successfully initiated and completed one of the largest acquisitions in the industry with the \$1.3 billion purchase of SHFL Entertainment, Inc. Bally's share price appreciated 51% between April 2011 and December 2012 when he was President and COO and 32% between December 2012 and May 2014 when he was President and CEO, during a period of industry and competitor stagnation.

Prior to joining Bally Technologies, he was Executive Vice President at Manhattan Associates, a premier Supply Chain Software Solutions provider. Recruited to

be Director of Technical Services by a former colleague and Founding Director of Manhattan, Ramesh Srinivasan's results-based performance led to his elevation to being the Senior Director, Vice President, Senior Vice President and ultimately to Executive Vice President in a span of about six years. He was responsible for building a world-class India Product Development and Support Center, and his leadership in multiple areas, including cost effective Global R&D, Customer Support, Professional and Technical Services, was instrumental in positioning Manhattan as a technology industry leader. Manhattan Associates' annual revenue levels grew by approximately 500% during his close to seven-year tenure at the company.

After starting his professional career with India's then-leading business consulting firm Tata Economic Consultancy Services (TECS), he led the turnaround of a foundry engineering unit plagued with labor and management challenges before switching to application software. After moving to the US in 1988, his first decade of hands-on technical programming and management work was spread mainly across Mattel Toys and Bugle Boy Industries, where he started as a contract programmer and grew to become Director, MIS.

#### Key learnings:

From personal life: From parents and others: Personal integrity, doing the right thing all the time, consistency of good values over long periods of time and always being helpful to others in whatever ways possible, no matter how little we have.

Professional Life: Being focused on and passionate about short term goals increases the probability of long term success. Not being worried about the next step or the next promotion or compensation increase – helps one maintain a contended positive attitude and body language all the time – which in a strange way actually accelerates career growth. The more one is interested in getting things done short term and helping others with their goals – and the less one is interested in or worried about one's own career growth – in a strange way - the more career growth tends to happen. It is counter-intuitive.

Always focusing on what one wants to achieve for the organization/team ("I want to help my company / my team do better and be world class") - rather than focusing on who one wants to become ("I want to be CEO") - will help us reach great personal and career heights.

#### → Your Inspiration:

Starting from parents to sport personalities to work place role models – all the people who I have come across and who I have read about – who work hard to be the best they can be – who work hard to maximize

their talents – have been inspirations for me. Thanks to so many great role models all around me over the years – some who I have met and worked with in person and some who I have not even met – I have learnt that the only thing within our control is to improve and always get better – and take our talents to the maximum possible heights. Improving – myself, organizations, teams, making anything better motivates and inspires

#### Challenges Faced:

Faced many different challenges – but none of them caused even one day of demotivation at work. In spite of an IIT-IIM education, after making a late decision to switch to application software programming – ended up in the US at the age of 28 as a contract programmer – at the lowest possible level – and from there to being CEO of a couple of public companies has been quite the journey. Just kept focusing on short term goals, helping others, maintaining the highest possible levels of work ethic and personal integrity and everything ultimately worked out well. Did not get too many breaks till the age of 38 – and then suddenly everything started clicking unbelievably well.

#### Success Mantra:

I think there are 4 key ingredients to achieve success: (1) Competence (2) Being trustworthy (3) Being authentic and (4) Maintaining a maniacal and extremely consistent high personal integrity and work ethic, regardless of circumstances.

#### Purpose and Dreams:

As I am getting close to the end of my career, I do have some wishes I hope life gives me time to fulfil. Having said that – I have never really had any long term dreams throughout my career. For me it has always been about pushing myself and my organization/team to get better and get to the next level of greatness, in the short term. Currently I am driven by our goal of pushing Agilysys to be a great hospitality software solutions provider. Once that job gets done, I am hoping to retire and focus on doing something meaningful for society, particularly for children who need our help.

#### Role of IIMB:

I joined IIM-B directly from college (IIT-BHU). IIM-B shaped all my first thoughts about organizations and working with people to achieve common goals. IIM-B expanded my knowledge horizon, made me a better human being and increased the probability of me being a good corporate citizen. In terms of a specific experience – I think learning the basics of Organizational Behaviour from Prof. S.K. Roy and Prof. Gopal Valecha had the biggest impact on my later approach to life and changed the way I looked at things.

Haragopal
Mangipudi, PGSEM
1998-01, CEO &
MD, finUNO, Adjunct
Faculty, IIMB

Haragopal Mangipudi (aka Hara) is currently CEO and MD of finUNO. He founded a



twin-engine start-up in US and India simultaneously and co-created world's first multi-modal Intelligent Financial Assistant which was launched at the Global Intelligent Assistance Conference in NYC. Forrester mentioned finUNO as one of the global top three innovations in financial services and customer experience.

Haragopal Mangipudi was previously Global Head of Finacle, Senior Vice President and Member of the Executive Council at Infosys Ltd. He and his team cocreated India's first world-class software product – Finacle, touching more than 848 million end-consumers across the globe – estimated to be nearly 16.5% of the world's adult banked population across 84 countries and six continents. During his tenure, Finacle had been consistently recognized as a leader in the banking platform space – ahead of global ERP majors like SAP and Oracle.

Haragopal Mangipudi is a regular speaker at global forums like World Economic Forum (WEF), European Financial Management Association (EFMA), and Bank Administration Institute (BAI). He has a patent filed in the software and business frameworks. He has presented papers at industry conferences like the International Conference on Software Engineering (ICSE) and contributed to / written in various reputed journals such as The Banker, Banking Technology, and Bank Systems & Technology.

Hara is the founder trustee of givmor.org Foundation which runs a day school from Grade 1 till Grade 10 for urban slum children.

## Award Year - 2015

Hasmukh Adhia, PGPPM 2002-04, Ex. Finance Secretary, Ministry of Finance, Government of India

Hasmukh Adhia has served in various key positions for both Gujarat and Union government, such as



Additional Chief Secretary (Finance), Principal Secretary (Education), Principal Secretary (Transport), Principal Secretary to Chief Minister of Gujarat, Executive Director of Sardar Sarovar Narmada Managing Director of Gujarat Industrial Investment Corporation (GIIC), as the District Magistrate and Collector of Bhavnagar and Surat districts in Gujarat Government, and as Union Revenue Secretary and Union Financial Services Secretary, in the Union Government.

In September 2017, he was designated as the Finance Secretary, as he became the senior-most Secretary in the Ministry of Finance.

Hasmukh Adhia is considered one of the key persons behind the architecture and roll-out of the controversial Goods and Services Tax in India.

Ramakrishnan Chandrasekaran, PGP 1983-85, Executive Vice Chairman, Cognizant India



R Chandrasekaran is Executive Vice Chairman,

Cognizant India. He focuses on relationships with industry bodies such as the National Association of Software and Services Companies (NASSCOM) and on driving strategic initiatives that fortify Cognizant's outreach to the government and others in India. He also works to strengthen business relationships and technology, deliver thought leadership and lead teams to achieve greater levels of client interaction.

Since joining Cognizant in 1994, Chandra has played a variety of roles in developing the organization's value proposition and executing its public relations strategy. He previously served as Group Chief Executive, Technology & Operations, leading solutions and global delivery teams worldwide. Chandra was responsible for developing Cognizant's capacity, expanding its global delivery network, achieving greater excellence in delivery management through process and quality initiatives, and proactively nurturing key alliances and business partnerships. He also served as President and Managing Director of Global Delivery, where he was instrumental in implementing a vertical structure in Cognizant's core business and introducing specialized service offerings.

## Award Year - 2014

Rajeev Bakshi, PGP 1977-79, Non-Executive & Independent Director, Marico Limited



Rajeev Bakshi served as Managing Director and Vice President at METRO

Cash and Carry India Private Limited from June 2010 to February 2016. At METRO, he was responsible for providing strategic leadership for the overall operations and growth of METRO in India. Under his guidance METRO Cash & Carry India has embarked on a pan-India expansion with a focus on customer orientation. Rajeev Bakshi served as Joint Managing Director at ICICI Venture from February 2008 to November 2009. He was with ICICI Venture since 2008. He served as the Senior Vice President - Commercial of Asia Pacific for PepsiCo.

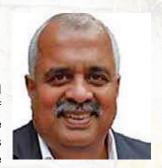
He spent nine years with Mondelez India Foods Limited (formerly Cadbury India Ltd.). During his time at Mondelez India Foods, he served as the Managing Director of its India operations and also served as the Managing Director of its South African business.

He began his career with Lakme India, where he spent 13 years in different roles, culminating in being appointed the Head of Sales and Marketing for Lakme India. He also serves on the Boards of I-Ven Medicare and RFCL. He served as the Chairman of PepsiCo India Holdings Private Limited for over five years.



#### Das Narayandas, PGP 1982-84, Professor, Harvard Business School

Das Narayandas is the Edsel Bryant Ford Professor of Business Administration at the Harvard Business School. He is currently the Senior Associate



Dean, External Relations and Harvard Business Publishing. Das previously has been Senior Associate Dean, Executive Education, Chair of the Executive Education Advanced Management Program and the Program for Leadership Development, as well as course head of the required first year Marketing course in the MBA program. Prior to that, he taught the Business Marketing Elective in the MBA program. Das has twice been selected as the Class Day faculty speaker (2001 and 2004), and has received the award for teaching excellence from the graduating HBS MBA Class on several occasions. Other awards include The Robert F. Greenhill Award for Outstanding Service to the HBS Community (two-time recipient), the Charles M. Williams Award for Excellence in Teaching, and the Apgar Award for Innovation in Teaching.

Das's background includes management experience in sales and marketing that involved field strategic planning, field salesforce management, new product development, channel management and marketing communications. Das has co-authored two books and his articles have appeared in publications that include Harvard Business Review, Journal of Marketing, Journal of Service Research, Journal of the Academy of Marketing Science, Journal of Marketing Research, and Sloan Management Review. Das has been quoted in publications such as The Economist and U.S. News and World Report, amongst others.

Das has consulted and/or developed and executed inhouse training programs for such companies as Areva, Arrow Electronics, Alghanim Group, GE, Honeywell, IBM, ING, J&J, Northrop Grumman, Mitsubishi Corporation, Linfox, Fonterra, Interbank, Stryker, Merrill Lynch, Tata Group, ThyssenKrupp, Zeiss, Fidelity, Liberty Mutual, 3M, and Microsoft, among other companies in the areas of B2B Marketing, Customer Satisfaction and Loyalty Management, Strategic Marketing, Pricing, Personal Selling and Sales Management. Das's current research interests focus on business-to-business marketing and management of client relationships in professional service firms.

Das currently serves on the Board of Directors of AllianceBernstein and Titan Industries (India). In addition, Das is a member of the Board of Governors of IIM Bangalore and the Harvard-IESE Committee.

## Award Year - 2013

Malavika Harita, PGP 1980-82, CEO, Saatchi & Saatchi Focus



Malavika founded and heads Saatchi &

Saatchi Focus in India. Saatchi Focus transforms Business, IT and Health brands into Lovemarks by creating emotional connect with the customer using traditional, digital and social media. Passionate about the power of communication and technology, she has worked on brands like Bosch, Coats, Reliance Polymers, Infosys, Microsoft, Astra Zeneca, Pfizer, Novartis, Mead Johnson, AIS and Novo Nordisk, amongst others.

She has 35 years of experience in communication and entrepreneurship. Brand consultancy, planning and training are her focus areas.

After her accountancy training and her MBA from Indian Institute of Management Bangalore, she joined HMT Watches where she headed the Advertising and Sales Promotion function. She then ran her own interior design and packaging firm before joining Saatchi in 1993 after a brief stint at Mudra Communications. Malavika trained briefly at Saatchi & Saatchi offices in London, New Zealand and Singapore.

Malavika was one of the first Gurukul Chevening Scholars, selected by the British Government for a special program under Lord Meghnad Desai at the London School of Economics on Globalization. Malavika is the first woman to win the Distinguished Alumni Award from IIM Bangalore.

Her interests include reading, writing, classical dancing, music, and counselling.

#### Shashi Sinha, PGP 1979-81, CEO, IPG

Shashi Sinha is currently CEO of the Indian arm of the advertising company IPG. He is heading all the three media agencies of IPG in India, namely, Lodestar, Initiative and BPN.



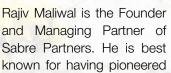
He started his career with Parle as Product Manager. In the early 90s he set up Lodestar, India's first specialized media planning and buying outfit. He led the setting up of India's first media research and tools development cell at Lodestar. He is also chairing the technical committee of the BARC.

He was featured in 2012 as being among the top 50 most powerful people in the city of Mumbai, in a survey conducted by the newspaper Daily News and Analysis. IAA India Chapter bestowed the prestigious 'Media Person of the Year' award on him in 2013. He was awarded the Distinguished Alumni Award by IIM Bangalore in 2012. He is actively involved in, and drives key industry bodies like the Advertising Standards Council of India, AAAI's – Indian Broadcasting Federation joint body on industry practices, Audit Bureau of Circulation and the joint industry body set up to monitor TV measurement.



## Award Year - 2012

Rajiv Maliwal, PGP 1983-85, Founder and Managing Partner of Sabre Partners





and successfully implemented a unique private sector solution for ailing and stressed financial institutions in India (e.g. Centurion Bank, Lord Krishna Bank, etc.) and more recently, for spearheading growth of healthcare and Fintech in India by providing equity capital and structuring financing innovatively. Sabre Partners has raised three mid-market private equity funds and is now raising its fourth fund.

Prior to founding Sabre Partners in 2002, Rajiv was at Standard Chartered PLC as Global Head of Private Equity. He raised a \$300m fund, built a global team and invested internationally with a focus on financial services and technology. Between 1993 and 1998, he was with Goldman Sachs, Hong Kong and JP Morgan, Singapore and was responsible for setting up and developing the investment banking and securities firms in India with domestic partners (Goldman Sachs/Kotak Mahindra JV and JP Morgan/ICICI JV), and led many M&A, equity and debt underwriting and originated several private equity investments. Prior to 1993, Rajiv was with Citibank, where he was responsible for corporate and investment banking in western India.

He sits on the Board of several companies in India and globally. He is a member of the Board of Governors of IIM Bangalore and was a member of Stanford Parents Advisory Board for four years. He is a frequent speaker at a number of educational institutions as well as forums internationally on entrepreneurship and financial services industry, amongst other areas and regularly mentors start-ups. He is also closely associated with two not-for-profit healthcare initiatives in India in the fields of mental health and eye care.

Rajiv has received several awards including the 'Best Worldwide GAMS Award' at Citibank, 'Outstanding Contribution to Privatization Award' at JP Morgan, 'Global Achievers Award' at ANZ Grindlays Bank, etc.

#### Abhishek Mukherjee, PGP 1974-76, Mentor and investor

Abhishek Mukherjee is a CEO and an entrepreneur. He was a member of the leadership team that built the business



of Compaq Computer Corporation in India, as the first Managing Director. Compaq sustained its market leadership in premium PCs for the five years of his tenure and beyond. He has professional management experience of 35 years in petrochemicals, consumer durables and non-durables, computer hardware and software services. He took over the management of a niche software start-up Magnasoft in February, 2002 and turned the business around with services restructuring, team building, strategic alliances and customer acquisition.

#### Key Learnings:

- 10% of success depends on strategy and 90% on hard work and execution.
- Learning from the past is necessary but not sufficient to invent the future.
- People make all the difference.
  - Treat them with respect and accept their criticism.
- Be hungry and take calculated risks for success.
- Customers and Technology decide the future course of business.
- Nothing is more important than health.
- Family is the main reason for a happy life.
- Love and forgive.
- Always keep in touch with personal friends.

#### Sources of inspiration

- Clear vision on what I want to achieve.
- Competition.
- Obstacles that I faced in life.
- Money
- Meeting new people and travel to new places.
- Highly innovative leaders and companies e.g. Apple

#### Challenges Faced:

- Coping with failure and using that learning for future success.
- Balancing the demands of career, family and health.
- Discipline in personal lifestyle.

#### Purpose and Dreams

- Realise my full potential and set an example that others choose to follow.
- Achieve something that is bigger than us and make a difference.
- Contribute something to others and society.

#### Role of IIMB

- Inculcated great values, diligence, integrity and social consciousness.
- Planted the idea of chasing a mission passionately.
- Learning was internalised through intensely deep involvement of faculty.
- There are many other ways by which IIMB changed my perspectives. What appeared to be an overdose of social sciences at that time, actually helped to fill the gaps of our understanding of the social environment where we operate. I specially recall the project in which we had visit a slum in Bangalore and find out the historical roots of poverty of any one family, analyse and write how that family could break out and change their destiny.



Praveen Kopalle, PGP 1986-88 Professor of Management and Professor of Marketing, Dartmouth College



Profile: Praveen Kopalle is the Signal Companies' Professor

of Management and Professor of Marketing at the Tuck School of Business, Dartmouth College. Professor Kopalle's teaching and research interests are in Marketing, Statistics, Pricing, New Products/ Innovation, Promotions, Customer Expectations, and eCommerce. He serves as an Associate Editor for the Journal of Marketing and Journal of Retailing. In addition, he is on the editorial boards of Marketing Science, Journal of Marketing Research, Journal of Consumer Research, Marketing Letters, and Journal of Interactive Marketing. He has won many awards including: 2015 Core Teaching Excellence Award, Winner, 2005 John Little Award, etc. Praveen's research has been published in many top-tier journals including Journal of Consumer Research, Journal of Marketing Research, Marketing Science, Management Science, International Journal of Research in Marketing, Strategic Management Journal, Organizational Behavior and Human Decision Processes, Journal of Retailing, Production and Operations Management, Journal of Product Innovation Management. He has been invited to speak at over 50 universities and institutes worldwide.

#### Key Learnings:

While the media may focus on sensationalism, the real world is run by honest people.

#### Your Inspiration:

My father is my inspiration. He taught me that there is no substitute for hard work. Even though he was a low paid government employee in India, he never took bribes and actually fought corruption in the government.

#### Challenges faced:

Any challenges you faced in the past (personal or professional) that you think you could have handled differently? Please give an example.

I wish I could have spent more time with my mom before she passed away.

#### Success mantra:

What are the key characteristics or values that you think are necessary to achieve success in any chosen sphere – personal or professional.

Integrity, simplicity, and respect for others.

#### → Purpose and Dreams:

I am committed to making a significant positive difference in business education at a place that shares my values of community-centric culture and rigorous and relevant research. My dream is to make as much positive impact as I can.

#### Role of IIMB:

I still remember my first term at IIMB, staying in the G-Block-suffering from acute asthma and seeing all my bright classmates and thinking to myself, "how can I even dream about getting a B+ around here?"

When I look back, it is nice to see how I muddled my way through over the years. It is very humbling to be recognized by your own alma mater.

My professors, fellow students, administration, and staff at IIMB taught me to question the status quo and be a change agent. Since then, I have approached my life accordingly.



Sonjoy Chatterjee, PGP 1992-94, Chairman and Co-CEO, Goldman Sachs (India) Securities Pvt Ltd



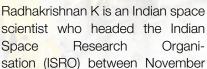
Sonjoy is chairman and co-chief executive officer of the firm's business in India. He is also chairman of the India Operating Committee and co-chairman of the India Diversity Council.

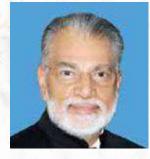
Sonjoy joined Goldman Sachs as a partner in 2010. He joined the firm after a 16-yearcareer at ICICI Bank, where he served as an executive director on the Board of Directors, with responsibility for Corporate Banking, Investment Banking and International Banking. Sonjoy joined ICICI Bank's predecessor, elClCl, in 1994. He later held various senior management roles, including as head of the Strategic Group and the founding managing director and chief executive officer of ICICI Bank UK, the bank's first overseas subsidiary. Sonjoy worked closely with key corporate clients, first as senior vice president of the Major Clients Group and then as head of the Global Client Group, comprising the top 50 Indian corporates. In 1999, he led the team responsible for listing ICICI as the first Indian company on the NYSE.

He is a member of the Board of Governors of the Indian Institute of Management Bangalore.

## Award Year - 2010

Radhakrishnan K, PGP 1974-76, Honorary Distinguished Adviser in the Department of Space/ISRO





2009 and December 2014 as Chairman of Space Commission, Secretary of the Department of Space and Chairman of ISRO. Prior to this, he was the Director of Vikram Sarabhai Space Centre (2007-2009) and Director of National Remote Sensing Agency (2005-2008) of the Department of Space. He had a stint of five years (2000-2005) in the Ministry of Earth Sciences as Director of Indian National Centre for Ocean Information Services (INCOIS). At present, he is an Honorary Distinguished Adviser in the Department of Space/ISRO.

As India's space chief from November 2009 to December 2014, Radhakrishnan is credited for the strong and successful leadership of ISRO to achieve several historic feats in space missions, notably, India's first planetary exploration mission to Mars from concept to fruition. Radhakrishnan spearheaded the country's space programme, becoming the driving force for the 16,000 strong 'Team ISRO' to execute 37 space missions in five years.

He is a Fellow of the Indian National Academy of Engineering; Fellow of the National Academy of Sciences, India; Honorary Life Fellow of the Institution of Engineers, India; Honorary Fellow of the Institution of Electronics and Telecommunication Engineers, India; Member of the International Academy of Astronautics; Fellow of the Andhra Pradesh Academy of Sciences; Honorary Fellow of the Kerala Academy of Sciences; Fellow of the Indian Society of Remote Sensing, and Fellow of the Indian Geophysical Union. He is an accomplished vocalist (Carnatic music) and Kathakali artist.

#### Awards:

 Radhakrishnan K received the Padma Bhushan Award for his contribution to Science and Engineering, especially in the field of Space Science and Technology

He was named one of nature's ten 'people who mattered' of 2014 on 18 December 18 2014, along with Maryam Mirzakhani, Radhika Nagpal, and others<sup>[</sup>

He has been conferred honorary Doctorates by IIT Kharagpur and 12 Indian universities

He is the recipient of 38 awards and accolades, including Vikram Sarabhai Memorial Award of Indian Science Congress, ISRO's Lifetime Achievement Award, Lifetime Achievement Award of Union Bank of India, etc.

Aswath
Damodaran, PGP
1977-79, Professor of
Finance, Stern School
of Business, NewYork



Aswath Damodaran is a Professor of Finance at the Stern School of

Business at New York University (Kerschner Family Chair in Finance Education), where he teaches corporate finance and equity valuation. He is best known and famous as author of several widely used academic and practitioner texts on Valuation, Corporate Finance and Investment Management. He is widely quoted on the subject of valuation, with "a great reputation as a teacher and authority". He has written several books on equity valuation, as well as on corporate finance and investments. He is also widely published in leading journals of finance, including The Journal of Financial and Quantitative Analysis, The Journal of Finance, The Journal of Financial Economics and The Review of Financial Studies. He is also known as being a resource on valuation and analysis to investment banks on Wall Street.

#### Key learnings

- Don't take yourself too seriously
- Find a passion
- Be kind to people around you, especially those that you think that you don't need to be kind to.
- What or who inspires you to do what you do? And why?
- Making a difference in how people think and act

#### Success Mantra:

- Humility
- Desire to keep learning

#### Purpose

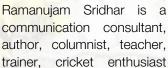
Live each day as it happens. Stop dreaming.

#### Role of IIMB

To be honest, I don't remember much about my IIMB days other than the fact that I learned to love business and started on my path to being a teacher.

## Award Year - 2010

Ramanujam Sridhar, PGP 1980-82, Founder and CEO, Brand-Comm





and a passionate social activist. A postgraduate in management from IIM Bangalore and an MA in Economics from Loyola College, Chennai, Sridhar spent over six years in the banking industry, and in his own words "counted other people's money and wrote other people's Fixed Deposit receipts" before entering the fascinating and often frustrating world of advertising. Sridhar received the Lifetime Achievement Award for Communicators 2017 from PRCI (Public Relations Council of India).



MS Zahed, PGP 1974-76, MD, Zeeman Technologies Pvt. Ltd-Bangalore

As Managing Director of Zeemantech, he has rendered Consultancy services in introduction of



Core Banking Solutions in small and cooperative Banks, IT Services in Production Planning Software, Industrial Parks Infrastructure Master Planning, Logistics in International Trade, IT Training Infrastructure, global liaison to US companies planning entry into Indian markets. He has also represented European companies in marketing machine tools in India. Zeemantech is registered with UNDP, UNIDO and UNHCR.

MS Zahed served as the Chairman and MD of HMT (Govt of India company) from 2002 to 2007. He restructured the business for proper focus on technology, profits and customer orientation, and closure of loss making units. He successfully executed all procedural aspects and introduced new technologies through collaborations and R&D. He restructured industrial relations involving 14000 employees and 25 unions. He restructured debts to increase profits through effective negotiations with a consortium of 15 banks and bond holders. The company's shares shot up 500% due to positive performance, achieving market capitalization of over USD 1 billion. He successfully established market for capital goods, consumer goods and IT products in global markets.

#### Key Learnings:

Having been in HMT Ltd, a PSU, for nearly four decades and being in international operations for twenty years, the key areas of learning have been: - Management of ignorance, knowing where the know how is and how to integrate in your sphere of business. - To evolve as a global citizen, understand cross cultural sensibilities, a key element for marketing especially in Projects Marketing, which is a very challenging area. - Quickly appreciating the legal aspects of deal making and Contracts. - Smelling where the dough is waiting for your products and services.

#### Your inspiration:

Mahatma Gandhi inspired me a lot and many times important decisions were simply taken by Conscience which is what was essence of his life.

The following quote, which is attributed to Mahatma Gandhi

- "A customer is the most important visitor on our premises. He is not dependent on us. We are dependent on him. He is not an interruption of our work. He is the purpose of it. He is not an outsider of our business. He is part of it. We are not doing him a favour by serving him. He is doing us a favour by giving us the opportunity to do so."
- During my field postings and travels abroad from 1980 to 2007, abroad, I often use to quote from our then recent history of Industrial progress we were in those years. As my business was mostly in developing countries, my customers would keenly listen to our India story, its rich and diverse culture.

#### Challenges faced:

The Co., I was heading as CMD, had more than 29000 employees,21 factories located in six states with offices abroad.it had six subsidiaries and three joint ventures, managed by Boards and to conduct the Board meetings with diverse members of the Board was a challenge. Normally, in Indian situations executives are promoted to Board level without giving them adequate inputs on Board dynamics. If this subject is included in the management education, it would help managers. The learning I had at the Institute helped me a great deal.

#### Key characteristics and Values;

A manager apart from being what he is, it is necessary for him to be a coach of his team. He must also continuously upgrade his skills and knowledge. Internalising integrity within the organisation is crucial to his success. Another issue would be creating a structure to give a desired output to meet the targets. As he climbs the ladder, these would decide how far he would reach.

#### → Purpose and Dream:

Apart from creating the wealth for self and dependants, I would love to create opportunities for deserving others too. A manager never dies he would always sit on his assets created and left behind.

#### Role of IIMB:

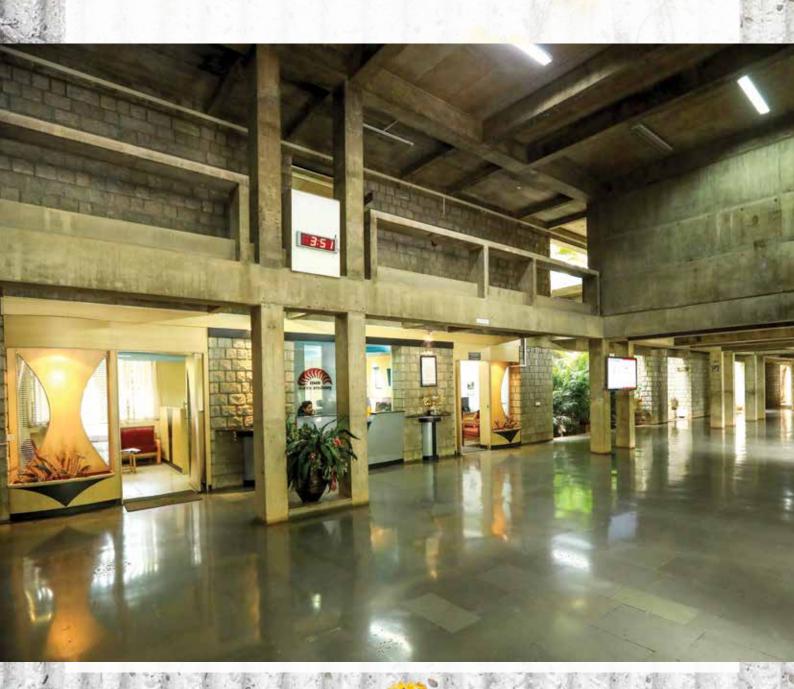
We, being from first batch of only forty-nine pigipees. were lucky to have nearly eighty highly qualified faculty. All most all the time we were all together at the campus which helped us a great deal in learning about management in an informal environment. (We could even puff in air-conditioned classrooms.!!!)

#### Success Story

Communication with stake holders is key to success

When I took over, the media wanted to know more, write more about my plans to turnaround few subsidiary

companies whose net worth had eroded. Being a listed company stake holder were keen to know how soon the company could be turn around. There used to be tremendous pressure from all quarters including unions, I felt it is best to share the plans, progress with all stakeholders and elicit views and suggestions. This helped a great deal and soon shares which were trading at Rs.22 per share went up to Rs.159 per share and market capitalisation in 2006 went up to USD 1 billion. It was a matter of great satisfaction and reason could be communication with the stake holders about the plans and happening in the Company. We even won the award for being the top brand in consumer durables.



### Ramesh Venkateswaran, PGP 1978-80, Adjunct faculty in Marketing: IIM Bangalore / IIM Udaipur



- Gold medallist of PGP Batch of 1980 at IIM Bangalore and winner of the Glaxo Marketing
  - and winner of the Glaxo Marketing Scholar of the year at IIM Bangalore
- Ramesh Venkateswaran has been a visiting faculty in the Marketing area at IIM Bangalore since 1990. He has been teaching for PGP and PGSEM. His areas of interest and focus are Product Strategy, Customer Service and Strategic Selling. He has consulted and worked with a large number of Indian and Multinational companies in the country. He is also regularly invited as a speaker by organizations and associations.
- He was Director, SDM Institute for Management
  Development, Mysore and Chairman of
  Customer Service Excellence Foundation, a
  not-for-profit Sec 25 organization to serve as
  a catalyst for service excellence in the country.
- Former Independent Director, Patni Computer Systems Limited
- Headmaster of The Lawrence School Lovedale, Ooty

Prof. Venkateswaran is closely involved with various socially relevant issues and projects which include:

- Founder Member, Chairman and Volunteer at Vishwas, a not-for-profit counselling organization in Bangalore that offers free and confidential counselling services for people in emotional stress, since 1991
- President, The Richmond Fellowship Society (Karnataka) – an organization that offers care to mentally ill adults
- President of the IIM Bangalore Alumni Association for two extended terms

#### Key learnings:

No substitute for

- Personal and Professional Integrity you are the final judge
- Respect for People
- Put your heart into whatever you do- never do anything second rate, attention to details
- Humility keep an open mind constantly

- listen and learn
- Impact constantly ask yourself what are you doing to make the place better than how you found it.

#### Your Inspiration:

Not really any single person - there are so many many people who are to be admired for various facets and aspects of life.

If I were to name any one person who has made an impact on me to learn both professionally and personally - Steve Jobs

#### Challenges faced:

No significant challenge - usual dilemmas and conflicts between one's personality and the demands of a job or task. In one important and very different assignment I had some differences with the approach and behaviour of my Chairman and Board that conflicted with my value system. My tolerance levels with them dropped very low and I left the assignment in a short period much to the dismay of the various other stakeholders who felt I had let them down. In retrospect, I could have handled the situation with more calm and balance. I was very emotional since the institution and the other stakeholders meant a lot to me personally.

#### Purpose:

I have been able to lead a full life with a balance of personal, professional and social commitments and obligations. At the end of the day it's about how people will remember you when you are gone.

#### → Role of IIMB:

It's been an amazing association with IIMB. I have been fortunate to be closely associated with IIMB wearing many hats from the time I passed out in 1980. I have had the opportunity to interact with hundreds of students who have been wonderful. I have also had the opportunity to interact closely with some of the best faculty in the country as colleagues.

Ravi N, PGP 1980-82, Senior Fellow, Centre for Public Policy, IIMB

Ravi N was an officer of the Indian Foreign Service (IFS) from 1971 to 2009, and has served



in various diplomatic and administrative positions in the Ministry of External Affairs and Ministry of Finance. In 2009, he was appointed the Ambassador of the Association of Southeast Asian Nations.

While working in India at different times, his assignments have covered political, economic and trade/commerce functions, in the Ministry of External Affairs, Ministry of Commerce and Ministry of Finance.

His overseas postings include those in Belgrade, Tokyo, Thimphu, Moscow, Munich and Hanoi. He has served as the Secretary (East) in the Ministry of External Affairs, the Indian Ambassador to Vietnam, Minister in the Indian Embassy at Bhutan, the Consul General of India (Consulate General of India in Munich), and Joint Secretary in the Ministry of Foreign Affairs. He retired in December 2009 after serving as the in-charge for India's relations with ASEAN countries in the Ministry of External Affairs.

After retirement, he took up an academic position as a Senior Fellow in the Centre for Public Policy at Indian Institute of Management Bangalore.



## Award Year - 2008

#### Arun Balakrishnan, PGP 1974-76

Independent Director in 5 Companies, Chairman of Institute of Directors, Bangalore and Chairman of the Bangalore Little Theatre Trust.

Arun Balakrishnan served as Managing Director of Hindustan Petroleum Corp. Ltd. from April 1, 2007 to July 31, 2010. He was Director of Human Resources of Hindustan Petroleum Corp. Ltd. He was employed at the Oil Coordination Committee (OCC) for five years including serving as its Director of Planning. He joined HPCL-Mittal Energy Limited in 1976 as a Management Trainee. He has handled various portfolios in Marketing, Corporate and Human Resources of HPCL and possesses a rich experience in the oil sector. He served as Chairman of Hindustan Petroleum Corp. Ltd., from April 1, 2007 to July 31, 2010.

All India Management Association has conferred a fellowship and the Institute of Engineers (India) has presented a Scroll of Honour for recognition 'his outstanding contribution to the profession of Chemical Engineering'. Arun Balakrishnan attended a program on Management in the United Kingdom under the Colombo Plan Program. He has a BS in Chemical Engineering from the University of Calicut. He holds a BE (Chem) from the College of Engineering, Trichur, Kerala and a Postgraduate Diploma in Management from Indian Institute of Management Bangalore.

#### Key learnings:

Never give up in what you want to do. Be persistent, work in teams and dont compromise your values come what may.

#### Your Inspiration:

No single person in particular. The many achievers who shaped the world. Henry Ford & John D. Rockefeller of the 19th and early 20th century, Mahatma Gandhi who got us independence from the British, my own parents are some of them. They all found unique ways of reaching their goal. Lessons to be remmembered always.

#### Challenges faced:

When I failed to become a Director in the first attempt, I was very bitter and behaved with bitterness in my heart. Though I eventually recovered from the frame of mind got back to my normal self, I always felt that I should have taken defeat more gracefully.

#### Success Mantra:

Honesty, sincerity and consistency. Trust in the

organisational and personal context is also a key factor. If you promise and cannot keep it up, get back to the person moment you see you cant keep your promise. People will respect you for it.

#### Purpose and Dream:

The larger purpose has always been to do what is best for my country, my company and to my family. In that order. Dream is to create institutions that would witstand the test of time. And I think I have succeed in this dream to a fair extent.

#### Role of IIMB:

Coming from a Government Engineering College in Kerala, my exposure to the world was limited. IIMB, with its young and accomplished faculty changed the way I think. It opened up so many new avenues for learning- economics, finance, organisational behaviour. My fellow classmates and the competitive nature also played a big role in developing my self-confidence and self-realisation of self-worth. I was ready to take on the world after those teo years at IIMB in the mid 1970's.

#### Could you describe your time at IIMB and any fond memories you may have?

Coming from an engineering background, new subjects like Economics, Organisational Behaviour, etc were of great interest and opened up the mind to a more holistic approach to life. Been a writer, I started a student magazine called "Hocus" which was very popular because in every issue there was an interview of a faculty member. At that time there was as many faculty members as there was students. We got invited to many homes for a good meal. The Politics of the day was also interesting. MGR was at his peak with mid-day meal scheme which we then thought was a waste of money only to realise fifteen years later the tremendous impact it had on Tamil Nadu. Half-way through our program, the national emergency was declared, a move that shocked us beyond belief. And the founder Director of IIMB announced that he had acquired a new plot of land in a far suburb of Bangalore to build a new campus.

## → What was your journey like after graduating from the Institute?

The company I joined had just started recruiting IIM graduates and hence the new IIM recruits were treated with kid gloves. We were given high responsibilities much earlier and that helped in our development. Growth came at regular intervals and that ensured that I did not accept the lucrative job hop offers which helped in getting on to the Board of the Fortune 500 company in a reasonable time frame and then to become the CEO and Chairman of the Board.

## How much has the Institute changed since you graduated?

There has been only occasional interaction with the Institute in a formal manner. Informally, one would run into many from the junior graduating classes at various forums and often at airports. The general feedback has been positive and the high rankings of IIMB have always been a source of pride.

## Any advice you would like to share with the students going forward?

I would say that a two-year program at IIM is only the synopsis of what awaits you in real life. To start with, make sure you stick to the values and ethics which have been our heritage. No use of unfair means or cheating under any circumstances. That's a pre-requisite. Keep yourself updated with the changing world. Forty-four years after leaving the IIM portals, some of us still spend time to learn and understand technologies like AI and ML. HBR is also a constant companion.



### Padmanabhan S, PGP 1980-82, Chairman, Tata Power

Sankaranarayanan Padmanabhan is currently Head of Group Human Resources for Tata Sons and Executive Chairman,



Tata Business Excellence Group (TBExG). In his role as Head of Group Human Resources, he is responsible for enabling key HR policies and initiatives across the Tata Group globally. As Executive Chairman of TBExG, he is responsible for enabling the Business Excellence journey across the Tata group of companies globally. This role, which he took on in 2014, is integral to group initiatives in enhancing the performance of Tata companies through diagnostics, benchmarking and sharing best practices.

His career with the Tata Group companies began with Tata Consultancy Services Limited (TCS) in 1982 and spans over 34 years. He was Executive Director Operations, Tata Power Company Limited since 2008, and was responsible for the profitable and sustainable operations of all thermal and hydro generation plants across India, and transmission and distribution systems in Mumbai.

He was also on the Boards of the operating subsidiaries of Tata Power. Prior to joining Tata Power, Padmanabhan S was Executive Director, TCS. During his 26-year stint in TCS, he has held roles such as that of Executive Director of Human Resources, Head of Application Development and Maintenance, Head of Airlines Practice and Country manager, TCS Switzerland. He has a distinguished academic record in the technical and management domain from reputable institutions. He is also a life member of CSI, and senior member of IEEE.

## Award Year - 2007

Ashok Sinha, PGP 1975-77, Non-Executive Independent Director, Cipla Limited

Ashok Sinha is a Non-Executive Member of the Board of Directors at Cipla since July 2013 and a



Member of the Board of Directors at Axis Mutual Fund since September 2012.

Ashok has spent 33 years in BPCL, where he served on the Board of BPCL for 15 years - first as Director of Finance for 10 years from 1995 and then as its Chairman of the Board of Directors and Managing Director for 5 years from August 2005 to August 2010.

#### → Awards:

- He has been conferred the India Chief Financial Officer Award 2001 for Information and Knowledge Management by the Economic Intelligence Unit (EIU) India and American Express
- He received an award from TMG (Technology Media Group) for Customer Management



Vasant Tilak Naik, PGP 1981-83, Global Head of Empirical Research, PIMCO

Prior to PIMCO, he was Managing Director of Nomura International.



After ten years of teaching at the University of British Columbia, Vancouver, Canada, Naik joined Lehman Brothers in 1998 as Director, Interest Rate Strategies, Fixed Income Research in London.

Naik's interest lies in research, and in the finance academia he is viewed as a very successful academic and researcher. His papers have been published in leading finance journals the world over. He has also received the Smith Breeden Prize for his published work in the year 1999.

#### Awards:

- Journal of Finance Smith Breeden Prize, 1999 for article, 'Optimal Investment, Growth Options, and Security Returns'
- MBA Teaching Excellence Award, University of British Columbia, 1996
- Second Prize in the Chicago Quantitative Alliance Competition for Academic Research, 1996
- University of California Regents Fellowship (1986-1987)



# The Office of Development (OD)

With the passing of the IIM ACT, 2017 by the Indian parliament, IIMB has become an institute of national importance. Being a public institution under the govt, IIMB believes in bringing about deep impact to society through knowledge and innovation. The Office of Development (OD) was set up to work on the developmental aspects of IIMB. The department was envisaged on the lines of fundraising and forming partnerships for the developmental activities of the institute. The OD raises funds from corporate, alumni and well-wishers for IIMB's Developmental activities. The OD believes academic and industry partnerships is a strong lever for growth.

The OD stands as a platform for interaction between different bodies – stakeholders of IIMB, Alumni, Corporates and the society at large. We wish to integrate all the aspects of the institute and form a strong network for interaction. The OD hopes to communicate to the world the various opportunities and prospects available by strong partnerships between Industry and Academia.

IIMB is now on a strong growth trajectory. We are coming up with a new campus in Anekal, Bangalore, building new infrastructure in the existing campus, increasing the batch sizes across programs and setting up new centres of excellence and research initiatives. With such activity engulfing the institute we the OD propose to form partnerships that are mutually beneficial.

The Office of Development aims to enhance the vision & mission of IIM Bangalore, by effectively partnering with leading organizations and thought leaders

#### **ANNUAL UPDATE FOR FY 2018-19**

Total amount raised as money received and pledged INR 10.13 crores

FUNDS MATRIX FY 2018-19				
Donor Details	Funds Received (INR crores)	Funds Committed / Pledged (INR crores)	Total (INR crores)	
Alumni	5.08	1.08	6.16	
Corporate	1.60	2.37	3.97	
Total	6.68	3.45	10.13	

# IIMB Scholarships and Financial Aid Summary

## Aditya Birla

This merit based scholarship is open to PGP students during their first year.

Among Top 20 students, only 3 students will be selected by AB group as AB scholars.

Award: The scholarship amount is Rs.1.75 lakhs per student.

## Hindustan Unilever / T Thomas Scholarship

This merit-cum-means scholarship is given by HUL to one PGP second year student. It's a merit cum means scholarship.

Award: The scholarship amount for Rs. 1 Lakh.

# Societe Generale Global Solution Scholarship

This is a means scholarship that covers tuition expenses in full. Students are selected from the needlest applicants in the first year and subsequent interviews conducted by Societe Generale. Nomination is done by the institute and the students are selected on the basis of their need and subsequent interviews conducted by Societe Generale.

Award: Full Tuition Fees.

# National Thermal Power Corporation (NTPC Scholarship):

For PGP-II students belonging to SC/ST/PWD category. Award: Rs. 4000/- Per month for 24 months.

## O.P. Jindal (OPJEMS) Scholarships

This merit based scholarship is open to PGP students during their second year. Award: Rs.150000/-.

## Yes Bank Scholarship

Award: Rs.200000/-

## Ministry of Tribal Affairs Scholarship (ST)

The Ministry of Tribal affairs, Government of India invites applications for the National Scholarship for Higher Education for ST students from Meritorious ST students of PGP-I students.

Award: Full Tuition fee.

## Ministry of Social Justice and Empowerment Scholarship (SC)

The Ministry of Social Justice and Empowerment Government of India invites applications for the National Scholarship for Higher Education for SC students from Meritorious SC students of PGP-I students.

Award: Full Tuition fee.

## Employment in Social Sector Scholarship

This scholarship is instituted by the IIMB to PGP,PGPPM and EPGP students after completion of their course for joining the Social sector.

This scholarship would provide a student one third of his/ her fees reimbursed at the end of each year of work for the first three years in the social sector. To get full fee reimbursement, a student would therefore have to commit a minimum of three years to this sector.

### Citi Women's Leader Award

This merit based scholarship is open to PGP -II Female students during their second year.

Award: Reimbursed second year tuition Fee (Rs.400000/-).

### Siddhartha Padam Award

It carries a cash prize of INR 50,000, a medallion and a certificate.

### IIMB PGP Alumni First Batch 1976 Scholarship

This scholarship is given to a differently-abled woman student from PGP. The scholarship aims to assist a differently-abled female student (or a differently-abled male student, if there is no eligible female student). It keeps alive the memory of the PGP batch of 1976 and their association with the Institute.

Award: Cash award of Rs.75000, Medallion and Certificate.

### Runwal Education Trust Scholarship

This scholarship is given to a PGP student based on a combination of academic performance in the 1st year and the student's financial need. This scholarship was instituted by Mr. Sandeep Runwal, who was a student of the PGP 1993 batch, to provide financial aid to a needy and meritorious student.

Award: Cash award of Rs.100000, Medallion and Certificate.

### IIMB Ubuntu Scholarships

The "IIMB Ubuntu Scholarship" is a broad scholarship category, where multiple donors can contribute to this scholarship category but would like to stay anonymous. At present one alumnus from the PGP, who wishes to remain anonymous, has volunteered to make annual contributions towards providing scholarship in the form of financial assistance to one student each year who is pursuing IIMB's PGP. The scholarship is based on financial need, subject to meeting the threshold academic performance. The scholarship amount is INR 1 lakh.

### Giving Options

#### A. Student Scholarships

IIMB would like to ensure that no student, who is offered admission to its programmes, is deprived of the high-quality education at the institute due to financial constraints. Need-based scholarships up to hundred percent are offered to deserving candidates, based on their income and demonstrated financial inadequacy. Scholarships are also offered to exceptionally talented students based on their merit. IIMB also provides a competitive package to all those who join the Fellow Programme in Management (FPM). FPM students receive a stipend in addition to tuition waiver for up to four years and nine months, helping them cover their living expenses. In addition, there are various grants that they are entitled to. To strengthen these initiatives, we look forward to your generous support by way of an endowment or by granting scholarships to a selected group of students.

#### B. Research Chairs

Faculty members at IIMB generate knowledge through cutting edge research in all functional areas of management that would benefit public and private sector companies, government and society in general. The knowledge generated by IIMB faculty has appeared in leading academic journals with a high citation index and impact factor. In addition, many text books and working papers are written on a regular basis by IIMB faculty. Research carried out by the faculty often results in innovative courses and Executive Education Programmes. IIMB strives to be the hub of high-quality research and faculty members collaborate with the industry as well as other top-ranked academic institutions the world over. Setting up a research chair will ensure sustained resource support for the faculty to explore deeper into specific emerging knowledge domains and will add significantly to the body of knowledge and in the recognition of IIMB as a global leader.

#### C. Centres of Excellence

Centres of Excellence are set up by IIMB for interdisciplinary work in emerging focus areas. Currently there are 10 Centres of Excellence at IIMB. These Centres work across the entire spectrum of research, teaching and policy making, interacting closely with industry, other academic institutions and government. The Centres of Excellence foster thought leadership in contemporary domains through publications, innovative educational programmes and international conferences. The Centres thus become the hub of knowledge generation and dissemination.

#### D. Conferences

Conferences keep IIMB at the centre of academic debate and conversation. It is the meeting ground for top-quality research and scholarship. The sharing of ideas, thought-provoking exchanges and debates involving top scholars and practitioners are important aspects of IIMB's commitment to excellence

in creating an ecosystem of knowledge and expertise. Your support for such conferences will have a very significant impact.

### E. Infrastructure: Land, Building and Fixed Assets

IIMB occupies a verdant 100-acre campus in Bangalore, with striking all-stone architecture, landscaped gardens and world-class infrastructure. Construction is on for a new 110-acre campus, to meet the growing needs of the Institute in line with its vision. Also, there is a need for some of the older infrastructure in the first campus to be refurbished and for new facilities to be developed. Your contribution will go a long way in ensuring that teaching, learning and research in IIMB happens in an exceptional environment.

### F. Upcoming New Campus

IIMB is in the process of developing a second campus in an area of 110 acres which is located 23 km from our current campus, in Mahanthalingapura village, Jigani Hobli, Anekal Taluk.



Construction of the proposed 85-room MDC block at the new campus.

### Alumni Contribution

List of Alumni Donors who have contributed up to INR 100000 Alumni have been contributing for the growth and development of their alma mater. The total contributions received from our alumni till now is more than Rs. 8 Crores.

In 2018 – 19, for the first time we have raised Rs. 10.21 Crores as funds received and pledged, from our alumni & corporates. We are very happy to say that more than 70% of the above contribution is from our alumni.

SI. No	Name	Batch
1	Alur Ramesh	PGP 1986
2	A Sankar	PGP 1976
3	A Sivakumaran	PGP 1992
4	A.Sankar	PGP 1976
5	Abhay Kumar	PGP 2008
6	Abhijit Attavar	PGP 1995
7	Abhijit Bhabhe	PGP 1996
8	Abhinandan Raghuthaman	PGP 2008
9	Abhipsita Singh	PGP 2008
10	Abhishek Chakraborty	PGP 2008
11	Abhishek Rajgaria	PGP 2008
12	Aditi Biswas	PGP 2008
13	Aditya Suresh	PGP 2008
14	Ajay Marar	PGP 1995
15	Ajith Pai	PGP 2008
16	Akash Agrawal	PGP 2008
17	Akash Bhargava	PGP 2008
18	Akshant	PGP 2008
19	Alka Bhagat	PGP 2008
20	Alok Verma	PGP 1996
21	Aloke Khanna	EPGP 2010
22	Amaidhi Chandran	PGP 1998
23	Amit Bansal	PGP 1996
24	Amit Bhagat	PGP 2001
25	Amit Deshpande	PGP 2008
26	Amitabh Mall	PGP 2001
27	Amod Kumar Choudhary	PGP 2003
28	Amol	PGP 1998
29	Amount Collected During Reunion 2011	PGP 1986
30	Anand G A	PGP 1996
31	Anand lyer	PGP 1994

SI. No	Name	Batch
32	Anand Kasturi	PGP 1986
33	Anand Krishnamurthy	PGP 1995
34	Anand Nataraj(Bhramara Nataraj)	PGP 1992
35	Anand Vyas	PGP 1998
36	Ananya Purba Lahiri	PGP 1996
37	Anbuselvan Shahadevan	PGP 2008
38	Aneesh Sivakumar	PGP 2008
39	Anil Agarwal	PGP 1998
40	Anil Nayar	PGP 1976
41	Anirban Barman Roy	PGP 2008
42	Anirban Chakraborty	PGP 2003
43	Anirudh Singh	PGP 2008
44	Anjan Agarwal	PGP 2008
45	Anjani Kumar	PGP 1995
46	Ankit Baveja	PGP 2008
47	Ankit Murarka	PGP 2008
48	Anuj Kedia	PGP 2008
49	Anup Bagchi	PGP 1992
50	Anup Uppadhayay	PGSM 2004
51	Anup Verma	PGP 1986
52	Anupam Jain	PGP 1995
53	Anupam Kumar	PGP 2008
54	Anupam Majumdar	PGP 2008
55	Anupam Sircar	PGP 1988
56	Anuraag Saboo	PGP 1996
57	Anuradha Narasimhan	PGP 1992
58	Arhant Jain	PGP 2003
59	Arindam Chandra	PGP 1996
60	Arjun Chowdhry	PGP 1994
61	Arnav Pandya	PGP 2001
62	Arnav Prakash	PGP 2008

SI. No	Name	Batch
63	Arshdeep Jindal	PGP 2008
64	Arun Kumar	PGP 1996
65	Arun Kumar R	PGP 2001
66	Arun Menon	PGP 1994
67	Arun Sriram G V	PGP 1998
68	Arun Sriram Ganga Viswanathan	PGP 1998
69	Arunangshu Sharma	PGP 2003
70	Arvind N Hanmantgad	PGP 1976
71	Ashima Sharma Suri	PGP 2001
72	Ashish Dafria	PGP 1996
73	Ashish Tiwari	PGSEM 2004
74	Ashok Reddy	PGP 1995
75	Ashok Tikalkar	PGP 1992
76	Ashwin Acharya & Aditi Nair	PGP 2008
77	Atish Mohan Govil	PGP 1996
78	Atul Rastogi	PGP 1995
79	Atul S Nath	PGP 1996
80	Avijit Bhattacharya	PGP 1996
81	Avik Sengupta	PGP 1995
82	Avinash Kaushik	PGP 2008
83	Ayush Hulkunte Nagaraj	PGP 2008
84	B Karthik	PGP 1996
85	B R Purnachandra	PGP 1976
86	Badari Prasad	PGP 1976
87	Badari Prasad K V	PGP 1976
88	Badri Narayan Pattanaik	PGP 2008
89	Bala Bhaskaran	PGP 1976
90	Ban Lyndem	PGP 1993
91	Bejoy George	PGP 1995
92	Bhargav Dasgupta	PGP 1992
93	Bhaskar Basu	PGSM 2004
94	Bihag Bhatt	PGP 2008
95	Biju Jacob	PGP 1996
96	Biplab Adhya	PGP 1995
97	Biplab Debbarma	PGP 2003
98	Bringi Dev	PGP 1978
99	C K Nageswaran	PGP 1995
100	Chandan Behera	PGP 2008
101	Chandan Panigrahi	PGP 2003
102	Chekuru Venkata Ramanaiah	PGP 1976
103	Chetan Pradeep Sehgal	PGP 1992
104	Chetan Sudhir Gangoli	PGP 1998
105	Chinmaya Sreekaran	PGP 2008

SI. No	Name	Batch
106	Chirag Thakral	PGP 2008
107	Clovermark - The Property Advi	PGP 1995
	D Balamurali	
108	D Manohar	PGP 1992
109	Danish Rahman	PGP 1976
110		PGP 2001
111	Datta Prasanna Natekar	PGP 2008
112	Dayanand Madhukar Gaikwad	PGP 2003
113	Deepa N Swamy	PGP 2008
114	Devanand B. Trivedi	PGP 1976
115	Devender Kumar	PGP 2008
116	Dhananjay Phadnis	PGP 2001
117	Dhiraj Agarwal/ Bindu Agarwal	PGP 1992
118	Diksha Gera	PGP 2008
119	Dinesh Laxmanan	PGP 1998
120	Dinesh Singh	PGP 1996
121	Dipti Goyal	PGP 1998
122	Divya Mahajan	PGP 1998
123	Divya Sehgal	PGP 1996
124	Doshi Jayakumar	PGSEM 2007
125	E. Thenral	PGP 2003
126	G Mohan	PGP 1992
127	G Raghuram	Director
128	Ganesh Balakrishnan	PGP 2008
129	Ganesh Ramakrishnan	PGP 2003
130	Gaurab Parija	PGP 1995
131	Gautam	PGP 2008
132	Gautham Krishnan	PGP 2008
133	Geetha Krishnan	PGP 1993
134	George Verghese	PGP 1976
135	Girish Sankar	PGP 2008
136	Gourang Agrawal	PGP 2001
137	Guha Ramasubramanian	PGP 1998
138	Gurumurthy	PGP 1995
139	Haresh Shivdasani	PGP 1992
140	Haresh Shivdasani	PGP 1992
141	Hari Baskaran	PGP 1976
142	Harmendra Gandhi	PGP 1995
143	Harsha Veeravalli	PGSEM 2014
144	Hemant K Bhargava	PGP 1986
145	Indrani De	PGP 1992
146	Insight Alpha	PGP 1993
147	Jabardan Prasad Mathur	PGP 1976
148	Janardan Mathur	PGP 1976
149	Jaskaran Singh Bhogal	PGP 1998

SI. No	Name	Batch
150	Jayaganesan K	PGP 2003
151	Jayan Velayudhan	PGP 1995
152	Jayant Swamy	PGP 1992
153	Jayanta Banerjee	PGP 1994
154	Jayanth	PGP 2008
155	Jayaram Krishnan	PGP 1993
156	Jidesh Haridas	PGP 2008
157	Jitendra Ghughal	PGP 1996
158	Jyoti Prakash Biswas	PGP 1992
159	K S Somasundaram	PGP 1996
160	K V Ramakrishna	PGP 1995
161	Kalyan Singhal	PGP 1976
162	Kanti Kumar Gali	PGP 1993
163	Karthik Gurumurthy	PGP 2008
164	Karthikeyan Raman	PGP 2008
165	Kartik Suresh	PGP 2008
166	Kaushik Chauhan	PGP 2003
167	Kavitha Murali	PGP 2008
168	Kavya Shetty	PGP 2008
169	Kenny Hsieh	PGP 2008
170	Kishore Kk	PGP 1996
171	Kothandaraman K	PGP 1992
172	Kranthi Kiran	PGP 2008
173	Kumar G V	PGP 1996
174	L Shivakumar	PGP 1992
175	Lakshmi Yendapalli	PGP 2008
176	Laxmish Hemachandra Kant	PGP 1976
177	Lokesh Prasad	PGP 2003
178	M R Brahmachari	PGP 1976
179	M S Zahed	PGP 1976
180	Machi Varanasi	PGP 1986
181	Madhavi R And Sam Bhutia	PGP 2008
182	Madhukar Kaiwar	PGP 1992
183	Madhuri D.H	PGP 2003
184	Manasi Narasimhan	PGP 2001
185	Maneesh Goyal	PGP 1996
186	Maneesh Konkar	PGP 1995
187	Maneesh Kumar Jain	PGP 1992
188	Manish Kalra	PGP 1998
189	Manish Popli	PGP 1996
190	Manisha And Vipul Garg	PGP 2008
191	Manoj Kumar Gupta	PGP 1992
192	Manoj Trivedi	PGP 1998
	Mansi Gupta	PGP 2008

SI. No	Name	Batch
194	Maya Ganapathy	PGP 2008
195	Mayank Kumar	PGP 2008
196	Meenakshi Nagdeve	PGP 2008
197	Meera N	PGP 1998
198	Meghana Baji	PGP 1998
199	Mihir Rachh	PGP 2008
200	Milind Prabhudesai	PGP 1996
201	Mini Muralidhar	PGP 1986
202	Minitha Saxena	PGP 1992
203	Mohan Adhyam	EGMP 2014A
204	Mohan Muthuraj	PGP 1992
205	Mohit Grover	PGP 2008
206	Mokshakar R Brahmachari	PGP 1976
207	Mudit Bali	PGP 2008
208	Mukul Gopinandan Sachan	PGP 2008
209	Murugesan P	PGP 1986
210	N Bringi Dev	PGP 1978
211	N Muthuraman	PGP 1996
212	N Raghunandan	PGP 1986
213	N Raghunandan	PGP 1986
214	N Ramkumar	PGP 1992
215	N Viswanathan	PGP 1976
216	Naga Venkata Sunil. Javvaji	PGP 1998
217	Narendra Nath R	PGP 1996
218	Naresh Dubbudu	PGP 2008
219	Naveen Chopra	PGP 1998
220	Naveen Saraff	PGP 1996
221	Nayanika Mahtani	PGP 1992
222	Neeraj Arora	PGP 1992
223	Neeraj Baxi	PGP 1995
224	Neeraj Sahu	PGP 1998
225	Neeraj Sanan	PGP 1995
226	Neetu Chitkara	PGP 2008
227	Neha Goyal	PGP 2008
228	Nibedita Panigrahi	PGP 1998
229	Nikunj Kapadia	PGP 1986
230	Nishant Katoch	PGP 2013
231	Nithya Balasubramanian	PGP 2008
232	Nitin Chokhani	PGP 2001
233	Nitin Gupta	PGP 1998
234	Nitin Naik	PGP 1992
235	Nitin Sawhney	PGP 1996
236	NI Narayan	PGP 2000
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SI. No	Name	Batch
237	P K Wilson Purty	PGP 1996
238	Pallavi Sharma	PGP 1996
239	Pankaj Kulshreshtha	PGP 1996
240	Pankaj Periwal	PGP 2008
241	Parag Arora	PGP 1998
242	Parag Dhol	PGP 1993
243	Parag Kumar	PGP 2001
244	Parthasarathy S	PGP 1994
245	Parul Anand	PGP 1996
246	Parvez Mulla	PGP 1996
247	Pashupati D	PGP 1998
248	Pathan Mahamad Ali	PGP 1998
249	Pavan Chauhan	PGP 1996
250	Pawan Bhargava	PGP 2001
251	Pawan Sachdeva	PGP 1996
252	Payal Agrawal	PGP 2008
253	Peeyush Arya	PGP 2001
254	Phuntsok Wangyal	PGP 2001
255	Prachi Deuskar	PGP 2001
256	Prakash Madhavan	PGP 1998
257	Praneet Chawla	PGP 2008
258	Prasanna Alagesan	PGP 2008
259	Prasanna Narayan Borah	PGP 1995
260	Prashant Nambisan	PGP 2003
261	Prasobh Kattambil	PGP 2008
262	Prasun Basu	PGP 2008
263	Praveen Deva	PGP 1992
264	Praveen Krishnan	PGP 2008
265	Praveen Rajurkar	PGP 2008
266	Praveen Shrikhande	PGP 1992
267	Prem Jacob	PGP 1998
268	Premjeet Singh	EGMP 2
269	Premjit Mallik	PGP 1998
270	Priya Narasimhan	PGP 2008
271	Priyank Dutt Dwivedi	PGP 2008
272	Priyanshu	PGP 2008
273	Puneet Singhvi	PGP 1996
274	Purna Chandra	PGP 1976
275	R Janakiraman	PGP 1995
276	R Ravishankar	PGP 2001
277	R Sathyajit	PGP 1996
278	R Venkatesan	PGP 1976
279	R. Srinivasan	PGP 1976
280	R. Venkatesan	PGP 1976
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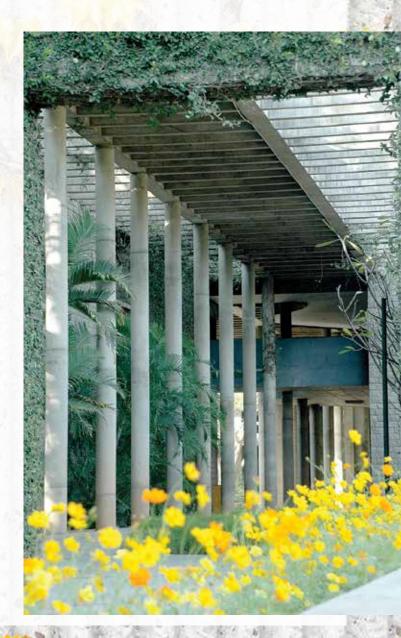
SI. No	Name	Batch
281	Raghavendra R	PGP 1995
282	Raghuram N S	PGP 1995
283	Rahul Bhambry	PGP 1992
284	Rajan Kohli	PGP 1995
285	Rajat Sharma	PGP 1998
286	Rajesh Agrawal	PGP 1995
287	Rajesh Bhura	PGP 2001
288	Rajesh Raja	PGP 2008
289	Rajesh Ramakrishnan	PGP 2008
290	Rajesh Singhal	PGP 1995
291	Rajesh Singhi	PGP 2003
292	Rajib Saha	PGP 2001
293	Rajnish Singh	PGP 1994
294	Rakesh Godhwani	PGSEM 2004
295	Ram Bahadur Singh	PGP 1996
296	Ram Chand Grover	PGP 1998
297	Ram Kalyan Medury	PGP 1998
298	Ram Thothadri	PGP 2001
299	Rammohan Thyagarajan	PGP 2001
300	Ramnath Prabhu	PGP 2003
301	Ranjeev Sharma	PGP 1992
302	Ranjit Behera	PGP 2008
303	Rashmi Das	PGP 1996
304	Rashmi Rammohan	PGP 2008
305	Rasmi Ranjan Swain	PGP 1996
306	Ravi Ramaswamy	PGP 1985
307	Ravi Vora	PGP 2001
308	Ravinder Pal Singh Bhatia	PGP 1998
309	Ravishankar Gopalakrishnan	PGP 2008
310	Revathy Ramesh	PGP 1992
311	Ritesh Hemrajani	PGP 1996
312	Ritika	PGP 2008
313	Rohit Lohia	PGP 2008
314	Rohit Shiralkar	PGP 2008
315	Rohit Sinha	PGP 2008
316	Rohit Verma	PGSEM 2001
317	Roli Sehgal	PGP 1996
318	Ruta Vyas	PGP 1992
319	S Balasubramanian	PGP 1992
320	S Karthik	PGP 1995
321	Saikat Dutta	PGP 2008
322	Salil Punalekar	PGP 1996
323	Sameer Arora	PGP 1996
324	Sameer Nair	PGP 1996

SI. No	Name	Batch
325	Samir Agrawal	PGP 1998
326	Samit Sengupta	PGP 1996
327	Sanbaditya Siddhanta	PGP 2008
328	Sanchayan Chakraborty	PGP 1995
329	Sandeep Jayarama	PGP 2008
330	Sandeep Krishnan N	PGP 2008
331	Sandeep Kumar	PGP 2008
332	Sandeep Rao	PGP 2008
333	Sandip Bhatwadekar	PGP 1996
334	Sangeeta Batra	PGP 2001
335	Sangeeta Bhatia	PGP 1998
336	Sangeetha Vadanan	PGP 2001
337	Sanjay Bhadra	PGP 1998
338	Sanjay Gupta	PGP 1998
339	Sanjay Kumar Gupta	PGP 1992
340	Sanjay Srivastava	PGP 1986
341	Sanjay Uppal	PGP 1992
342	Sanjeev Sehrawat	PGP 1996
343	Sanjiv Singhal	PGP 1992
344	Sankar Chandrasekaran	PGP 1976
345	Santanu Biswas	PGP 2001
346	Sapna Arora	PGP 1998
347	Sastry G S	PGP 1995
348	Satish Hariharan	PGSEM2005
349	Saumil Majmudar	PGP 1995
350	Saurabh Agrawal	PGP 1998
351	Saurabh Upadhyay	PGP 2001
352	Seshadri	PGP 2008
353	Shabbir Yusuf	PGP 1992
354	Shalabh Agrawal	PGP 2008
355	Shalini Mehta	PGP 1992
356	Shanmugavel Mani S	PGP 2008
357	Shashi Yadavalli	PGP 1998
358	Shekar Rangarajan	PGP 1976
359	Shekhar Gupta	PGP 2008
360	Shekhar Singh	PGP 1998
361	Shilpa Bawane	PGP 2008
362	Shital Joshi	PGP 1996
363	Shobhit Dubey	PGP 1992
364	Shrenik Khasgiwala	PGP 1998
365	Shreya Prakash	PGP 2008
366	Shruti George	PGP 2008
367	Shyam Sunder Shenthar	PGP 1998
368	Siddharth Gopalkrishnan	PGP 2008

SI. No	Name	Batch
369	Simonil Kakalia	PGP 1992
370	Sireesha Sivala	PGP 2008
371	Siva Ganapathi	PGP 2008
372	Sivakumar Chinnappan	PGP 1995
373	Sk Gupta	PGP 1996
374	Sneha Thomas & Renish Pynadath	PGP 2008
375	Snehal Shah	PGP 1995
376	Sohit Kapoor	PGP 2005
377	Somdev Chattopadhyay	PGP 2008
378	Somnath Manna	PGP 2001
379	Sonal Pruthi	PGP 2008
380	Sonal Seth	PGP 1998
381	Sonjoy Chatterjee	PGP 1994
382	Soumya	PGP 2008
383	Sreepathi Rao Mutte	PGP 1976
384	Sreevidya Kompella	PGP 1998
385	Srijith Mohanan	PGP 2008
386	Srinath Nalluri	PGP 1992
387	Srinivas Kompella	PGP 1998
388	Srinivasan R	PGP 1976
389	Sriram Seshan	PGP 2001
390	Stuthimathi Vijayaraghavan	PGP 1996
391	Subhajyoti Bandyopadhyay	PGP 1993
392	Subhash Dhar	PGP 1992
393	Subhasis Majumder	PGP 1995
394	Sudhir Babu D	PGP 1998
395	Sudipt Roy	PGP 1993
396	Sudipta Roy	PGP 2008
397	Sukannya Sawkar	PGP 1998
398	Sumit Kumar	PGP 2008
399	Sumit Kumar Agarwal	PGP 2008
400	Sunanda Santappa	PGP 1985
401	Sundaram Ganapathy	PGP 1998
402	Sunil	PGP 1996
403	Sunil Mishra	PGP 1995
404	Suruchi Nangia	PGP 2008
405	Surya Rao	PGP 1976
406	Susanta Mallik	PGP 1996
407	Sushma Kadali	PGP 1998
408	Swapan Ray	PGP 1976
409	Swarna Mimani	PGP 2008
410	T A N Murti	PGP 1992
411	T Viswanathan	PGP 1976

SI. No	Name	Batch
412		PGP 2008
412	Tania Sikdar  Tantra Narayan Thalaur	
	Tantra Narayan Thakur	PGP 1996
414	Tapan Mazumder	PGP 2001
415	Tarun Joshi	PGP 2001
416	Theja K	PGP 2008
417	Tilak Pati	PGP 2008
418	Tonmoy Shingal	PGP 2008
419	Tulika Bansal	PGP 2008
420	Udai Pinnali	PGP 2008
421	Udayan Sarkar	PGP 2008
422	Umesh Sharma	PGP 1992
423	Uzma Jamal Rushdi	PGP 2006
424	V K Menon	PGP 1982
425	V Subramaniam	PGP 1976
426	V.Srivatsan	PGP 1994
427	V.Subramaniam	PGP 1976
428	Vaibhav Phadnis	PGP 1992
429	Varsha Gandhe	PGP 1996
430	Varun Bakshi	PGP 2008
431	Ved Prakash	PGP 1992
432	Venkat Narayanan	PGP 1998
433	Venkat Raman Suravarapu	PGP 1996
434	Venkat Rao	PGP 2008
435	Venkat Subramaniam B	PGP 1986
436	Venkatram P	PGP 1986
437	Venkatraman Subramanian (Smil	PGP 1996
438	Venkatramana R	PGP 1995
439	Vetrivendhan K P	PGP 2008
440	Vibhor Dhanuka	PGP 2008
441	Vijay Padaki	PGP 1976
442	Vijay Venkat Raghavan Nataraja	PGP 2008
443	Vijnan Batchu	PGP 1996
444	Vikas Arya	PGP 2003
445	Vikas Goyal	PGP 1998
446	Vikas Gujral	PGSEM 2005
447	Vikash Singhal	PGP 2001
448	Vikram	PGP 1995
449	Vikram Balan	PGP 2008
450	Vikram Kaul	PGP 1996
451	Vinay Anand	PGP 2003
452	Vinay Venkateshwaran	PGP 2003
453	Vinayak Kamath	PGP 1998
454	Vineet Gupta	PGP 1995

SI. No	Name	Batch
455	Vineet Sahai	PGP 2008
456	Vinith Murthy Rao	PGP 1995
457	Vinod Abraham	PGSM 2004
458	Vinod Vyasalu	PGP 1976
459	Vipin Vashishtha	PGP 2001
460	Vishal Bhola	PGP 1996
461	Vishal Telang	PGP 2008
462	Vivek Bihani	PGP 1992
463	Vivek Pabari	PGP 2008
464	Vivek Srinivasan	PGP 1998
465	Yasaswi Chodavarapu	PGP 2008
466	Yashaswi Gautam	PGP 2008
467	Yashodhan Phatak	PGP 1998
468	Yeddu Sunil Raja Bhushan	PGP 2008
469	Yeshwant Enjeti	PGP 1976
470	Yogesh Patwari	PGP 2008



## Alumni Contribution

List of Alumni Donors who have contributed between INR 100000 to 500000

SI No	Name	Batch	SI No	Name	Batch
ı	Anjan Sen	PGP 1986	34	Deeptha And Dinesh Khanna	PGP 1998
2	Abhimanyu Bhuchar	PGP 2003	35	Dhananjay Phadnis	PGP 2001
3	Abhishek Mukherjee	PGP 1976	36	Dibyojyoti Haldar	PGP 2003
1	Abhishek Mukharjee	PGP 1976	37	Ganesh Natarajan	PGP 2003
5	Amit Dhawan	PGP 1992	38	Gaurav Datta	PGP 2003
6	Anand Boddapaty	PGP 1992	39	Gaurav Malik	PGP 1998
7	Anand Rangaswamy	PGP 1993	40	Gerard Joseph Pacheo	PGP 1986
3	Anil Kumar Ladha	PGP 1992	41	Govind Sankaranarayan	PGP 1992
)	Anil Nayar	PGP 1976	42	Hemant	PGP 2003
0	Anish Mathew	PGP 2003	43	Hemanth Wadhwa	PGP 1996
1	Anuj Kumar	PGP 1992	44	Hitesh Oberoi	PGP 1996
2	Anup Bagchi	PGP 1992	45	limb Alumni Association	
3	Apurva Mazumder	PGP 1996	46	Imran Jafar	PGP 2003
4	Arhant Jain	PGP 2003	47	Jay Parthasarathy	PGP 1994
5	Arun Balakrishnan	PGP 1976	48	Jayaganesan	PGP 2003
6	Arvind N. Hanmantgad	PGP 1976	49	Jayram Krishnan	PGP 1993
7	Ashish Dikshit	PGP 1992	50	Jeyashree Vaidyanathan	PGP 1995
8	Ashish Jain	PGP 2008	51	Jyoti Majmudar	PGP 1993
9	Ashish Kale	PGP 2003	52	K Sundaramurthy/Rajasekar S	PGP 1986
20	Ashok Pandit	PGP 1992	53	Kamal Batra	PGP 1996
1	Ashutosh Gupta	PGP 2003	54	Karthi Kumar Marshan	PGP 1992
2	Ashwini Agarwal	PGP 1992	55	Kashinath R K	PGP 1986
:3	B M Rangan	PGP 1986	56	Kishore Saletore	PGP 1992
4	Balachandran Mahendran	PGP 1992	57	Lakshmi Sampath Goyal	PGP 1993
:5	Bhargav Dasgupta	PGP 1992	58	Lalit Ahuja	PGP 1998
6	Bhaskar Sambamurthy	PGP 1992	59	Mahaveer Meghawat	PGP 1986
7	Chand Koshy	PGP 1986	60	Mahendra Bisht	PGP 2003
8	Chandrasekhar Gopalkrishnan	PGP 1986	61	Mahesh Kumar Kedia	PGP 2003
9	Chetan Shetty	PGP 2001	62	Mahima Gupta	PGP 2003
0	Damodar Mall /Sangeeta Mall	PGP 1986	63	Mala Raj	PGP 1986
1	Deepak M	PGP 2003	64	Malini Chandra	PGP 1986
2	Deepak Taneja	PGP 1986	65	Mandar Nayak	PGSEM 200
3	Deependu Jain	PGP 2003	66	Mohan Gundu/Gauri Nafrey	PGP 1993

SI No	Name	Batch	SI No	Name	Batch
67	Monish Mahurkar	PGP 1986	110	S Phanimitra Bhethanabottla	PGP 2003
68	N Raghunandan	PGP 1986	111	Sabu	PGP 1996
59	Nalinaksha Bhattachrya	PGP 1986	112	Sacheendran Sudheendran	PGP 2004
70	Nandita Jacob	PGP 1992	113	Sachin Kotangale	PGP 2003
71	Narayan Ram	PGP 1992	114	Sailesh	PGP 1992
72	Narayana Yellapragada	PGP 1986	115	Samir Kumar	PGP 1986
73	Narendra Nayak	PGP 1986	116	Sampath Shrinivasan	PGP 1986
74	Narendra Rana	PGP 2003	117	Sandeep Nayak	PGP 2003
75	Navin Rau	PGP 1976	118	Sandeepan Chaudhuri	PGP 2003
76	Neelesh Garg	PGP 1995	119	Sanjana Kohli	PGP 1992
77	Nirat Bhatnagar	PGP 2003	120	Sanjay Bhargav - Novotech	PGP 1979
78	Nirmal H Vora	PGP 2003		Enterprises Pvt Ltd	
79	Nishant Gupta	PGP 2008	121	Sanjay Desai	PGP 1986
30	P V K Mohan	PGP 1993	122	Sanjay Gupta	PGP 1992
31	Parag Dhol	PGP 1993	123	Sanjib Sarkar	PGP 1998
32	Pawan Sachdeva	PGP 1996	124	Sankaranarayana Gopalan	PGP 1993
33	Prabhat Singh	PGP 1986	125	Sarin Suares	PGP 2003
34	Pramod Khera	PGP 1986	126	Shailendra Kumar Malhotra	PGP 1986
35	Prasanna M Seshachellam	PGP 1992	127	Shailesh Baidwan	PGP 1992
36	Prashant Kumar Jain	PGP 1991	128	Shailesh Dhuri	PGP 1993
37	Praveen Shrikhande	PGP 1992	129	Shalabh Agarwal	PGP 2003
38	Preeti Shukla	PGP 1994	130	Shiva Kiran Kommareddi /	PGP 1993
39	Puroshottam K	PGP 1986		Corecompete Private Limited	
90	R Anand	PGP 1994	131	Srikant Vatturi	PGP 2003
91	R Chandrasekaran	PGP 1985	132	Srinivas K	PGP 1998
92	R P Prabhu	PGP 2003	133	Srinivasan Subramanian	PGP 1992
93	R.M.Subramanian	PGP 1999	134	Subhash B Dhar	PGP 1992
94	Rahul B Petkar	PGP 1986	135	Subir Kohli	PGP 2003
95	Rahul Bhattacharya	PGP 2003	136	Subodh Agarwalla	PGP 2003
96	Rajat Kumar	PGP 1992	137	Sudip Basu	PGP 1986
97	Rajeev Nanda	PGP 1992	138	Sundararaman Krishnamoorthy	PGP 1986
98	Rajeev Suri	PGP 1992	139	Sunil Mehra	PGP 1992
99	Rajesh Kochhar	PGP 1982	140	Swapan Kumar Ray	PGP 1976
100	Rajesh Singhi	PGP 2003	141	Tilak Sengupta	PGP 1986
101	Rajiv Maliwal	PGP 1986	142	Tushar Mahajan	PGP 2003
102	Rajiv Sawhney	PGP 1981	143	Tushar Thakkar	PGP 2003
103	Rajiv Srivastava	PGP 1986	144	Vandana Sharma	PGP 1996
04	Ramesh Ramamurthy	PGP 1992	145	Vani	PGP 2003
105	Ramit Budhraja	PGP 1986	146	Vetri Subramaniam	PGP 1992
106	Rashi Agarwal	PGP 2003	147	Vibhuti Dubey	PGP 1993
107	Ravi Mankude	PGP 1998	148	Vikas	PGP 2003
108	Ravikiran	PGP 2003	149	Vivek Jain	PGP 1996
109	S M Kumar	PGP 1986	150	Vivek Vig	PGP 1986

## The Donor Wall of Fame List of Bronze Donors

₹5 lakhs < ₹50 lakhs



Apeejay Surendra Paul

Ashish Parthasarthy- PGP 1989

Ashutosh Gupta- PGP 2003

Ashwini Agarwal- PGP 1992

Balachandran Mahendran-PGP 1992

Bharat N Mathur - PGP 1992

**BOC India Limited** 

British Council

Bureau of Public Enterprises

Direm Marketing Service (BLR) Pvt Ltd

Ganesh Natarajan - PGP 2003

Globe Ethics

GRK Foundation -Vikas Kedia- PGP 2001

Hitesh Oberoi- PGP 1996

HP India Pvt Ltd

Indian Railways

Intel Technology Pvt Ltd

Jyoti Majmudar- PGP 1993

Metal One Corporation India Pvt Ltd

Mitsubshi Corporation India Pvt Ltd

Motorola India Electronics Ltd

**OP Jindal** 

Oracle Software India Ltd

PVK Mohan-PGP 1993

Parag Dhol- PGP 1993

PGP 1976

PGP 1993

PGP 1996

**PGP 1998** 

PGP 2001

PGP 2008

**PGP 2009** 

PGP1995

Prashanth Kumar Jain-PGP 1991

Rajiv Sawhney-PGP 1981

Ram Lakshman - PGP 1986

Ramesh Ramamurthy- PGP 1992

Ratan Tata Trust

Runwal Educational Trust-Sandeep Runwal-PGP 1993

Sandeep Bhatia- PGP 1992

Banyan Tree Advisors - Sandeep Talwar- PGP 1993

Sanjay Desai- PGP 1986

SAP Labs Pvt Ltd

Corecompete Private Limited - Shiva Kiran Kommareddi - PGP 1993

Siddharth Padam-PGP 1998

Silicon Automation Systems (I) Pvt Ltd

Sir Dorabji Tata Trust

Subodh Agarwalla- PGP 2003

Sun Micro Systems

T. Thomas

Tata Motors Limited

Titan Company Ltd

TVS Logistics

Unit Trust of India

Yes Bank

## The Donor Wall of Fame List of Silver Donors

₹50 lakhs < ₹1 crores

The Donor
Wall of Fame
List of Gold Donors

₹1 crores to ₹5 crores



## SILVER

Aditya Birla

Ford Foundation

**PGP 1986** 

**PGP 2003** 

Rahul Shukla-PGP 1991



## GOLD

Canara Bank

R Chandrasekaran- PGP 1985

Department of Information Technology

Global Internet Ventures

Goldman Sachs Services Pvt Ltd

Government of Karnataka

Michael & Susan Dell Foundation

Mphasis Foundation

Niti Aayog

NSE Investor Protection Fund Trust

PGP 1992

Reserve Bank of India

Society General

Wipro Limited

# The Donor Wall of Fame List of Diamond Donors

₹5 crores < ₹10 crores

# The Donor Wall of Fame List of Platinum Donors

₹10 crores and above



Airbus Defence & Space GmbH

Department of Science & Technology

DoPT

Goldman Sachs Pvt Ltd

UNDP



## PLATINUM

Government of Karnataka

Ministry of Human Resource Development

NS Raghavan

## Scholarship Beneficiaries

IIMB PO	IIMB PGP Alumni First Batch (1976) Batch Scholarship								
SI. No	Name	Gender	Category	Roll Number	Batch	PGP	Amount in Rs.		
1	Prachi Garg	F	PWD	1711443	2017-19	II Year	75000		
2	Jaskaran Singh	М	PWD	1611176	2016-18	II Year	75000		
3	Nikhitha Bandi	F	PWD	1511262	2015-17	II Year	75000		
4	Shweta Bharti	F	PWD	1411266	2014-16	II Year	75000		
5	Aditi Gupta	F	PWD	1311281	2013-15	II Year	75000		
6	Hardik Jain	М	PWD	1211020	2012-14	II Year	50000		

Runwal Education Trust Scholarship									
SI. No.	Student Name	Roll Number	Batch	PGP	Received Scholarship	Amount in Rs.			
1	Ankur Jhavery	1511309	2015-17	2nd year	Yes	100000			
2	Tulasi Vijaya Kumar Thulluru	1611137	2016-18	2nd year	Yes	100000			
3	Kamran Ashraf	1711032	2017-19	2nd year	Yes	100000			

Siddarth Padam Award								
SI. No.	Student Name	Roll Number	Batch	PGP	Shortlisted	Received Scholarship	Amount in Rs.	
1	Mohd Qasim	1111039	2011-13	2nd year	Yes	Yes	16666	
2	Dave Mohnish Jayesh	1111251	2011-13	2nd year	Yes	Yes	16666	
3	Ashapoorna C	1111334	2011-13	2nd year	Yes	Yes	16666	
4	Aadit Devanand	1211001	2012-14	2nd year	Yes	Yes	50000	
5	Rohit Rajgarhia	1311252	2013-15	2nd year	Yes	Yes	50000	
6	Rakshas Ajitesh Vallabh	1411320	2014-16	2nd year	Yes	Yes	50000	
7	Udit Jalan	1511063	2015-17	2nd year	Yes	Yes	50000	
8	Aayush Singhal	1611376	2016-18	2nd year	Yes	Yes	50000	
9	Rishav Lohia	1711351	2017-19	2nd year	Yes	Yes	50000	

Ubantu Scholarships								
SI.No.	Name of the Student	Roll No.	Gender	Batch	Amount in Rs.			
1	Mallampalli Venkata Sai Kiran	1611185	Mr	2016-18	100000			
2	Deepu O K	1711011	Mr	2017-19	100000			

### Donor's Messages

Contribution and Support from Non-Alumnus Nadathur S Raghavan Founder, Infosys Technologies

"Infosys, to me, is a triumph of entrepreneurial spirit spearheaded by a bunch of seven middle class professionals who were willing to push the innovation envelope to its limits. When I was retiring from Infosys in the year 2000, I was looking for an opportunity to set up a centre for fostering early entrepreneurial innovation and learning encompassing research, education & training and incubation.



Such a centre would identify budding entrepreneurs, provide platform for learning, provide mentoring support, facilitate funding by specific agencies etc. Apart from research in the area of entrepreneurship in India, it would also conduct a variety of courses, programs and workshops for all stakeholders connected with entrepreneurship. The idea was to create an entrepreneurial ecosystem specifically keeping the Indian context in mind. Nandan Nilekani introduced me to IIM Bangalore who were looking for setting up a centre and Nadathur S Raghavan Centre for Entrepreneurial Learning (NSRCEL) was thus born."

Best wishes

**Nadathur S Raghavan** 



What inspired
Mr Runwal to
institute Runwal
Education Trust
Scholarship at
IIMB

Education I feel is fundamental to development and economic growth. It is a life shaper and every person

should have an equal opportunity to succeed in life. However there are many meritorious students who have to opt out of their academic pursuits due to financial constraints. With these thoughts in mind, I volunteered to establish an endowment and award scholarship in the form of financial assistance to the students pursuing IIMB's PGP.

The scholarship which is entitled as Runwal Education Trust Scholarship has been initiated with the main objective of providing Financial Aid to the deserving students.

Since 2016 when the 1<sup>st</sup> scholarship was presented to a PGP student, we have made conscious efforts to reach out to those with exceptional economic and educational needs. We have successfully presented the scholarship to 3 students so far since 2016. The scholarship has enabled them to get access to quality education and facilities and moved them closer to their goals.

The heart warming responses by these students has further firmed up my belief in instituting this scholarship. This is my small way to contribute to my Alma Mater – IIMB. The Rs 1,00,000 /- annual scholarship is very ably managed by the Financial Aid Office of IIMB and given to the PGP student after the completion of the 1st year of the management course.

### Hitesh Oberoi, PGP 1996

"Making it to IIMB is like a minimum guarantee. No matter what happens you are more or less set for life"

I vividly recall. It was 25 years ago that a group of us with dreamy eyes from the batch of 1994, landed on campus. It was a motley bunch. There were folks from Delhi, Mumbai, Bangalore, Chandigarh, Jaipur, graduates in the Arts and Humanities, Sciences, Commerce, Engineers, people with work experience in companies like Wipro, L&T, Telco, Tisco and a host of freshers like me as well.

And for the next 2 years we stayed together, went to classes together, ate together, stayed up all night on projects together, partied together, went to Mohan's together. And what an experience it was. Truly, there was never a dull moment.

And looking back, all of it had a role to play in shaping us into the people we are today.

Many of us continue to stay in touch. It's the memories of IIMB which connect us instantly even if we meet after years.

So I have a lot of gratitude for IIMB. Not only did the faculty members inspire us and provide us with the knowledge and tools needed to succeed in the world outside, the government was also kind enough to subsidise our education.

I was lucky enough to get placed on Day 1 with HUL, one of India's most admired companies and a company I had interned with. In 1999 when I was just 27 years old, I quit my job in HUL and embarked on an entrepreneurial journey with my partner who had just started Naukri.com. Most people didn't really understand what we were upto, very few people quit an MNC like HUL back then to do their own thing.

People now say we were visionaries and that we worked really hard to make it happen, but the truth is that irrespective of how bright you are or how hard you work, you also need a bit of luck on your side. We were lucky enough to raise venture money in 2000 just before the dot com bust. And there was a point in time when we were tiny, hardly doing much revenue, losing 25L a month with just 3 crores left in the bank. And the Internet was not as hot then as it is today and funding was not easy to come by. But we survived.

The truth also is that for students from middle class backgrounds like me and even otherwise for most people in this country, high quality education is the passport to success. While the government is focussed on creating a lot of new IITs and IIMs and is investing in the hardware for the same, its great to see that the top IITs and IIMs have taken the lead to reinvent and reimagine themselves. No longer are they happy with being the best in India, they want to be the best in the world.



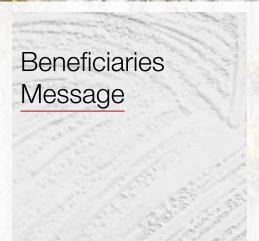
IIMB is now the No 1 business school in Asia as per the latest QS rankings. I was on campus a while back and it sure feels vibrant. A new sports complex, a centre for entrepreneurship, exciting new faculty, a studio for MOOCs, modern classrooms, a lovely auditorium, lots of new programs, more research fellows, new buildings under construction and all in the heart of India's tech and entrepreneurship capital. Clearly the institute has come a long way in the last 20 years and is well on its way to reimaging Management and Business Education in the 21st century.

To the students of IIMB, I would say. You have done exceptionally well to make it to IIMB. Making it to IIMB is like a minimum guarantee. No matter what happens you are more or less set for life.

We all know where the regular path will take us. But if you want to make it large, you need to think bold and think different. A little bit of risk taking goes a long way. I am not for a moment saying that everyone should become an entrepreneur. Everyone of us is built differently. To each his own. But don't fall for the highest paying job on campus either. Find what the Japanese call - your ikigai, something you love doing, something you are good at, something which will make a difference to society and something which will also pay the bills.

The great Walt Disney once said 'if you can dream it, you can do it.' The India of today is not the India of the 1990s. Look around, there is change and disruption everywhere. And disruption to me, means opportunity. Every sector is being disrupted as we speak. Al, Robotics, Electric Vehicles, IOT, Digital India etx, these are the new battlegrounds and by definition the new places where fortunes and companies and careers will be made.

So stretch beyond your comfort zone. Whether it's your career choice or the company you want to work in or whether its a job you are doing, or whether you are doing something on your own, take a little bit of risk. And yes success will take a few years. Life is not a sprint, it's a marathon. And yes you could fail as well, but atleast you would have tried.



## "The Siddharth Padam Scholarship" was awarded to Mr. Ajitesh Rakshas in the year 2015



**Ajitesh Rakshas** PGP 2014-16

I am honored to be one of the recipients of the prestigious Siddhartha Padam Scholarship. I am earnestly grateful for the recognition I have received by getting this award. Winning this award would not have been possible without the inspiration I have received from my family and friends, for whom I have the deepest respect, and from whom I have derived the strength to challenge myself and perform better at each stage. I would like to thank Mr. and Mrs. Padam for starting this scholarship, which has motivated the students of IIM Bangalore to perform better in the field of finance.

### "The Siddharth Padam Scholarship" was awarded to Mr. Rishav Lohia in the year 2015



**Rishav Lohia** PGP 2014-16

"I believe, getting selected as the recipient of Siddhartha Padam Award 2018 was the defining moment of my two years journey at IIM Bangalore. It instilled self-confidence and further motivated me to focus on my learning. I hope one day I will be able to give something back to others, possibly to future students like myself."

## The "Runwal Education Trust Scholarship" was awarded to Mr. Kamran Ashraf in 2018

"I still remember the day I got a delightful mail from PGP office informing me that I have been selected for Runwal Education Trust Scholarship for the year 2019. I was ecstatic and read the mail twice and showed it to my friend to make sure I was reading it correctly. The scholarship not only helped me become a little more financially independent but also provided me the confidence to choose a career of



my liking without worrying about the high salaries to pay back hefty loans most of us take for our MBA program. It provided me a little more confidence than my batchmates and that extra matters the most when we are at a place like IIMB. I ended up securing a job in the field of my liking Product Management at Sprinklr and look forward to achieving great heights.

When I look back I realize the importance of this scholarship and the responsibility that lies on my shoulder to help others the same way everyone has helped me all my life"

Md Kamran Ashraf

PGP 2017-19

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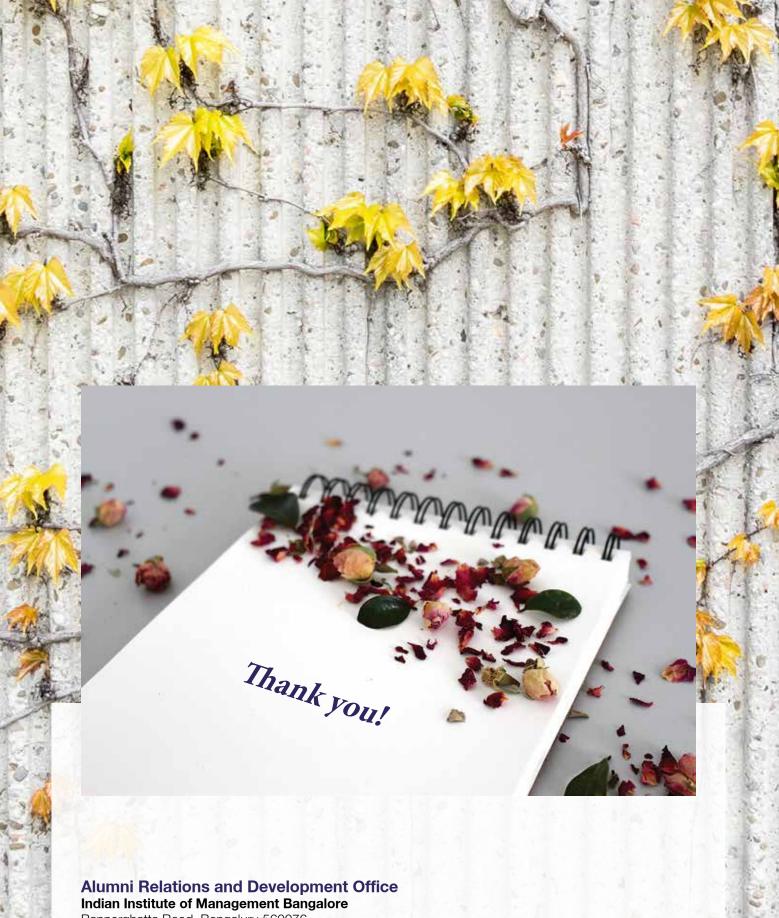
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