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**Publication Profile**

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**Sharma, Chandan** (2017), Do Firms Learn more from Exporting to the Developed Markets? Empirical Evidence of Indian Firms. Global Economy Journal, 17(1).

The hypothesis of learning-by-exporting hinges largely based on the argument that the exporters are exposed to knowledge and technology to foreign markets and they learn and become more productive and innovative. However, firms from developing countries not only export to industrialized economies but also to less developed countries. The natural questions arise that what if a firm from developing countries directs its exports to a country at a similar or lower level of technological development. Would there still be productivity gains to be made? We attempt to test the effects of destination of exports on firms' productivity and innovation for a sample of the Indian manufacturing firms. Our findings indicate that a positive learning effect is flowing from developed countries to productivity and innovation of the Indian firms. However, in the case of exporting to developing countries including China, we find weak or negative effects. Furthermore, our results also suggest that in-house R&D and foreign technology enhances the absorption capacity of firms, which in turn help firms in learning and gaining through exporting to technologically advanced countries.


Merger waves are periods of intense and concentrated merger activity which exhibit a wave-like pattern. Drawing upon the resource-based view, we examine the timing of entry and early-mover advantage within merger waves. Following a robust simulation-based methodology of wave analysis, we identify merger waves in eight industries during the time period 2000–2014. Firms affiliated to business groups were found to be early movers. A higher degree of internationalization is also associated with early movement of a firm. Within business groups, their multi-entity character is positively associated with early entry whereas their board interlock was negatively related with entry-timing. Further, early moving acquirers reap superior post-acquisition performance, thereby suggesting that early-mover advantages exist within merger waves.


The case study aims to explore the usability of library services through smartphones by the students of the Indian Institute of Management Lucknow–Noida Campus (IIML-NC). A survey was conducted through a well-structured questionnaire, prepared through Google Forms, sent to total 286 students, currently studying at IIML-NC in postgraduate, executive, and doctoral courses. The data collected was analyzed through Google sheets and presented in the form of pie charts and tables. The findings of the study clearly show that the students are keen to use the library services through a smartphone. They very well received the services suggested by the author and expect that the quality of services will improve with the use of mobile technology. The study was confined to the smartphone usage for library services by the students of IIML-NC only. The study highlights the IIML-NC students' overview and expectations regarding the use of smartphones by the library for enhancing the quality of its services.

The issue of black economy is a hotly debated issue in India and it has been the key target of policy action from last four decades. The debate is further fuelled by demonetization of higher currency notes in the country. In this context, we estimate the size of black economy in India for the period 1970-2013. A currency demand approach is adopted for this purpose. The test of structure break indicates for a break in the system therefore we employ Johansen et al. (2000) co-integration test. For estimating the empirical model, we utilize fully modified ordinary least squares (FMOLS) for taking care the endogeneity problem. The estimates indicate that the Indian economy has a sizable black economy. Specifically, in the last estimated year, 2013, it is computed to be US$957 billion or 52% of the Indian GDP. Nevertheless, since early 1990s, perhaps because of a range of fiscal reforms, it has been decreasing. On the basis of our findings, we suggest some important fiscal, administrative and regulatory reforms to curb the generation of black economy in India. Finally, we also estimated illicit capital outflows from India. Our estimate suggested that the proportion of black economy has been illicitly transferred abroad is sizable and growing.


In this paper we explore the coordination of a triple bottom line dyadic supply chain consisting of one supplier and one buyer. We study four cases of decentralized supply chains. In the first two cases one supply chain agent looks after both greening and social responsibility efforts; in the other two cases one agent has the sole responsibility of greening effort and the other only takes care of social responsibility. Through game theoretic modelling we show how greening and social responsiveness indices simultaneously influence retail price, order quantities, and profit distribution in a decentralized setting. Our key contribution lies in proposing a generalized coordination mechanism for a dyadic supply chain with triple bottom line approach.


International strategic alliances are interfirm cooperative agreements between partners from different countries, to achieve their strategic objectives. Drawing upon the resource based view and agglomeration theory, we study determinants of entry timing in the formation of international strategic alliances against the backdrop of Indian liberalization. Our findings suggest that firms lacking technological resources and those with lesser international exposure form alliances early. Further, firms located within global cities alliance early and service firms located within clusters were found to move early in alliance formation. We observe that lack of resources, superior geographic locations and industry affiliation temporally impact emerging market firms to enter into international strategic alliances earlier than their rivals.
Conference & Seminar Presentations


The paper starts with the introduction and the role of traditional libraries in an academic institute followed by the need for change. The services of a modern academic library as a place are depicted under the succeeding heading. What is an Information Commons and the need to convert the library into one is described under the next heading. The review of the literature comes next. From the planning of an Information Commons to its implementation, its assessment & evaluation and finally the future of information commons is discussed under the subsequent headings. In conclusion, the recommendations for converting a traditional academic library in an Information Commons are given. The citations and further readings are listed in the end.
Samir K Srivastava served as a Resource Person (shared the inaugural dais and took a session) in a Workshop on “The Best Practices in Procurement” organized by Standing Conference of Public Enterprises (SCOPE) in New Delhi during August 08-09, 2017. It was attended by 70 senior management participants from various PSUs.

Samir K Srivastava took a session on “Public Procurement: Concept and Methodology” in the Workshop on Public Procurement and Public Private Partnership in the State Planning Institute, Lucknow on 29.08.2017. It was attended by 24 senior officers from various state government departments.

Devashish Das Gupta was invited to be the Chief Guest in the Annual Convocation Ceremony 2017 at IILM Lucknow.
## Management Development Programme

### MDPs held during August - October 2017

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<th>S.No.</th>
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<th>Programme Director(s)</th>
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<td>1</td>
<td>220/17</td>
<td>General Management Programme for the Executives of HPCL</td>
<td>Prof. Ajay K Garg &amp; Prof. Suresh Kumar Jakhar</td>
<td>August 5-6, 2017</td>
<td>Lucknow</td>
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<td>2</td>
<td>212/17</td>
<td>Change Management Programme for the Sr. Executives of Bharat Electronics Ltd.</td>
<td>Prof. Sushil Kumar (CBS) &amp; Prof. Pushpendra Priyadarshi</td>
<td>August 7-12, 2017</td>
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<td>3</td>
<td>219/17</td>
<td>MCTP for IRS (IT) Officers, Phase II, Group II</td>
<td>Prof. Ashutosh K Sinha &amp; Prof. Seshadev Sahoo</td>
<td>August 7 - September 2, 2017</td>
<td>Lucknow</td>
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<td>4</td>
<td>221/17</td>
<td>Digital Marketing for the Channel Partners of Franklin Templeton Asset Management (India) Pvt. Ltd.</td>
<td>Prof. Moutsusy Maity</td>
<td>August 17-19, 2017</td>
<td>Lucknow</td>
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<td>5</td>
<td>220/17</td>
<td>General Management Programme for the Executives of HPCL</td>
<td>Prof. Ajay K Garg &amp; Prof. Suresh Kumar Jakhar</td>
<td>August 19-20, 2017</td>
<td>Lucknow</td>
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<td>6</td>
<td>175/16</td>
<td>One-year Part-time Certificate Programme in General Management for the Executives with 240 hours of teaching in four on-campus modules of 9 days each (CPGME 14) - 4th on-campus module</td>
<td>Prof. Prakash Singh &amp; Prof. Prem P Dewani</td>
<td>August 19-27, 2017</td>
<td>Lucknow</td>
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<td>7</td>
<td>230/17</td>
<td>Leadership and Team Management for the executives of Life Insurance Corporation of India</td>
<td>Prof. Pankaj Kumar &amp; Prof. Nishant Uppal</td>
<td>August 21-24, 2017</td>
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<td>8</td>
<td>227/17</td>
<td>Talent Management and Career Progression for the Executives of Power Finance Corporation Ltd.</td>
<td>Prof. Pushpendra Priyadarshi</td>
<td>August 21-25, 2017</td>
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<td>9</td>
<td>228/17</td>
<td>Creativity and Innovation for Disruptive Transformation for the Executives of NHPC Ltd.</td>
<td>Prof. Sushil Kumar (CBS) &amp; Prof. Kshitij Awasthi</td>
<td>August 21-26, 2017</td>
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<td>10</td>
<td>222/17</td>
<td>Sales &amp; Distribution Management Excellence in Indian Markets for the Channel Partners of Franklin Templeton Asset Management (India) Pvt. Ltd.</td>
<td>Prof. Rajesh K Aithal</td>
<td>August 28-30, 2017</td>
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<td>11</td>
<td>106/17</td>
<td>Strategic Leadership in Uncertain Environments</td>
<td>Prof. Sabyasachi Sinha</td>
<td>August 28 - September 1, 2017</td>
<td>Noida</td>
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<td>12</td>
<td>233/17</td>
<td>Developing Transformational Leadership for the Executives of NHPC Ltd.</td>
<td>Prof. Pankaj Kumar &amp; Prof. Sushil Kumar</td>
<td>August 28 - September 2, 2017</td>
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<td>13</td>
<td>236/17</td>
<td>DISHA Training for the Dealers of Indian Oil Corporation Ltd.</td>
<td>Prof. S Venkataramanaiah</td>
<td>September 4-5, 2017</td>
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## MDPs held during August - October 2017

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<td>14</td>
<td>231/17</td>
<td>Advanced Refresher Course on Training the Trainers for the Executives of THDC India Ltd.</td>
<td>Prof. Sushil Kumar (CBS) &amp; Prof. Pushpendra Priyadarshi</td>
<td>September 4-8, 2017</td>
<td>Lucknow</td>
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<td>15</td>
<td>213/17</td>
<td>Change Management Programme for the Sr. Executives of Bharat Electronics Ltd.</td>
<td>Prof. D Tripati Rao &amp; Prof. Sabyasachi Sinha</td>
<td>September 4-9, 2017</td>
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<td>16</td>
<td>234/17</td>
<td>Developing Leadership for the Sr. Executives of NTPC Ltd.</td>
<td>Prof. Himanshu Rai &amp; Prof. Ashutosh K Sinha</td>
<td>September 4-9, 2017</td>
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<td>17</td>
<td>225/17</td>
<td>General Management Programme for the Executives of Coal India Ltd.</td>
<td>Prof. Pankaj Kumar &amp; Prof. Indranil Biswas</td>
<td>September 4-15, 2017</td>
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<td>18</td>
<td>151/17</td>
<td>One-year Part-time General Management Programme for the Executives (GMPE15)</td>
<td>Prof. Sushil Kumar (CBS) &amp; Prof. Madhumita Chakraborty</td>
<td>September 9-17, 2017</td>
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<td>21</td>
<td>237/17</td>
<td>Leadership for the Officers of U P Raj Bhawan</td>
<td>Prof. Himanshu Rai</td>
<td>September 15-16, 2017</td>
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<td>22</td>
<td>220/17</td>
<td>General Management Programme for the Executives of HPCL</td>
<td>Prof. Ajay K Garg &amp; Prof. Suresh Kumar Jakhar</td>
<td>September 16-17, 2017</td>
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<td>24</td>
<td>229/17</td>
<td>Assessment Centre Approach to Competency Mapping for the executives of NHPC Ltd.</td>
<td>Prof. Nishant Uppal</td>
<td>September 18-20, 2017</td>
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<td>25</td>
<td>232/17</td>
<td>Leadership and Team Management for the executives of Life Insurance Corporation of India</td>
<td>Prof. Ajay Singh</td>
<td>September 18-21, 2017</td>
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## Management Development Programme

### MDPs held during August - October 2017

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<td>27</td>
<td>239/17</td>
<td>Leadership and Team Management for the executives of Life Insurance Corporation of India</td>
<td>Prof. Pushpendra Priyadarshi</td>
<td>October 3-6, 2017</td>
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<td>28</td>
<td>226/17</td>
<td>General Management-cum-Leadership Programme for the executives of Oil India Ltd.</td>
<td>Prof. Sushil Kumar (CBS) &amp; Prof. Prakash Singh</td>
<td>October 4-14, 2017</td>
<td>Lucknow</td>
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<td>29</td>
<td>251/17</td>
<td>Counselling and Feedback for the Sr. Executives of NTPC SAIL Power Company Ltd.</td>
<td>Prof. Ajay Singh</td>
<td>October 6-7, 2017</td>
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<td>30</td>
<td>220/17</td>
<td>General Management Programme for the Executives of HPCL</td>
<td>Prof. Ajay K Garg &amp; Prof. Suresh Kumar Jakhar</td>
<td>October 7-8, 2017</td>
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<td>31</td>
<td>119/17</td>
<td>Sales Leadership and Sales Force Motivation</td>
<td>Prof. Devashish Das Gupta</td>
<td>October 9-11, 2017</td>
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<td>32</td>
<td>238/17</td>
<td>Leadership Development Programme for the Executives of Maruti Suzuki India Ltd.</td>
<td>Prof. Anadi Pande &amp; Prof. Seshadev Sahoo</td>
<td>October 9-11, 2017</td>
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<td>33</td>
<td>121/17</td>
<td>Managerial Effectiveness</td>
<td>Prof. Archana Shukla</td>
<td>October 9-13, 2017</td>
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<td>34</td>
<td>252/17</td>
<td>Developing Transformational Leadership for the Sr. Executives of RITES Ltd.</td>
<td>Prof. Ajay Singh</td>
<td>October 9-13, 2017</td>
<td>Noida</td>
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<td>36</td>
<td>242/17</td>
<td>General Management Programme for the Executives of Coal India Ltd.</td>
<td>Prof. D Tripathi Rao &amp; Prof. Vikas Srivastava</td>
<td>October 23 - November 3, 2017</td>
<td>Lucknow</td>
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<td>39</td>
<td>246/17</td>
<td>Succession Planning: Strategies for Building Leadership for Key Positions for the Sr. Executives of NHPC Ltd.</td>
<td>Prof. Pushpendra Priyadarshi</td>
<td>October 30 - November 4, 2017</td>
<td>Lucknow</td>
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<td>1</td>
<td>124/17</td>
<td>Leadership Development</td>
<td>Prof. Pushpendra Priyadarshi &amp; Prof. Himanshu Rai</td>
<td>November 6-8, 2017</td>
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<td>126/17</td>
<td>Agricultural Input Marketing</td>
<td>Prof. Sanjeev Kapoor</td>
<td>November 6-10, 2017</td>
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<td>3</td>
<td>257/17</td>
<td>Planning, Organizing and Foresightedness for the Executives of GAIL India Ltd.</td>
<td>Prof. Sushil Kumar (CBS) &amp; Prof. Ashutosh K Sinha</td>
<td>November 6-10, 2017</td>
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<td>4</td>
<td>263/17</td>
<td>Leadership, Strategic Thinking and Team Building for the Sr. Executives of RITES Ltd.</td>
<td>Prof. Archana Shukla</td>
<td>November 6-10, 2017</td>
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<td>5</td>
<td>243/17</td>
<td>General Management Programme for the Executives of Coal India Ltd.</td>
<td>Prof. Ajay K Garg &amp; Prof. Somdeep Chatterjee</td>
<td>November 6-17, 2017</td>
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<td>6</td>
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<td>Effective Communication for Managerial Success</td>
<td>Prof. Neerja Pande</td>
<td>November 8-10, 2017</td>
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<td>Prof. Ajay K Garg &amp; Prof. Suresh Kumar Jakhar</td>
<td>November 11-12, 2017</td>
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<td>12</td>
<td>132/17</td>
<td>Creativity, Problem Solving and Decision Making</td>
<td>Prof. Sushil Kumar (OM)</td>
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<td>Leadership Development for the Women Executives of ONGC Ltd.</td>
<td>Prof. Himanshu Rai &amp; Prof. Madhumita Chakraborty</td>
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<td>17</td>
<td>151/17</td>
<td>One year Part-time General Management Programme for Executives (GMPE15), 2nd on-campus module</td>
<td>Prof. Sushil Kumar (CBS) &amp; Prof. Madhumita Chakraborty</td>
<td>December 2-10, 2017</td>
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<td>18</td>
<td>134/17</td>
<td>Inspired Leadership</td>
<td>Prof. Sushil Kumar (CBS) &amp; Prof. Pushpendra Priyadarshi</td>
<td>December 4-8, 2017</td>
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<td>19</td>
<td>255/17</td>
<td>General Management Programme for the Middle Level Managers of Indian Oil Corporation Ltd.</td>
<td>Prof. Indranil Biswas &amp; Prof. Prem P Dewani</td>
<td>December 4-8, 2017</td>
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<td>20</td>
<td>135/17</td>
<td>Managerial Decision Making under Uncertain Environment</td>
<td>Prof. B K Mohanty</td>
<td>December 6-8, 2017</td>
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<td>22</td>
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<td>General Management Programme for the Executives of HPCL</td>
<td>Prof. Ajay K Garg &amp; Prof. Suresh Kumar Jakhar</td>
<td>December 9-10, 2017</td>
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<td>23</td>
<td>138/17</td>
<td>Digital Marketing</td>
<td>Prof. Moutusy Maity</td>
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<td>24</td>
<td>137/17</td>
<td>Understanding Self for Managerial Excellence</td>
<td>Prof. Pankaj Kumar</td>
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18th Annual Library Day celebrated at IIM Lucknow

18th Annual Library Day was celebrated on September 23, 2017 by Gyanoday (Library: the learning resource centre) of IIM Lucknow. Inaugural session started with the welcome address delivered by Mr. M. U. Raja, Officiating Librarian IIML. The programme was presided over by Prof. Ajit Prasad, Director, IIM Lucknow. He emphasized that there is a need to provide value added services by the libraries to meet the ever-changing need of the library users particularly the teaching and research fraternity.

Annual Library Day Lecture on the theme "Ways to Boost User's Satisfaction in Libraries" was delivered by Dr. Sangeeta Kaul, Network Manager, DELNET New Delhi. She emphasized that the role of Libraries is fast changing in the Contemporary times. She also brought forward the importance of being proactive towards the need of our users. Dr. Sangeeta said that libraries should not be treated as a silence zone of any academic setup, but a happening place.

On the occasion Guest Speaker was presented a memento by the Director. The programme was attended by faculty, officers and staff of the Institute and a large number of Library and Information professionals of the city as well as book trade people. In the end Mr. M. K. Singh Deputy Librarian presented the vote of thanks to the august gathering. Mr. Sanjay S. Degloorkar, Assistant Librarian conducted the proceedings.
Events

IIM Lucknow inaugurates National Management Faculty Development Centre (NMFDC) at its Noida Campus on Monday, 11th September 2017

Shri Ajay S. Shriram, Educationist and CMD, DCM Shriram Ltd., who is the Chairperson - Governing Body, Sri Ram College of Commerce and Chairman - Board of Governors (BoG), IIM Sirmaur, inaugurated the National Management Faculty Development Centre (NMFDC), at Indian Institute of Management Lucknow-Noida Campus.

The inauguration took place in presence of Prof. Ajit Prasad, Director, IIM Lucknow; Prof. Abad Ahmad, Member, BoG-IIM Lucknow; Mr. Firdose Vandrevala, Member, BoG-IIM Lucknow; Prof. Krishna Kumar, Former Director, IIM Kozhikode; Prof. Amit Mookerjee, Dean and Head-Noida Campus and Chairperson, NMFDC and Prof. Neerja Pande, Executive Head, NMFDC.

While explaining the thought behind NMFDC, Prof. Neerja Pande, Executive Head, NMFDC, stated that NMFDC is envisioned as a high-quality capacity building centre for creating and strengthening the knowledge base and pedagogical techniques of faculty of management institutions globally.

Directors and Deans of various institutions and organizations attended the event. Amongst those present were: Prof. Gautam Sinha, Director, IIM Kashipur; Prof. Ravikesh Srivastava, Dean-Academics, IMT Ghaziabad; Prof. Abhijit Bhattacharya, Dean-Faculty, IIM Lucknow; Prof. Satish Kalra, Mr. Amit Agnihotri, CEO, MBA Universe; and presence of management faculty from various IIMs and prominent B-schools and management students of various programmes graced the occasion.
Events

Prof. Ajit Prasad, Director IIM Lucknow has envisioned NMFDC, as a PAN IIM initiative, where various IIM's shall collaborate to enhance the quality of management faculty in the country.

Mr. Ajay S. Shriram, while taking up the theme of addressing paucity of adequately equipped faculty in India, suggested that it was desirable that the delivery of programmes at the centre be benchmarked with world-class institutions. This will enable it to fulfil its mission more ably. He expressed strong need for such an institution in this country to serve the needs of all types of institutions towards the national level initiative for management faculty development.

IIM Lucknow organized “18th IIM Libraries Consortium Meet” at IIML NOIDA campus during September 19-20, 2017. In this, Librarians of all the twenty IIMs met and discussed subscriptions of digital online learning resources in consortium mode to reduce the cost of the same. This forum helps each IIM library to improve cooperation among all the libraries and also shares best practices of the individual IIM library. The meeting was inaugurated on September 19, 2017 at 9.30 am by the Dean, IIML NC, Prof Amit Mukerjee.
Events


The conference was inaugurated by Honorable Governor of Uttar Pradesh Shri Ram Naik. The event kicked off with the National Anthem. The target audience of around 250 delegates included start-up groups and students.

Prof. Ajit Prasad in his welcome speech addressed the audience on the infrastructure of IIM Lucknow and referred to it as the “Jewel in the crown of Uttar Pradesh”. He also stated that the Campus has been focused on creating an Ecosystem for Entrepreneurs with two incubators in place from IIM Lucknow itself and promoting Prime Minister’s vision to make India a primary center of learning. Mr. Alok Ranjan, President, Lucknow Management Association (LMA), addressed the delegates stressing upon the need of employment generation to foster growth in the state of Uttar Pradesh. Mr Sanjiv Saran, Additional Chief Secretary, IT & Electronics Dept, Government of Uttar Pradesh, emphasized on the policies of the Govt. of U.P for Startups. He stated that monetary grants in collaboration with SIDBI have been allocated to different Colleges and Universities of Uttar Pradesh to set up incubators and foster growth through innovation. He mentioned that Govt of UP is planning to build the largest incubator in India in Lucknow on over 2 lakh square feet of land and plans to make Start up Coordinators in Colleges of U.P to boost innovation and create awareness among aspiring entrepreneurs.

The Guest of Honor- Mr. Sanjeev Bikhchandani, Founder and Vice Chairman, Info Edge India limited said that to create jobs, new industries are vital which would be provided by the First generation of Entrepreneurs. He stated how he has been investing in Start-ups since last 10 years and has contributed to the growth of Startups like Zomato, Jeevansaathi and Shiksha.com. He mentioned that Entrepreneurship being a lonely journey needs mentorship and support to thrive. The other Guest of Honor for the Conference Mr. Yaduvendra Mathur, Additional Secretary, NITI Ayog, Government of India, listed various policies of the Government of India and how NITI Ayog is mandated for transformation through startups in India. He created awareness among the entrepreneurs about the flagship initiatives of NITI Ayog and also briefed about the Atal Innovation Mission. He mentioned that the Global Entrepreneurship Summit (GES) to be held in India (for the first time in Asia Pacific) in November 2017 in Hyderabad, shall provide platform for interaction between academia and industry to boost startups.

Honorable Governor Shri. Ram Naik graced the occasion with his presence and said that he was impressed from the inputs of earlier speakers. Stressing upon the gender ratio of Colleges in Uttar Pradesh, he stated that women should take the leap forward to contribute to innovation and startups. He stated that by 2025 India will have the largest youth population and UP being densely populated should utilize its human resources to utmost potential and startups should aim to utilize the large consumer base and satisfy them with their services. He gave a success mantra – “Raste pe ho toh chalet raho” - If you are on the way, keep moving forward. Lastly in his address, inaugurating the Conference he stated that let’s make Uttar Pradesh - Sarvottam Pradesh.

The first session of the Conference on the theme of “Fuelling Rapid Growth of Start-Ups - Investor’s Perspective” was moderated by Session Chairman Ms. Samina Bano, Founder Director, RightWalk Foundation. The panelists speaking in this session included Mr. Anand Govindaluri (Founder & CEO Govin Capital, Singapore), Mr. Mudit Narain (Founding Manager, Atal Innovation Mission, Niti Ayog), Mr. Vaibhav Agarwal (Associate Partner, Lightspeed India Partners Advisors LLP), Mr. Vivek Khare (Director Strategy, Let's Venture) and Mr. Anjani Kumar Srivastava (Deputy General Manager, SIDBI- Small Industries Development Bank of India) who discussed various parameters acting as catalysts in the growth process of a Startup.
Events

The second session focused on the theme of “Role of Incubators and Accelerators in Building up Start-Up Ecosystem”. The Session Chairman was Dr. Vinay K Pathak, Vice-Chancellor, AKTU. The panelists in this session included Mr. Srijan Pal Singh (Co-Founder and CEO at Dr. A.P.J. Abdul Kalam Centre), Ms. Sunita Singh (Executive Vice-President Global Initiatives Wadhwani Foundation & Co-founder of National Entrepreneurship Network), Ms. Swati Pandey (Co-founder & CEO, Arboreal Innovations), Mr. Apoorv Sharma (Program Manager, Oracle Start-up Cloud Accelerator) and Prof. Sanjeev Kapoor (Professor, IIM Lucknow).

Both the sessions were followed by an interactive Q/A session and the presentation of Mementos to the panelists. In the 3rd Session the teams selected for pitching their startups, gave presentations and the winners were awarded with Prizes. Cash awards were sponsored by IIM Lucknow’s SIDBI center for innovations in financial inclusion (SCIFI).
Events

Creating an Eco-system for Start-ups in Lucknow/U.P. through IML

Chief Guest
Sri Ram Naik
Hon’ble Governor U.P. & Governor of Uttrakhand

Conference on
Creating an Eco-system for Start-ups in Lucknow/U.P. through IML

September 26, 2017

Indian Institute of Management Lucknow &
Lucknow Management Association

Page 16
SIDBI and IIM Lucknow’s “SIDBI Centre for Innovation in Financial Inclusion (SCI-FI)” (Set up with support of DFID, UK) was inaugurated by Shri Mohammad Mustafa, IAS Chairman and Managing Director, SIDBI & Prof. Ajit Prasad, Director, IIM, Lucknow on October 27, 2017 at IIM Lucknow.

Prof Sanjeev Kapoor, IIM Lucknow welcomed the audience and said the idea which was mooted by Mr. Manoj Mittal, DMD, SIDBI, the chief architect of the centre is now a full-fledged centre. “With the prime focus of financial inclusion, the centre would nurture young entrepreneurs in this domain”.

Prof Ajit Prasad, Director, IIM-Lucknow in his address recounted how the honorable CM of UP Shri Yogi Adityanath mentioned to him that yes IIM Lucknow is a jewel of UP but what are you doing for UP. He stated that he is glad that the SIDBI Centre will generate hundreds of jobs and that will be our contribution in shaping the future of UP and India in times to come. Shri Mohammad Mustafa, IAS, CMD, SIDBI in his address noted that he was very happy for the inauguration of the centre. He reiterated his team’s commitment in making SCI-FI a huge success.

Vote of Thanks was given by Shri Manoj Mittal, DMD, SIDBI. He mentioned about financial inclusion being something that comes naturally to SIDBI. With initiatives like “new Udyami Mitra” among others he showed confidence that IIM Lucknow as a nodal point will help in bringing the dream of financial inclusion along with leveraging technology to a reality.

Inauguration was followed by lunch. After lunch there was a Panel Discussion on “Disruptions in Digital Finance Space: Role of FinTech”. The panelists were Mr. Gaurav Hinduja, Co-founder Capital Float and Mr. Sameer Singh Jaini, Founder Digital Strategist, The Digital Fifth.

SIDBI Centre for Innovation in Financial Inclusion (SCI-FI) will be a unique research center which will seek to explore and understand FinTech and Financial inclusion by turning ideas into reality through the incubation process. As a leading management institute, IIM Lucknow will be providing required managerial and technological resources and support to make the incubation process successful. The center will develop research artifacts, promote research collaboration, and serve as a resource center to unlock entrepreneurial potential.

This centre will have following three objectives:
Objective 1: Capacity building to and spearheading research on FinTech and financial inclusion
Objective 2: Promoting discussion on FinTech and financial inclusion by stakeholders
Objective 3: Mentoring FinTech start-ups that will create products and services for financial inclusion. A dedicated incubation centre for financial inclusion will be established and made operational.

IIM Lucknow is uniquely placed to cater to the extant need gap for financial inclusion in eastern, north-eastern and central India, as there is no such dedicated center in this region. SIDBI, headquartered at Lucknow, and IIT Kanpur have already pledged to support the proposed center. The center is fully funded by SIDBI and would be the first center of its nature in India. IIM Lucknow will provide about 2500 square feet of semi-furnished workspace in its Lucknow campus.

The centre will be guided by a governing board consisting of eminent representatives from Financial Inclusion, FinTech and Venture Capital domains. The governing board will be headed by Director IIM, Lucknow.
Events
AMAR UJALA

![Image of news clipping]

DAINIK JAGRAN

![Image of news clipping]
From the Press

HINDUSTAN

‘Don’t take up entrepreneurship just to make money’

HT Correspondent

LUCKNOW: Indian Institute of Management-Lucknow (IIM-L) and Lucknow Management Association (LMA) jointly organized a conference on Creating an ecosystem for startups in Lucknow/Utter Pradesh through IIM-L on Wednesday. The conference was inaugurated by Governor Ram Naik.

In his address, Prof Ajit Prasad, director, IIM-L, said the campus was focused on creating an ecosystem for entrepreneurs with two incubators in place from IIM-L, itself and also to promote the Prime Minister’s vision to make India a primary center of learning.

Alok Ranjan, president, LMA, stressed upon the need of employment generation to foster growth in Uttar Pradesh. He said, “Start-ups would enhance growth and create jobs. The startup ecosystem creation in India originated from Bangalore and would soon catch up in Uttar Pradesh with Noida already taking the lead.”

Sanjiv Saran, additional chief secretary, IT & Electronics Department, UP government, stated monetary grants in collaboration with SIDBI had been allocated to different colleges and universities of Uttar Pradesh to setup incubators and foster growth through innovation. Founder and vice-chairman, Info Edge India Limited, Sanjeev Bikhchandani, was the guest of honor.

He said that to create jobs, new industries were vital which would be provided by the first generation of entrepreneurs. He stated how he had been investing in startups since last 10 years and contributed to the growth of startups like Zomato, Jeevansaathee.com and Shiksha.com.

He mentioned that entrepreneurship, being a lonely journey, needs mentorship and support to thrive. He added that “building entrepreneurs should take up entrepreneurship for right reason and not just to make money.”

Stressing upon the gender ratio in colleges of Uttar Pradesh, Governor Ram Naik stated that women should take the leap forward to contribute to innovation and startups.

Naik said by 2025 India would have the largest youth population and UP being densely populated should utilize its human resources to utmost potential and startups should aim to utilize the large consumer base and satisfy them with their services.”
From the Press

RASHTRIYA SAHARA

City to get biggest incubator centre

Lucknow: The biggest incubator centre in the country will come up at Lucknow. It will provide assistance and funding to new businesses and start-ups, said additional chief secretary, IT and electronics, Sanjeev Saran. He was speaking at a programme, 'Creating an eco-system for start-ups', organised by Indian Institute of Management, Lucknow, in collaboration with Lucknow Management Association.

The incubator will come up on 50-acre space near Lucknow airport. Saran said the incubator centre will give shape to business ideas and fund companies registered in UP. The funding will be done by Small Industries Development Bank of India (SIDBI). “UP’s start-up policy is better than other states. We give financial assistance of Rs 25 lakh to start-ups. We are currently reviewing both the policy as well as funding. In one month, we are hopeful of co-

THE TIMES OF INDIA
From the Press

PIONEER

THE PIONEER

From the Press

PIONEER

THE PIONEER
From the Press

I-NEXT

लखनऊ में बनेगा सबसे बड़ा इन्क्यूबेटर सेंटर

40 एकड़ जमीन पर किया जाएगा स्थापित

लखनऊ (प्रतापगढ़) : मिलियन्स हॉटहॉस्ट के निर्माण में रोज़गार बने गए हैं। इसके लिए मिलियन्स हॉटहॉस्ट की स्थापना में सहभागिता करेंगे। इसके लिए लखनऊ में जमीन का अधिग्रहण किया जाएगा।

दानिक भास्कर
From the Press

DNA

HINDUSTAN
SIDBI launches technology business incubator at IIM-L

LUCKNOW: The Indian Institute of Management, Lucknow (IIM Lucknow) has brought together PM’s national development missions of ‘Start Up India’, ‘Universal Financial Inclusion’ and ‘Digital India’ under one roof.

The Small Industries Development Bank of India (SIDBI) on Friday launched a Technology Business Incubator at IIM Lucknow for nurturing high impact technologies for achieving, expanding, deepening and furthering the financial inclusion agenda of the nation. Atoms at developing and nurturing the start-ups financially.

The Incubator is named as SIDBI Centre for Innovations in Financial Inclusion (OFC-FPD) was jointly inaugurated by Mohammad Mustafa, IAS, CMD, SIDBI and Prof. Ajit Prasad, director, IIM Lucknow. The centre will develop research artifacts, promote research collaboration, and serve as a resource center to unlock entrepreneurial potential. As a leading management Institute, IIM Lucknow will be providing required managerial and technological resources and support to make the incubation process successful.

Mustafa said SIDBI had pioneered the MFI led financial inclusion model that has now been mainstreamed. He expressed the hope that technology can play a big role in further expediting inclusion agenda of the nation.

By leveraging technology, the new objectives of expanding outreach and cost reduction could be realised by the participating institutions/entities. Mustafa added that with this, SIDBI has set up incubators at both the IIT and IIM situated in the state of Uttar Pradesh, he said.

Prof. Ajit Prasad, director, IIM Lucknow stated that he is glad that the SIDBI Centre will generate hundreds of jobs and that will be our contribution in shaping the future of UP and India in times to come.

LUCKNOW: The IIM Lucknow’s Enterprise Incubation Center, L-Incubator, and GAIL India Limited entered into a MoU to work together for developing innovative ideas and business start-ups primarily in the core energy sector.

They would, however, be open for other promising non-core areas.

The MoU was signed and exchanged by Prof. Akbar, managing director L-Incubator and Manoj Jit Meshram, ED (R&D), GAIL, in the presence of minister for petroleum and natural gas and skill development and entrepreneurship, Dharmendra Pradhan during the Start-Up Sangan event held recently in New Delhi.

During the event, India’s state-run companies came together to support 26 start-ups who will be funded for the next three years through a corpus of ₹20 crore under the initiative named “Start-up Sangan”.

From the Press

HINDUSTAN TIMES

New Business

SIDBI NE VITITHRIY SAMAVESH KAR LE AAI-EEAM CHOLA SENTER

Navbharat Times| Oct 28, 2017, 06.30 AM IST

Yuvak-Navbharat Patrika- Tushar Kumar

Indore, Uttar Pradesh: A new business incubator at IIM Lucknow, jointy launched by SIDBI and IIM Lucknow, will help start-ups.

In the national mission of ‘Start Up India’, ‘Universal Financial Inclusion’ and ‘Digital India’, the Small Industries Development Bank of India (SIDBI) and IIM Lucknow have jointly launched a technology business incubator.

The incubator, named SIDBI Centre for Innovations in Financial Inclusion (OFC-FPD), will serve as a resource center to unlock entrepreneurial potential. It will provide required managerial and technological resources and support to make the incubation process successful.

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The sidibicentre will generate hundreds of jobs and contribute to shaping the future of UP and India.
From the Press

THE TIMES OF INDIA

SIDBI launches incubation centre for financial inclusion at IIML

TNN | Oct 27, 2017, 08.36 PM IST

LUCKNOW: The Small Industries Development Bank of India (SIDBI) on Friday launched a technology business incubator at the Indian Institute of Management, Lucknow for nurturing high impact technologies for achieving, expanding and furthering the financial inclusion. Named as SIDBI Centre for Innovations in Financial Inclusion (Sci-Fi), the centre aims at fostering innovation, research and entrepreneurial activities in financial technology (FinTech).

The Sci-Fi seeks to explore and understand FinTech and financial inclusion by turning ideas into reality through the incubation process. IIML will provide required managerial and technological resources and support to make the incubation process successful. The center will develop research artifacts, promote research collaboration, and serve as a resource center to unlock entrepreneurial potential, and will follow three objectives — capacity building to and spearheading research on FinTech and financial inclusion, promoting discussion on Fintech and financial inclusions among stakeholders, and mentoring FinTech start-ups that will create products and services for financial inclusion.

The incubator at IIML, said SIDBI chairman and managing director Mohammad Mustafa has endeavored to bring together three great national development missions of Start Up India, Universal Financial Inclusion and Digital India under one roof. The centre, fully funded by SIDBI, will be guided by a governing board consisting of eminent representatives from financial inclusion, FinTech and venture capital domains, and headed by IIML director Ajit Prasad.

Prasad during his address recounted how the UP chief minister lauded IIML as a jewel in the crown of UP but at the same time also sought IIML's contributions to the state of UP. "I was short of words then. I am glad now that SIDBI Centre will generate hundreds of jobs," Prasad told the audience.
Business Standard

SIDBI, IIM Lucknow launch fintech incubator called SCI-FI

SCI-FI will mentor fintech start-ups to create products and services for financial inclusion

Virenendra Singh Rawat  |  Lucknow  |  October 20, 2017  |  Last Updated at 21:12 IST

Development Bank of India (SIDBI) is looking at setting up business, financial and technology incubation centres as a leg up to Start Up India, Digital India, and Universal Financial Inclusion themes of the Narendra Modi government.

In this series, SIDBI has now launched a financial technology incubator at Indian Institute of Management, Lucknow (IIM-L), for nurturing high-impact technologies towards the financial inclusion agenda. The incubator is named SIDBI Centre for Innovations in Financial Inclusion (SCI-FI).

The Centre would handhold financial technology ideas into reality. IIM-L would provide the required managerial and technological resources and support towards the incubation process. SCI-FI would develop research artifacts, promote research collaboration and serve as a resource hub to unlock entrepreneurial potential.

SIDBI CMD Mohammad Mustafa said the bank wanted to set up similar incubators at other institutions as well and was, in fact, talking to a few premier organisations to support such initiatives. He said the bank had pioneered the financial inclusion model, which has now got mainstreamed. “By leveraging technology, the twin objectives of expanding outreach and cost reduction could be realised by the participating institutions and entities.”

SIDBI Deputy MD Manoj Mittal informed that SCI-FI would not only support start-ups at IIM-L but at other peer institutions as well. “We want to develop it as a nodal point to support the business ideas financially and technically while connecting it with actual practitioners for imparting the practical approach. We would be looking at IIM-L to produce a unicorn in a few years,” added Mittal.

He said that enterprise and entrepreneurship promotion were at the core of SIDBI, which has been aligning its policies and actions with national development priorities. SIDBI has been proactively taking steps to boost start-ups and currently manages the Rs 10,000-crore Fund of Funds for Start Ups.

Meanwhile, IIM-L Director Ajit Prasad said the institution had a strong infrastructure and faculty base to contribute towards start-ups and giving shape to innovative business ideas. He further stressed on the topical need to study societal challenges by building managers and making use of technology for suggesting effective and long-term solutions.

SCI-FI will mentor fintech start-ups to create products and services for financial inclusion. Prasad claimed IIM-L was uniquely placed to cater to the vast need-gap for financial inclusion in eastern, north-eastern and central India since there was no such dedicated unit present in this region.

SCI-FI is the second SIDBI-funded incubator in Uttar Pradesh after a similar facility at the Indian Institute of Technology, Kanpur (IIT-K). The SIDBI Innovation and Incubation Centre (SII) at IIT-K is billed as one of India’s leading technology start-up incubators. It was set up in 2001 and has so far supported over 65 start-up projects.
IIM-L launches faculty dev centre in Noida

HINDUSTAN TIMES

From the Press

IIT Correspondent

LUCKNOW: The Indian Institute of Management, Lucknow (IIM-L), inaugurated the national management faculty development centre (NMFDC) at its Noida campus on Monday evening. The aim of the initiative is to train and equip business school (B-school) teachers in the country. The inauguration was held in the presence of IIM-L director Prof Ajit Prasad on Monday.

Executive head of NMFDC Prof Neeraj Pandey said the centre is envisioned as a high-quality capacity building centre for creating and strengthening the knowledge base and pedagogical techniques of faculty of management institutions globally.

Directors and deans of various institutions and organisations attended the event.

Prominent among those present were Prof Gautam Sinha, director IIM Kashipur; Prof Ravishankar Srivastava, dean, IIT Ropar; Prof Abhijit Bhattacharya, dean, IIM Lucknow and Amit Asimitoori, CEO MBA Universe. Besides, management faculty from various IIMs and prominent B-schools, and management students also attended the event.

Prof Prasad has envisioned NMFDC as a pan-IIM initiative where various IIMs would collaborate to enhance the quality of management faculty in the country.

Educationalist Ajay S Shriram, while addressing the gathering, said that adequate equipage of faculty in India, suggested that it was desirable that the delivery of programmes at the centre be benchmarked with that of world-class institutions.

“This will enable it to fulfill its mission more ably,” said Shriram.

नवब्हारत टाइम्स

IIM लखनऊ और गेल मिलकर बनाएंगे आंतरराष्ट्रीय

Navbharat Times| Oct 27, 2017, 06.30 AM IST

एक्सप्रेस संबंधित, लखनऊ:

आईआईएम लखनऊ के इंस्यूब्रेक सेंटर और उन्हें के श्रेष्ठ के नेते हेंड्रिडा लिमिटेड से गेल मिलकर स्थापित करने में काम करेंगी। दोनों संस्थाओं के बीच युक्ति की है इक्स, सरकार में एक मूल्य भावना के लिए है। इससे बिगग्यान आईआईएम के इंस्यूब्रेक सेंटर के एक दूरकदर में प्रभाव में होगा है। इसके तहत एक इंस्यूब्रेक सेंटर के जिन्दा भी स्थापित करेंगी। इससे तहत एक इंस्यूब्रेक का दूरकदर संस्थान के विकल्पों आईआईएम का कार्य करने के लिए मदद करेगा जबकि गेल उनकी फाइंडिंग करेगा।

आईआईएम है इंस्यूब्रेक में कहीं संपर्क

इंस्यूब्रेक सेंटर के विभाग विकल्पी रूप से एक विकल्प माना जा रहा है कि दोनों संस्थाओं ने इस एक्स में उपलब्ध के तहत काम करने के लिए तय किया। आईआईएम के इंस्यूब्रेक के एक एक्स में आईआईएम का काम करना है। इसके तहत एक इंस्यूब्रेक के अलावा अन्य संस्थाओं में भी किसी भी कार्य के लिए उपलब्ध है। आईआईएम ने इन्फोर्मेशन के अनुसार अन्य केंद्रों में भी किसी भी कार्य के लिए उपलब्ध है। आईआईएम ने इन्फोर्मेशन के अनुसार अन्य केंद्रों में भी किसी भी कार्य के लिए उपलब्ध है। अमेरिका ने इन्फोर्मेशन के अनुसार अन्य केंद्रों में भी किसी भी कार्य के लिए उपलब्ध है।
IIM centre to groom mgmt faculty

Times News Network

Lucknow: The Indian Institute of Management Lucknow launched National Management Faculty Development Centre (NMFDC) on its Noida campus, on Tuesday. The NMFDC is a capacity building centre to create a pool of faculty for management institutions in the country. The centre will offer state-of-the-art programmes in emerging fields to address the urgent need for well-trained management teachers.

Inaugurated by Ajay S Shriram, chief managing director, Shriram Ltd, and chairman Board of Governors (BoG), IIM Sirmaur, NMFDC is meant to be a superior capacity building centre for creating and strengthening knowledge base and teaching techniques at par with management faculty around the world. “It is a pan-IIM initiative, for which various IIMs will collaborate to enhance the quality of management faculty in the country,” said a press release from IIML.

Addressing the shortage of adequately trained faculty in India, Shriram suggested it was desirable that programmes at the centre be at par with world-class institutions.