



Indian Institute of Management Lucknow

Annual
Report
2018-19





ANNUAL REPORT 2018-19

भारतीय प्रबंध संस्थान लखनऊ
INDIAN INSTITUTE OF MANAGEMENT LUCKNOW





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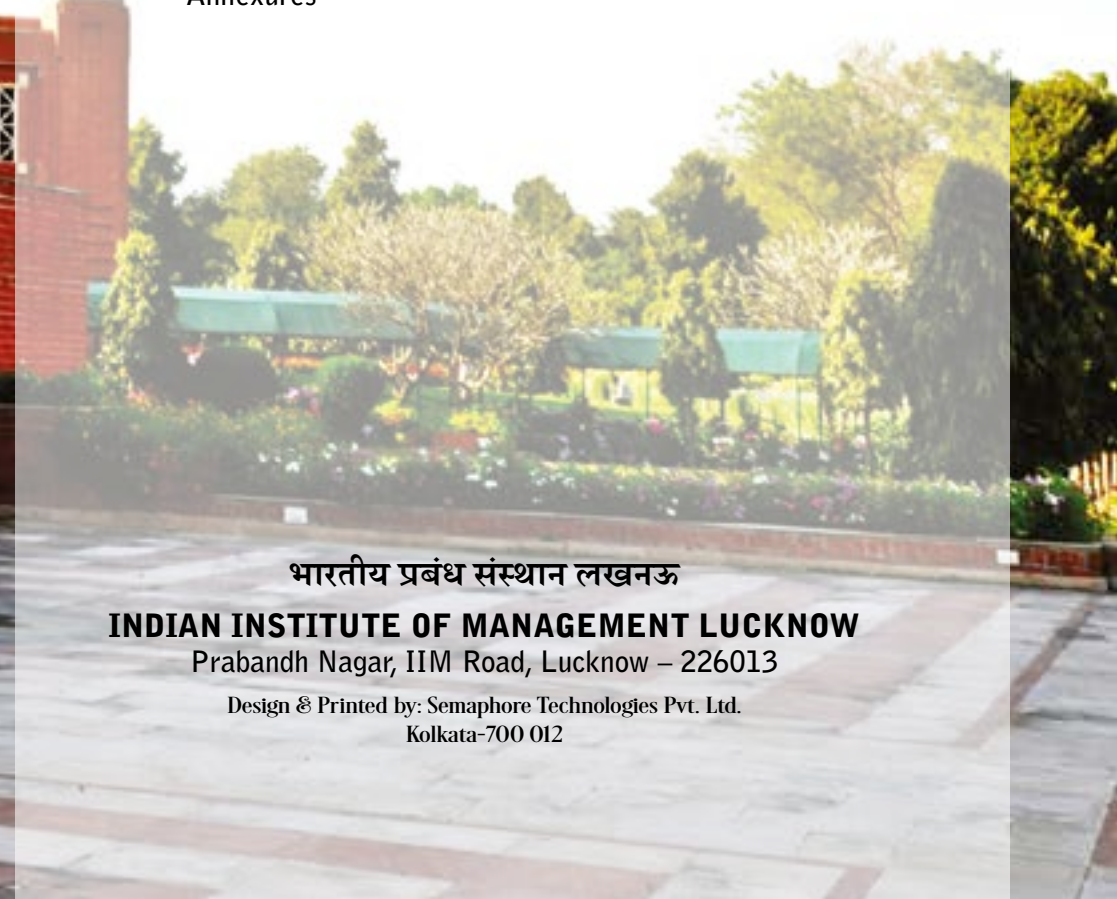
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भारतीय प्रबंध संस्थान लखनऊ

INDIAN INSTITUTE OF MANAGEMENT LUCKNOW

Prabandh Nagar, IIM Road, Lucknow – 226013

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The Institute

The Indian Institute of Management Lucknow is one of the twenty functional national level management institutes set up by the Government of India.



VISION of IIM Lucknow

To be a preeminent centre of excellence, generating and imparting knowledge in management and providing socially conscious and globally relevant thought leadership.

Our People

By providing an academically inspirational environment which helps manifestation of human inner potential for holistic benefit of businesses, government and society at large.

Our Offer

By nurturing value based young leaders who are capable of driving social and economic transformations towards an ethical, just and sustainable society. Our Approach By encouraging and developing individuals having entrepreneurial spirit and actions capable of solving societal problems through innovativ

Our Values

By developing a workplace that promotes global ethos and fosters creativity, courage, integrity, respect and responsiveness.



MISSION of IIM Lucknow

The mission of IIM Lucknow is to help improve management systems with regard to business, industry and public services through pursuit of excellence in management education, research, consultancy and training.



Board of Governors (As on 31.3.2019)

CHAIRMAN

Shri N Chandrasekaran
Chairman, BoG, IIM Lucknow &
Chairman, TATA Sons
Bombay House
24, Homi Mody Street
Mumbai - 400 001

MEMBERS

Shri Sanjay Kumar Sinha, IFS
Joint Secretary (Mgmt. & Lang.)
Department of Higher Education
Ministry of HRD, Government of India
Shastri Bhawan
New Delhi - 110 001

Mr. Bhuvnesh Kumar, I.A.S.
Secretary, Government of U.P.
Department of Technical Education
Room No.19, Sachiv Bhawan, 1st Floor
U.P. Secretariat
Lucknow-226 001

Prof. Tariq Mansoor
MS (Surgery), FICS
Vice Chancellor
Aligarh Muslim University
Aligarh - 202 002,U.P., India

Mr. Firdose Vandrevala
1201 La Sonrisa Building
Lakhamsi Nappu Road, Opp. Ruia College
Dadar (East)
Mumbai - 400 014

Ms. Shikha Sharma
Advisor to KKR
4402, Imperial Towers
BB Nakashe Marg, Tardeo
Mumbai - 400 034

Ms. Maya Sinha
11, Vipul Building
28, B.G. Kher Marg
Malabar-Hill
Mumbai - 400 006

Prof. Padam Kant
Head, Department of Chemistry &
Director, Human Resource Development Centre
Lucknow University
Lucknow- 226 001

Mr. Sandeep Srivastava
CEO & Co-Founder PeopleFusion
C-603, Rosewood Apts, Mayur Vihar Ph-1
New Delhi.- 110 091

Ms. Roopa Satish
Head Corp & Investment Banking
501, Raheja Regency, Sion (East)
IndusInd Bank,
Mumbai.- 400 022

Mr. Jaideep Deodhar
Founder - Simulytics Services
Flat 301, Avaneesh building,
16 Shantisheela Colony
Law College Road, Near Film institute
PUNE - 411 004

Prof. R.K. Srivastava
Director In-charge
Indian Institute of Management
Prabandh Nagar, IIM Road
Lucknow - 226 013
(02.11.2018 - 24.02.2019)

Prof. B.K. Mohanty
Director In-charge
Indian Institute of Management
Prabandh Nagar, IIM Road
Lucknow - 226 013
(25.02.2019 - 31.03.2019)

Prof. Sanjay K Singh
Dean (Faculty)
Indian Institute of Management
Prabandh Nagar, IIM Road
Lucknow - 226 013

Prof. Neeraj Dwivedi
Dean (Program)
Indian Institute of Management
Prabandh Nagar, IIM Road
Lucknow - 226 013

Mr. Mahesh Shukla
Secretary, BoG
Indian Institute of Management
Prabandh Nagar, IIM Road
Lucknow - 226 013

Board of Governors

Members of the Board of Governors whose tenure was over before 31st March 2019 due to reconstitution of the Board under IIM Act, 2017

Ms. Darshana M Dabral

Joint Secretary & Financial Adviser
Government of India, Ministry of HRD
Department of Secondary & Higher Education
Shastri Bhawan, New Delhi – 110 001
(01.04.18 to 12.11.2018)

Prof. Abad Ahmad

A1/302 Milan Vihar, Housing Society
72, IP Extension, Patparganj, Delhi – 110092
(01.04.18 to 12.11.2018)

Maj. Gen. D N Khurana AVSM (Retd)

288 Vasant Enclave
Vasant Vihar, New Delhi – 110057
(01.04.18 to 12.11.2018)

Shri Partho P Kar

A-94, Sector 30
NOIDA – 201 303, U.P
(01.04.18 to 12.11.2018)

Ms. Sangeeta Prasad

CEO-Mahindra Lifespace Developers Ltd
Member of the Group Executive Board
Mahindra Towers, 5 th floor
Dr. G.M. Bhosale Marg, Worli, Mumbai 400 018
(01.04.18 to 12.11.2018)

Prof. Abhay Karandikar

Director
Indian Institute of Technology
PO IIT Kanpur – 208 016 (U.P)
(01.04.18 to 12.11.2018)

Dr. Ajit Prasad

Director
Indian Institute of Management
Prabandh Nagar, IIM Road
Lucknow – 226 013
(01.04.2018 to 31.10.2018)

Prof. Abhijit Bhattacharya

Dean (Faculty)
Indian Institute of Management
Prabandh Nagar, IIM Road
Lucknow – 226 013
(01.04.2018 to 31.10.2018)

Academic Council

(Constituted under the IIM Act 2017)

IIML constituted the academic council under the provisions of IIM Act 2017 and the first meeting was held on January 14, 2018. Academic Council shall be the principal academic body of the Institute, consisting of the following persons, namely:

- (a) Director of the Institute, Chairperson of the Academic Council
- (b) Deans in charge of Faculty, Program and Research (Dean Faculty as Member Secretary)
- (c) Chairs of Post Graduate and Fellow Programs
- (d) Area Chairs
- (e) all full time Faculty Members



Section 01

Academic Programmes



01 Post Graduate Programme in Management (PGPM)

The Post Graduate Programme is designed to develop professional managers with strong conceptual fundamentals and skills required to manage businesses of the future, while giving them the vision to determine what the future will be. This program is a two year, full time, residential program. The students meeting the program requirements are awarded the Post Graduate Diploma in Management. The PGP continually challenges the students to be prepared for the future. Courses are redesigned every year with feedback from the industry. New courses are introduced at an impressive rate each year. This helps in incorporating the latest concepts and paradigms into the curriculum even as the world is awakening to the need. The PGP also prepares the students to take up multiple responsibilities and energizes them for

the fast-track performance expected of them. The curriculum, by any standards, is rigorous. Assignments, live and simulated projects, periodic evaluations and demanding academic schedules ensure that the students develop time management skills. It is this quality which makes managers from IIM Lucknow a cut above the rest in challenging situations.

1. Post Graduate Programme in Management
2. Post Graduate Programme in Agri Business Management
3. Financial Assistance, Industry Scholarships and Awards
4. Post Graduate Programme in Sustainability Management
5. Post Graduate Programme in Management for Working Executives
6. International Programme in Management for Executives
7. Fellow Programme in Management
8. Executive Fellow Programme in Management
9. Convocation

Preparatory Programme

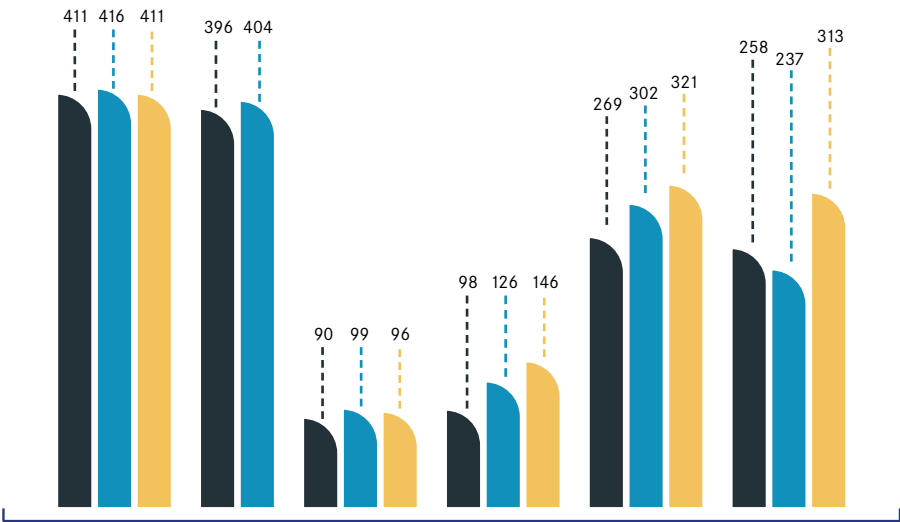
The preparatory programme is meant for new batch of the students who are found relatively under-prepared in Quantitative skills. Preparatory programme was held before start of the regular session, 86 students attended this programme during June 11-22, 2018.

New Courses

Courses both core and elective from concerned area were reviewed and revised in PGP review conducted during the month of May 2018. Review was carried out by involving external industry experts and renowned faculty. 8 new courses were introduced in PGP.

- 1) Human Values and Responsible Citizenship
- 2) Revenue Management & Dynamic Pricing
- 3) Managerial Decision Making Via Mathematical Modelling
- 4) Corporate Entrepreneurship and Innovation
- 5) Talent Management
- 6) Digital Transformation
- 7) Marketing Applications of Machine Learning
- 8) Financing Start Ups

Parameters	Year (2016-18)	Year (2017-19)	Year (2018-20)
Intake Parameter	CAT		
No. of Students Admitted	411	416	411
No. Of Students Graduated	396	404	Yet to graduate
SC/ST students	90	99	96
Women	98	126	146
With Work Exp.	269	302	321
Students with Engineering Background	258	237	313



02 Post Graduate Programme in Agri-Business Management (PGP-ABM)

The two-year Post Graduate Programme in Agribusiness Management is a full -time residential course. It is designed to develop agribusiness leaders, entrepreneurs, and intrapreneurs with vision, competence and appropriate attitude for promoting/ growing agribusiness and agro-based enterprises with a strong international orientation.

Innovative Features of the Programme Field Visits of PGP ABM Students

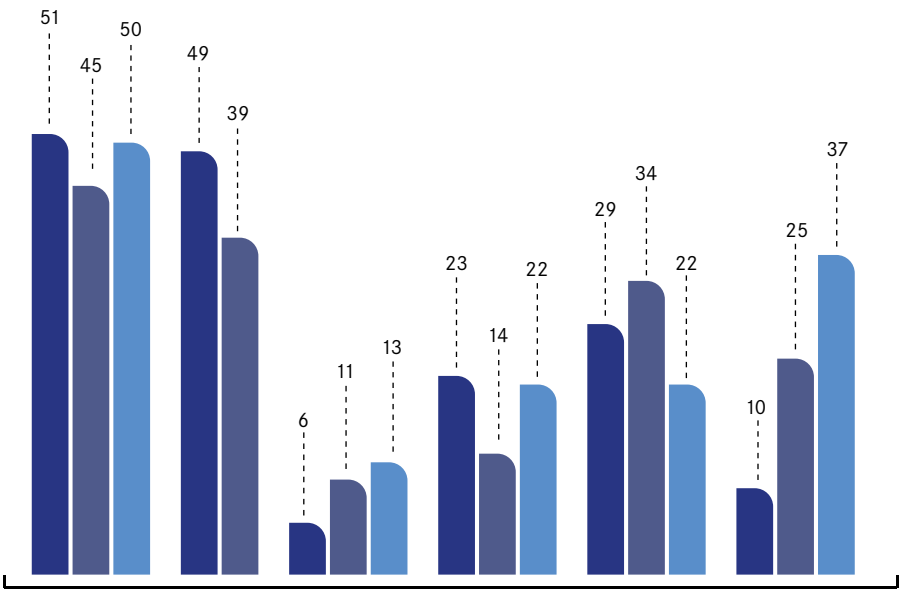
- A significant number of compulsory foundation courses in the functional areas of management in the first year blended with agricultural/ rural context specific courses in the second year.
- Significant field exposure to give hands-on experience and action orientation - Global benchmarking and industry partnership.

The Post Graduate Programme in Agribusiness Management of Indian Institute of Management Lucknow has integral and unique features to enhance practical learning through field exposure. Under the field visit programme, ABM students spend a week time with the rural community to learn the business environment of rural economy. The exercise is divided into two modules i.e. village study and thematic study. In the first module, the students are required to study the village economy and resources through participatory research techniques and in the second module they undertake pre-designed research study on agribusiness and rural marketing issues.



Batch Profile

Parameters	Year (2016-18)	Year (2017-19)	Year (2018-20)
Intake Parameter	CAT		
No. of Students Admitted	51	45	50
No. Of Students Graduated	49	39	Yet to Graduate
SC/ST students	6	11	13
Women	23	14	22
With Work Exp.	29	34	22
Students with Engineering Background	10	25	37



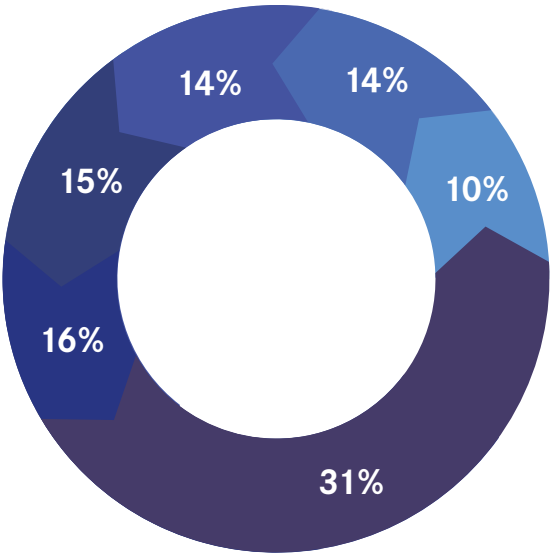
Placements – PGP & PGP ABM

IIM Lucknow placed one of the largest IIM batches – 460 students in a record 3 days this year, securing the highest number of lateral offers. The recruitment drive saw participation from over 147 domestic and international recruiters. The highlight of the Placement Season was the participation of esteemed firms like Alvarez & Marsal, Aditya Birla Group, Bain & Co, Hindustan Unilever, JP Morgan Chase, MasterCard Advisors, McKinsey and Company, and The Boston Consulting Group. The participation of these firms also marked the ascent of IIM Lucknow as a preferred recruitment destination for consulting, finance and marketing roles in the country. The top 4 segments based on roles offered were consulting, finance, sales & marketing and business development including some extremely sought after and niche profiles in the finance domain. The rest of the offers came from domains such as operations/supply chain, general management, systems/IT, market research, analytics and HR. Some of the top recruiters across different sectors were Accenture, Amazon, Deloitte, Flipkart, and The Boston Consulting Group. The first time recruiters included Artefact, ACT, Axis Capital, Bain & Company, IQVIA, KOIS Invest, Ola, Optum, Udaan, Whiteboard Capital, Xiaomi among others. International profiles were offered by Artefact, IQVIA and Splash (Landmark group). The institute also saw the highest number of offers being made during its lateral placement process.

Profile Breakup

The top segments based on roles offered were consulting (31%), general management (14%), finance (16%), sales & marketing (14%), e-Commerce (15%) and systems/IT (10%). Rest of the offers came from domains such as market research, analytics, business development, social media marketing and HR among others.

PROFILE BREAKUP IN %



03

Financial Assistance, Industry Scholarships and Awards

Financial Assistance

The Institute’s Financial Assistance Scheme, started in 1993-94, provides financial support for needy students on the basis of annual family income and academic performance. This scholarship is available to a maximum of 15% of the student intake in a batch (PGPM & PGP-ABM) based on the annual gross family income criteria for students during the year. Under this scheme, in the year 2018-2019, 23 scholarships were awarded to the 1st year students and 33 scholarships were awarded to the 2nd year students.

In addition, students are free to avail Central Government scholarships (through National Scholarship Portal) and State Government scholarships based on the eligibility criteria and rules and regulations of the respective departments.

Industry Scholarships and Awards

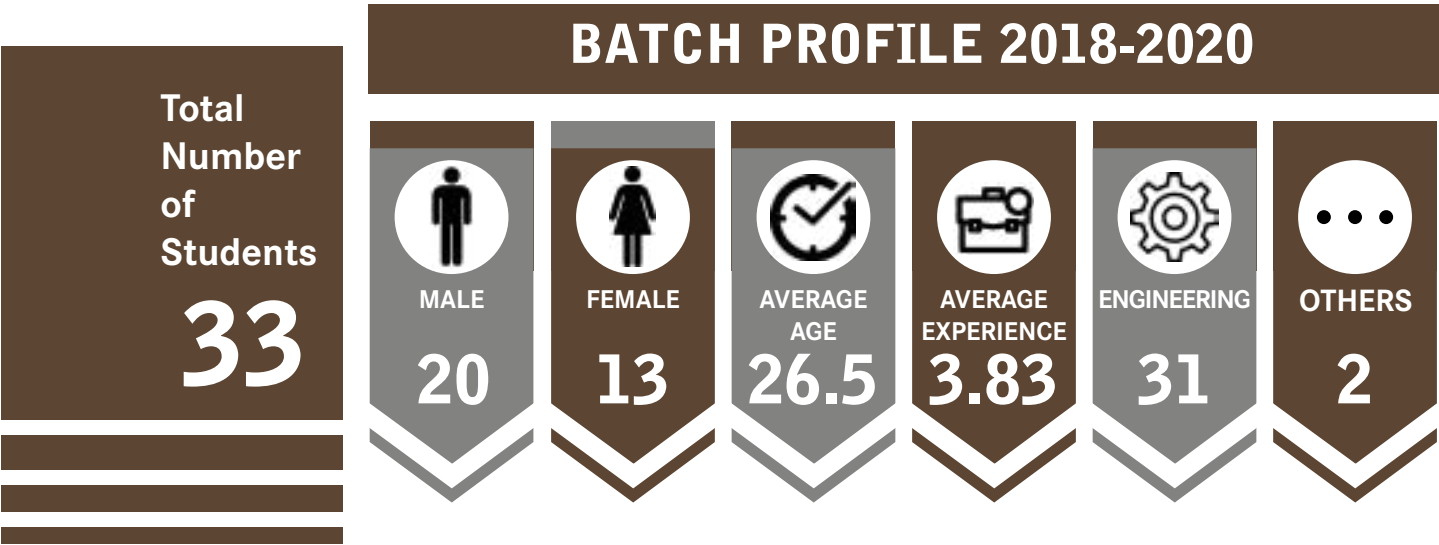
During the academic session 2018-2019 15 scholarships were sponsored by Industry, which were awarded based on academic performance and other criteria. These were instituted by Aditya Birla Group, Apeejay Trust, Central Bank of India, Sir Ratan Tata Trust and OPJEMS. The following students were chosen for the above awards:

Name of the Student	Awards
K. Chandirasekaran	Aditya Birla
Aastha Agarwal	Aditya Birla
Sambhavi Ganguly	OPJEMS
Anmol Verma	Central Bank of India
Heena Goyal	Central Bank of India
Pranjay Modi	Central Bank of India
Sambhavi Ganguly	Central Bank of India
Sumit Kumar Agarwal	Central Bank of India
Ashu Airan	Class of 1993
Heena Goyal	Amritkala Dayal Scholarship for Girl student
Vijay C.P.	Apeejay
Darshana Mukherjee	Apeejay

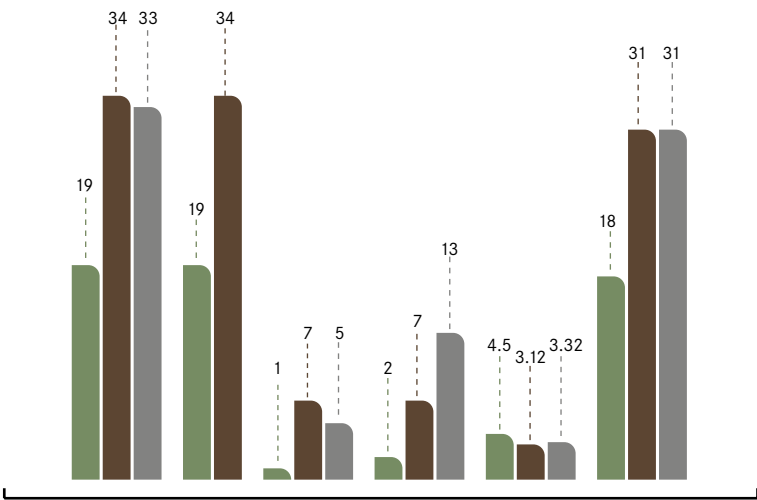
04

Post Graduate Programme in Sustainability Management (PGP-SM)

Post Graduate Programme in Sustainable Management (PGPSM) is a two-year full time, residential Programme. It is designed to help managers develop an ethos of environment and social responsibility of businesses and equip them with holistic thinking and skills to handle varied sustainability challenges in a dynamic and unpredictable environment. The curriculum is designed to develop and hone management and leadership skills to formulate and solve problems at the appropriate scale, and help students recognize the inter-connectedness of economic performance of business with social and environmental systems. Students would also be able to produce policy-relevant results.



Parameters	Year (2016-18)	Year (2017-19)	Year (2018-20)
Intake Parameter	CAT		
No. of Students Admitted	19	34	33
No. Of Students Graduated	19	34	Yet to graduate
SC/ST students	1	7	5
Women	2	7	13
Average Work Exp. (Yrs)	4.05 yrs	3.12 yrs	3.32 yrs
Students with Engineering Background	18	31	31



Preparatory Programme

Students attend a preparatory course in Maths along with the PGPM and PGP-ABM students.

New Courses

Courses were reviewed and revised in a review conducted, it involved external industry experts and renowned faculty. 3 new courses were introduced in PGP.



Guest Lectures

S.No.	Name	Company Affiliation	Topic
1	Mr. Pranshu Gupta	Accenture Strategy	Global CEO's perspectives on sustainability and Circular Economy, specifically around plastics
2	Mr. Bibhuti Pradhan	IOCL	
3	Mr. Anindya Chowdhury	Energy Transitions Programme, Shell India Markets Pvt. Ltd.	
4	Mr. Utkarsh Amitabh	Networkcapital.co	Policy Review and Analysis along with Strategies for emerging technologies
5	Mr. Santanu Roy	GAIL (India) Limited	
6	Mr. Punit Shukla	NITI Aayog	
7	Mr. Bijan Mishra	Reliance Power	
8	Mr. V Vijay Vardhan	ITC Limited	
9	Mr. Somasundaram R	Mytrah Energy	
10	Mr. Sai Deepak	Law Chambers of J Deepak Sai	
11	Mr. Rajesh Koul	KPMG	
12	Mr. Dipjay Sanchania	CLP Wind Farms (India) Private Limited	
13	Mr. Biren Vora	Aditya Birla Fashion and Retail Limited	
14	Mr. P.S. Narayan	Wipro Limited	Digital Reinvention for Sustainability
15	Mr. Tony Henshaw	Aditya Birla Group	
16	Mr. Aatish Khan	Xynteo	
17	Mr. Sanjib Bezbaroa	ITC Ltd	
18	Mr. Rajiv Mishra	CLP Power India	
19	Mr. Abhinav Mathur	Million Sparks Foundation	
20	Mr. Saunak Saha	Ernst and Young LLP	
21	Mr. Ashish Dwiwedi	Aditya Birla	
22	Mr. Michael Mehling	Center for Energy and Environmental Policy Research at Massachusetts Institute of Technology (MIT)	
23	Mr. Pravesh Kumar	Accenture Strategy	

Final placements for 2017-19 batch

The placements for the third batch of Post Graduate Program in Sustainable Management (PGPSM) began in December 2019. The batch had an average work experience of 3.9 years and had people from diverse backgrounds appearing for their placements. Consultancy companies like EY, KPMG took 29% of the students. Renewable energy companies like WAREE Solar, AMPLUS solar recruited candidates first time from campus for various roles in their company. The placements also saw retail chains like TESCO, IT/ITES firms like QA Infotech and other sectors recruiting for the first time from PGPSM Program.

List of Recruiters for Final Placements

AMPLUS Solar	TATA Motors
E&Y - (Climate Change & Sustainability Services)	Perpule
E&Y - TAS (Transaction Advisory Services)	TESCO
IndusInd Bank	KPMG
WAREE Solar	Axtria Consultancy
QA Infotech	GVK Group
Ricardo	Alliance for an Energy Efficient Economy (AEEE)
TATA Motors	Thinkthrough Consultancy
C Kinetics	Manpower Group
Aarti Industries	

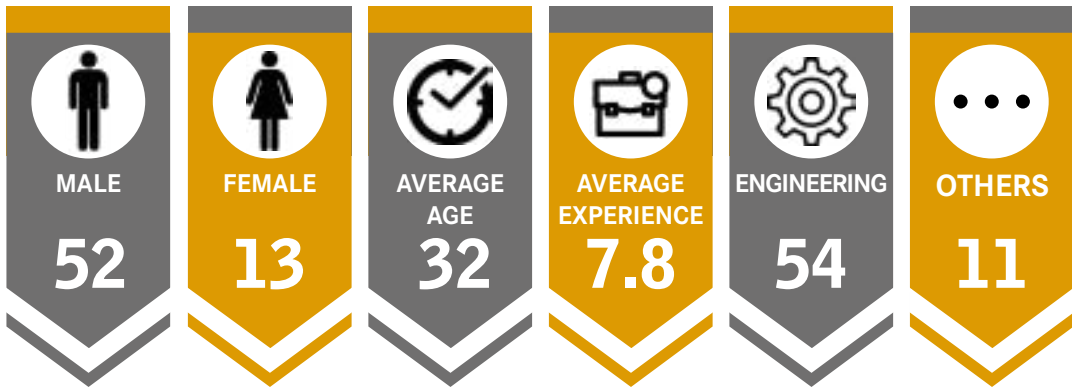


05 Post Graduate Programme in Management for Working Executives

The Post Graduate Programme in Management for Working Executives, Popularly known as Working Managers' Program (WMP) is a uniquely designed programme for working executives, entrepreneurs and professionals, who desire to enhance their managerial knowledge and skills through formal management education, while continuing to work full time in their ongoing professions / businesses. The programme is structured to meet the learning needs and methodologies in such a way that one can continue to work, and engage in formal education simultaneously. The programme is designed to maintain the high standards and rigour expected from all post graduate programmes in management at IIM Lucknow.

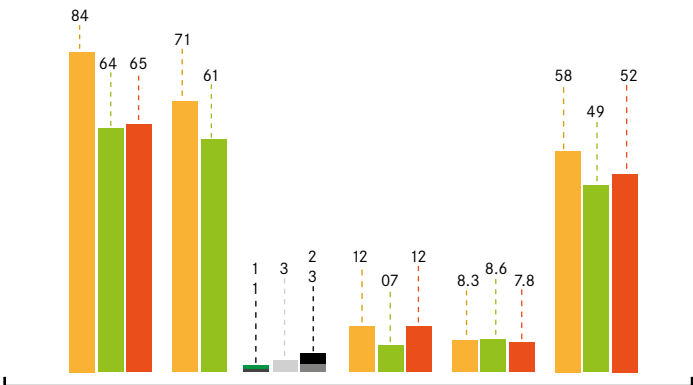
It aims at developing strong conceptual fundamentals and skills required to manage businesses of the future. The WMP aims to help to inculcate leadership and teamwork amongst participants, and foster the development of change agents to take leadership roles in the global arena. The 24 months Programme has over thirty credits worth of courses which must be successfully

Total Number of Students
65



3 Years Batch Profile

Particulars	12th Batch (2016-19)	13th Batch (2017-19)	14th Batch (2018-20)
No. of Students	84	64	65
No. of Graduated Students	71	61	Yet to be graduate (61 students are in final year)
No of Students (SC/ST/OBC)	(OBC = 1 , SC = 1)	(OBC = 3)	(OBC =2 , SC = 3)
No. of Students (Woman)	12	07	12
Average Exp.	8.3	8.6	7.8
No. of Students (Eng. Background)	58	49	52



Orientation Programme: 14TH Batch (2018-19)

An orientation programme for new students was held from 11th May, 2018. Mr. Sunil Gupta, Director, IGNIVA consulting Pvt. Ltd was invited as Chief Guest. In addition to this students was addressed by the Director, Dean & Head (Noida Campus) and the WMP Chairperson. A dialogue with the WMP senior batch, briefing on the computer and library facilities as well as their usage formed part of the programme. An extended session on academic honesty and case preparation and case method was also held to familiarize new students with case method of teaching since that is the dominant pedagogical tool.

New Courses

The following new elective courses were offered in (AY 2018-19) to the WMP Students.

- IS Buyer and Seller Strategy Alignment.
- Strategic Business Negotiation
- Industrial Relations & Labour Laws
- Game Theory and Data Analysis
- Cross-Cultural Management



“Learning expedition and study tour”

International Immersion:

International Immersion program for WMP 13th batch was held at ESCP Europe Paris campus from August 27th to 31st and ESCP Europe Madrid campus from September 3rd to 7th 2018. The title of module was “Learning expedition and study tour”.



06 International Programme in Management for Executives

The International Programme in Management for Executives (IPMX) is designed for mid/senior-level management professionals, and aims to prepare them for leadership roles in business. The programme is designed to impart business education that is grounded in the Indian and international business environments. It aims at enhancing the understanding of business processes at the functional and strategic levels among the participants of the program, thus, preparing them for augmented roles in managing enterprises engaged in global business. It is a one-year full-time residential programme. On successful completion of the course, students are awarded the Post Graduate Diploma in Management for

Executives. A core component of the programme is a study module at one of our partner institutes located in Europe / East Asia, which provide the students with an opportunity of an international learning experience, contributing towards equipping them with the knowledge and perspective relevant to current global business issues. The programme is rigorous and rewarding. It provides an opportunity for personal development and professional growth through inquiry and insight obtained in an interactive learning environment. Noida, the hub of commercial and industrial activity, provides IIML-NC a location-specific advantage. Industry-related assignments form an integral part of the course curriculum.

BATCH PROFILE OF 2018-19

GMAT score

Range 620-730

Male

42

Female

5

Average Age

30 years

Average Work experience

8.3 years

GMAT Score

620-730

Male

42

Female

5

Average Age

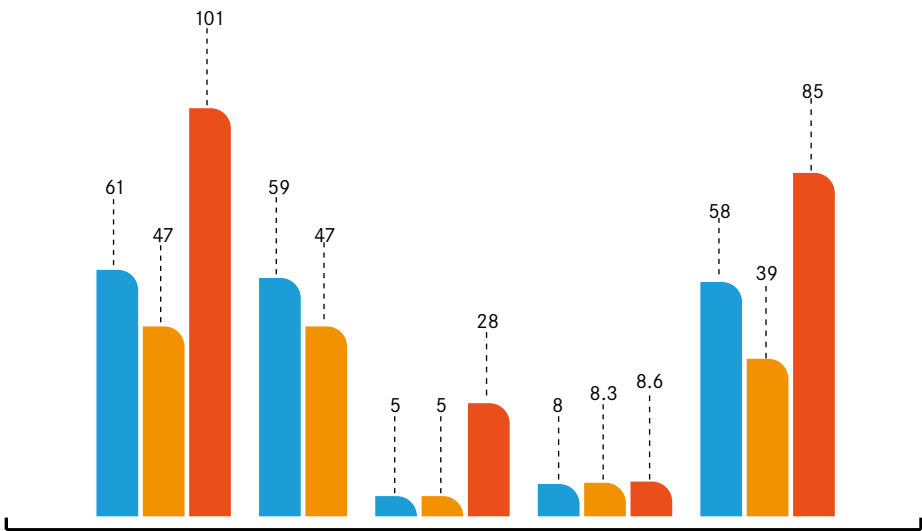
30 Yrs

Average Work Experience

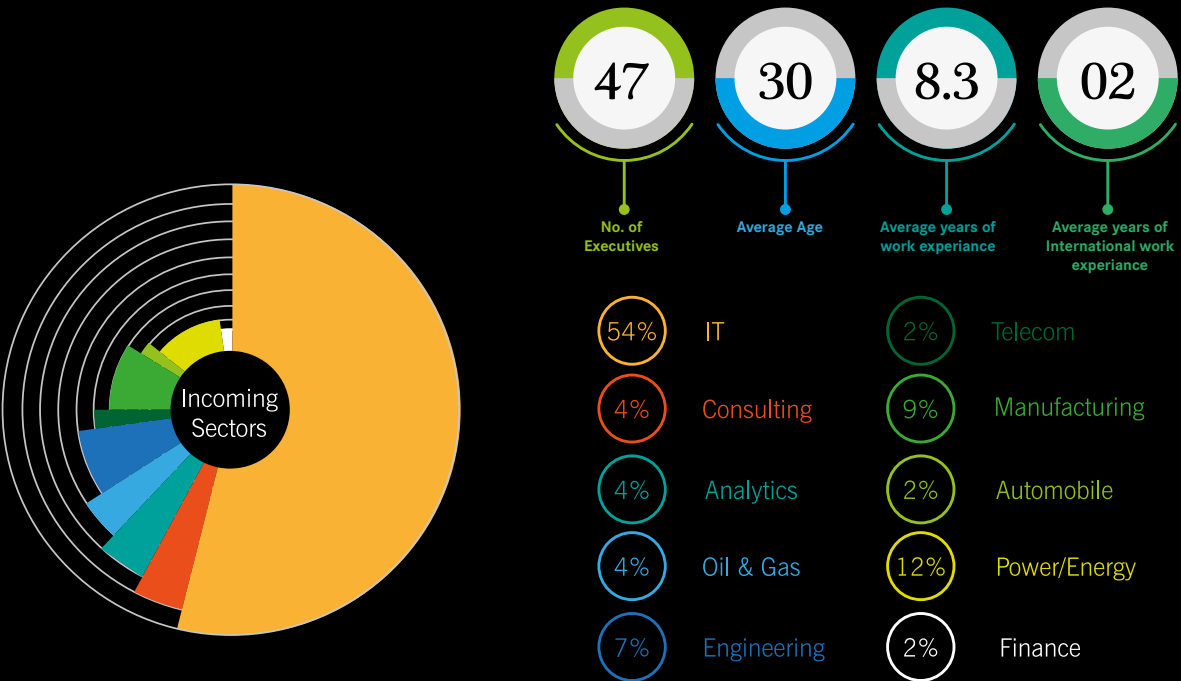
8.3 Yrs

3 Years Batch Profile

	2017-18	2018-19	2019-20
No. of Students Admitted	61	47	101
No. Of Students Graduated	59	47	Yet to be Graduated
Women	5	5	28
Work Exp.(Average)	8 years	8.3 years	8.6 years
Students with Engineering Background	58	39	85



Students Background Profile



Orientation Programme:

A two day Induction Module helps the new students know each other and exposes them to topics like Building a Learning Community, Theories and Practice in Management, Critical Thinking Skills, Academic Honesty etc. Students get to interact with the library and computer center team and also with students of other programs in campus. Induction module acquaints the students about the programme structure.

Elective Courses:

Focuses on meeting the specific career goals of students. Provides deeper understanding of the subjects and ability to think beyond the obvious. Each student has to complete 9 credits of elective.

Curriculum:

IPMX has an academic schedule of four terms with each term involving a number of short projects on relevant business issues. The programme provides a firm grounding in concepts of general management and offers students opportunities to specialize in their areas.

Course of Independent Study

Provides opportunity for the student to explore a topic in depth in an area of special interest under the supervision of a faculty. It is either an exploratory type or a prescriptive type with a focus on its applicability to management situations.

CORE courses:

Focuses on enhancing awareness, understanding and decision making capabilities in the areas of general management in a global business setting. There are 14.5 compulsory core course credits.

Leadership Talk Series Speakers:

S. No.	Name	Company
1	Mr. Saleem Sheikh	Vice President EXL
2	Mr. Balawant Joshi	Managing Director, Idam Infrastructure
3	Mr. Srihari Mulgund	President(Asia), Ricardo (India)
4	Mr. Amal Sud	CxO Level Executive (SVP), Virtusa (from Paris)
5	Dr. Rishi Mohan Bhatnagar	President-Aeris Communications, Chairman IET IoT Panel-India
6	Mr. Sanjeev Sanyal	Economic Advisor, Govt of India
7	Mr. Rakesh Goyal	MD & Country Head ,Tetrattech ES India Pvt Ltd
8	Mr. Nitin Bawankule	Country Director, Google India

International Immersion Component (2018-19):

International Immersion of IPMX Batch (2018-19) was held at ESCP London.



07 Fellow Programme in Management

Launched in the year 2000-01, the Fellow Programme in Management (FPM) is a doctoral level programme of the Indian Institute of Management Lucknow. The program offers a unique opportunity to those who wish to enhance their research capabilities and teaching talents. It is designed to develop high quality academicians, researchers and management thinkers, by providing an opportunity for inter-disciplinary education and research in management. The highly academically interactive environment at the Institute helps students to develop and sharpen their intellect. The Institute’s unique pedagogy and program structure provides enriching environment for personal and professional growth.

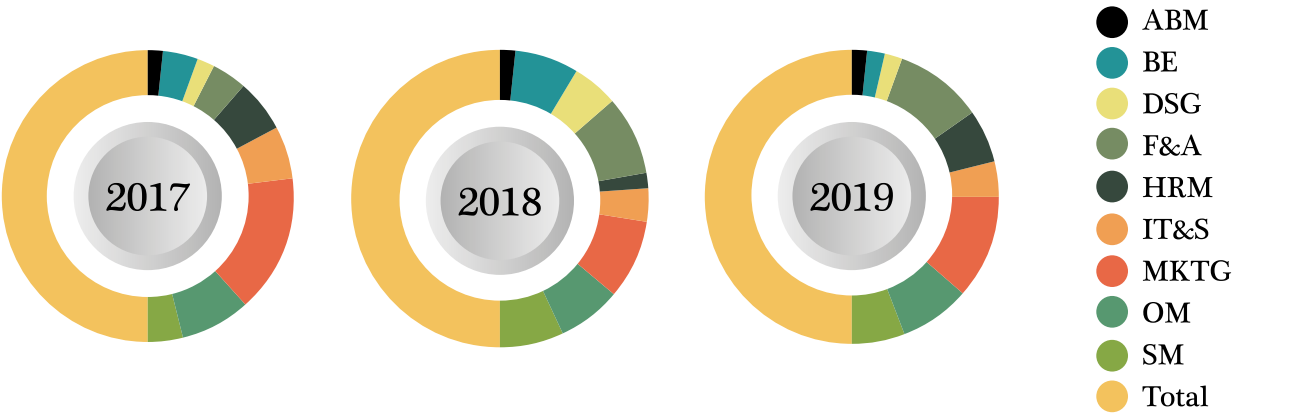
The FPM programme attracts students of the highest quality and prepares them for academic careers at leading business schools of India. The FPM program consists of two components: The coursework exposes scholars to a variety of core and elective MBA as well as Fellow level area-specific courses and provides exhaustive training in research methodology. A team of faculty, chaired by a principal supervisor, supervises the second component of independent research. The program, with its ample financial support, facilitates FPM scholars to present and participate in national and international conferences and doctoral consortiums. In addition, a rich tradition of internal seminars provides a perfect learning platform for FPM scholars.

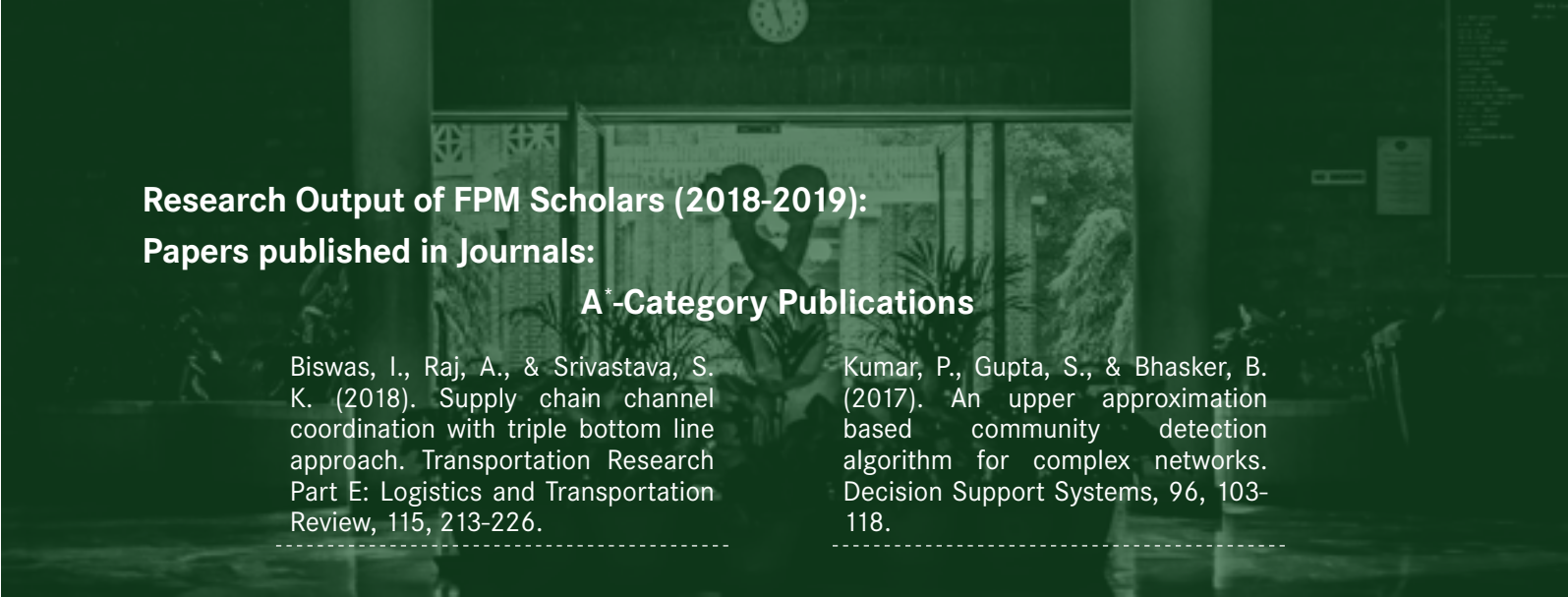
Area of Specialization



Admission Trend 2017 – 2019 :

Area of Specialization:





3 Years Batch Profile

Category	2017			2018			2019		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	17	08	25	18	04*	22	11	09	20
SC	00	01	01	02	01	03	00	00	00
ST	00	00	00	0	0	0	00	02	02
NC-OBC	00	00	00	04	00	04	03	01	04
DA (*PWD)	00	00	00	00	01*	00	00	00	00
Total Admission Offered	17	09	26	24	05	29	14	12	26

Graduated FPM Scholars (2018-19)

S.No.	FPM Scholar's Name	Area	Thesis Title
1	TANVI GOILA	IT&S	“Evidence Based Business Process Analysis Towards A Structured BPR Approach”
2	SHEKHAR SHUKLA	DSG	“Fuzzy Logic and Business Decision Making: An Integrated Approach”
3	SAURABH KUMAR	IT&S	“An Investigative Study on Privacy Preserving Data Mining for Online Social Networks: Issues and Solutions”
4	AMIT ANAND TIWARI	Mktg.	“Essays on Service-Dominant Logic, Co-creation and Coolness: A Technology Convergence Perspective”
5	ACHINT NIGAM	Mktg.	“Essays on Conditional Promotions and Consumer Behavior: Effect of Mode of Payments, Offer Framing, Relative Distances from the Threshold Order Value and Initial Cart Orientation on Add-on Purchases”
6	MADHU MANDAL	Mktg.	“Drivers of Adolescents’ Customer Brand Engagement in The Context of Packaged Food Brands”
7	RUPIKA KHANNA	BE	“Essays on Manufacturing Productivity”
8	SHALABH SINGH	DSG	“Multi-Choice Bi-Criteria Allocation Problems”
9	VACHHRAJANI MIT CHANDRESH	HRM	“Ethical Leadership: Exploring Dimensions, Scale Development and Nomological Network”
10	BAIDYANATH BISWAS	IT&S	“A Framework for Cyber Risk Management for Organizations”

Conferences (2018-2019):

02 International Conferences	05 Domestic Conferences	07 Total Conferences	07 Total Students Participated	02 International
05 Domestic	03 Total Doctoral Colloquium	03 Total Students Participated	14 Total number of paper published by FPM students	

Awards (2018-2019):

Name of students	Conference Awards
Ms. Bhawna Priya FPM-17011	Winner by POMS (Production and Operations Management Society), USA in the year 2018-2019 for the Prestigious “Emerging Economies Doctoral Student Award”

Research Output of FPM Scholars (2018-2019):

Papers published in Journals:

A*-Category Publications

Biswas, I., Raj, A., & Srivastava, S. K. (2018). Supply chain channel coordination with triple bottom line approach. Transportation Research Part E: Logistics and Transportation Review, 115, 213-226.

Kumar, P., Gupta, S., & Bhasker, B. (2017). An upper approximation based community detection algorithm for complex networks. Decision Support Systems, 96, 103-118.

A-Category Publications

Dwivedi, G., Srivastava, S. K., & Srivastava, R. K. (2017). Analysis of barriers to implement additive manufacturing technology in the Indian automotive sector. International Journal of Physical Distribution & Logistics Management, 47(10), 972-991.

Kumar, S., & Kumar, P. (2017). Upper approximation based privacy preserving in online social networks. Expert Systems with Applications, 88, 276-289.

Fuad, M., & Gaur, A. S. (2019). Merger waves, entry-timing, and cross-border acquisition completion: A frictional lens perspective. Journal of World Business, 54(2), 107-118.

Lalwani, V., & Chakraborty, M. (2018). Asset pricing factors and future economic growth. Economics Letters, 168, 151-154.

Fuad, M., & Sinha, A. K. (2018). Entry-timing, business groups and early-mover advantage within industry merger waves in emerging markets: A study of Indian firms. Asia Pacific Journal of Management, 35(4), 919-942.

Maity, M., Bagchi, K., Shah, A., & Misra, A. (2019). Explaining normative behavior in information technology use. Information Technology & People, 32(1), 94-117.

Gupta, R., Biswas, I., & Kumar, S. (2018). Pricing decisions for three-echelon supply chain with advertising and quality effort-dependent fuzzy demand. International Journal of Production Research, 1-17.

Singh, S., & Singh, S. (2018). Bi-criteria transportation problem with multiple parameters. Annals of Operations Research, 269(1-2), 667-692.

Khanna, R., & Sharma, C. (2018). Testing the effect of investments in IT and R&D on labour productivity: New method and evidence for Indian firms. Economics Letters, 173, 30-34.

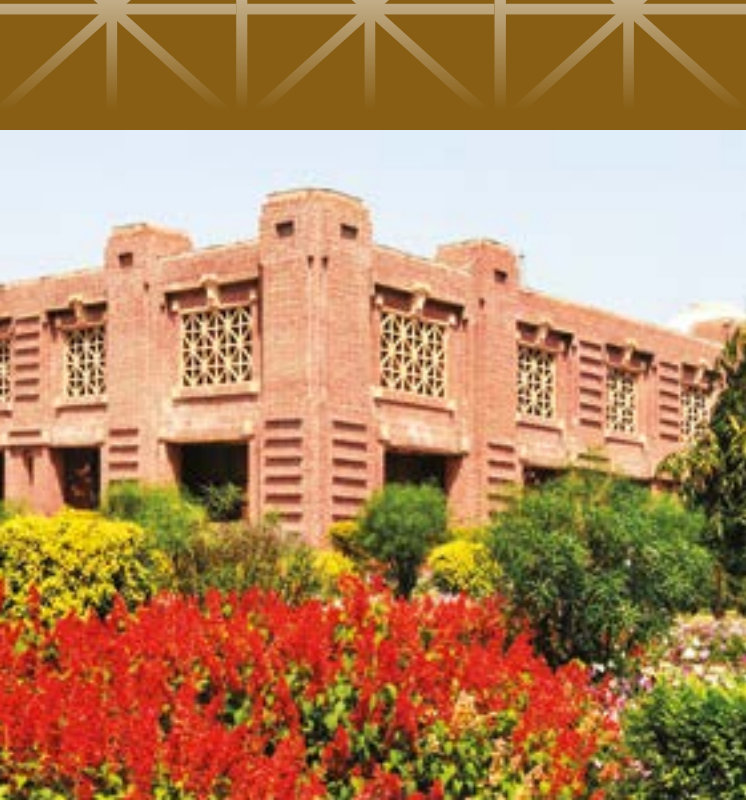
Manjot Singh Bhatia & Rajiv Kumar Srivastava (2019): Antecedents of implementation success in closed-loop supply chain: an empirical investigation, International Journal of Production Research.

B-Category Publications:

Bhatia, M. S., & Srivastava, R. K. (2018). Analysis of external barriers to remanufacturing using grey-DEMATEL approach: An Indian perspective. Resources, Conservation and Recycling, 136, 79-87.

Shukla, S., Mohanty, B. K., & Kumar, A. (2018). Strategizing sustainability in e-commerce channels for additive manufacturing using value-focused thinking and fuzzy cognitive maps. Industrial Management & Data Systems, 118(2), 390-411.

Singh, S., & Sonia. (2017). Multi-choice programming: an overview of theories and applications. Optimization, 66(10), 1713-1738.



08 Executive Fellow Programme in Management

The EFPM is a part time, non-residential, doctoral programme that has been specifically designed to cater to the academic needs of working executives/managers/teaching professionals/researchers. The objective of the EFPM is to prepare the students for careers not only in management research and teaching but also in management practice, consulting and training in a formal setting while continuing to be engaged in their ongoing professions/ businesses. The programme intends to strike an ideal balance between management practice and theory that will give one the power to advance in senior management, initiate consulting practice and launch an academic career. EFPM is specially structured to develop theory and practice of management that benefit contemporary business world.

16

Total Strength

14

Male

2

Female

13.5

Average Experience

38.5

Average Age

Batch profile of 2018-19

Total Strength	16
Male	14
Female	2
Average Experience	13.5
Average Age	38.5

Parameters	2016-17	2017-18	2018-19
No. Of Students Graduated	3 rd Year	2 nd Year	1 st Year
SC/ST students	-	-	-
Women	3	0	2

Research Output

Graduating EFPM Students (Academic Year 2018-19)

Name	Area	Thesis Title	Thesis Advisory Committee
Mr. Mohit Bhatnagar	Decision Sciences	Analytics Based Approach For Enhancing The Decision Value Of O*Net And Its Internationalization	Prof. Gaurav Garg Prof. Sonia Prof. Nishant Uppal
Mr. G V P Rajan	Strategic Management	Dynamics of Firm Innovation in Business Ecosystems Exploring the Schumpeterian and Convergence Contexts	Prof. Neerja Dwivedi Prof. Garima Mittal Prof . M Akbar
Mr. Rajesh Premchandran	Human Resource Management	Hedonic and Eudemonic Dichotomy of Employee Wellbeing – The Mediating Role of Bi-Directional Work-Family Enrichment Individual, Organisational & Family Factors Influencing Employee Wellbeing Outcomes	Prof. Pushpendra Priyadarshi Prof. Pankaj Kumar Prof. Himanshu Rai

Parameters	2016-17	2017-18	2018-19
Intake Parameter	The candidates for the programme should have one of the following qualifications obtained from any of the universities in corporate by an act of the central or state legislature in India or other educational institutions established by an act of parliament or declared to be deemed as a university under section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India, or an equivalent qualification from an institution approved by AICTE A Masters' degree or its equivalent in any discipline with minimum 55% aggregate marks (or, its equivalent in terms of CGPA). OR A CA, ICWA, CS or equivalent degree with a minimum 55% aggregate marks (for Finance area)	The candidates for the programme should have one of the following qualifications obtained from any of the universities incorporated by an act of the central or state legislature in India or other educational institutions established by an act of the Parliament of India or declared to be deemed as a university under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India, or an equivalent qualification from an institution approved by AICTE. A Masters' degree or its equivalent in any discipline with minimum 55% aggregate marks (or, its equivalent in terms of CGPA). OR A CA, ICWA, CS or equivalent degree with a minimum 55% aggregate marks (for Finance area)	The candidates for the programme should have one of the following qualifications obtained from any of the universities incorporated by an act of the central or state legislature in India or other educational institutions established by an act of the Parliament of India or declared to be deemed as a university under Section 3 of UGC Act, 1956, or possess an equivalent qualification recognized by the Ministry of HRD, Government of India, or an equivalent qualification from an institution approved by AICTE. A Masters' degree or its equivalent in any discipline with minimum 55% aggregate marks (or, its equivalent in terms of CGPA). OR A CA, ICWA, CS or equivalent degree with a minimum 55% aggregate marks (for Finance area)
No. of Students Admitted	26	12	16





33rd Convocation

2019

The 33rd Annual Convocation of Indian Institute of Management Lucknow held on March 16th, 2019, saw 682 students being awarded their diplomas.

Of the Six hundred and eighty-two students of IIM Lucknow who received their diplomas, 404 students were from the 33rd batch of Post Graduate Programme in Management, 39 students from the 14th batch of Post Graduate Programme in Agri-business Management, 10 students from the Doctoral Programme, 3 students from Executive Fellow Programme in Management (EFPM) along with 145 students from Post Graduate Programme in Management for Working Executives (WMP), 47 students from International Programme in Management for Executives (IPMX) batches and 34 students from Post Graduate Programme in Sustainable Management (PGPSM), from the Noida campus.



The list of Medal winners for the Post Graduate Programme in Management & Post Graduate Programme in Agri-business Management are as follows:

	Medal	Name
01	Chairman's Gold Medal	SAMBHAVI GANGULY
02	Chairman's Gold Medal	PRANJAY MODI
03	Director's Medal	HEENA GOYAL
04	PGP Chairman's Medal	SUMIT KUMAR AGARWAL
01	Budhiraja Medal for Best All-rounder	ARCHITA MITTAL
01	Harishankar Singhania Medal for Best All-rounder	SANKET HALEANGADI
01	Bizkool Medal for best student in Information Technology	KANIKA DHINGRA

From the International Programme in Management for Executives (IPMX), the following were the award winners:

01	Chairman's Gold Medal	SANJEET KUMAR NAYAK
02	Director's Medal	PILLAI PRAVIN VENUGOPAL USHA



From the Post Graduate Programme in management for working executives for two years, the following were the award winners:

01	Chairman's Gold Medal	VISHAL SOOD
02	Director's Medal	RAHUL KUMAR

From the Post Graduate Programme in management for working executives for three years, the following were the award winners:

01	Chairman's Gold Medal	ANWESHA CHAUDHARY
02	Director's Medal	MOHIT GUPTA

From the Post Graduate Programme in Sustainable Management (PGPSM) following were the award winners:

01	Chairman's Gold Medal	TIWARI REMANT KUMAR VISHWANATH
02	Director's Medal	AMOGH DESHMUKH



Dr. Ashok Lahiri member of the 15th Finance Commission was the Chief Guest and gave the convocation address. Prof. B.K. Mohanty Director in Charge, IIM Lucknow and Chairman of IIM Lucknow Board of Governors Mr. N Chandrasekaran addressed the graduating students on this occasion.



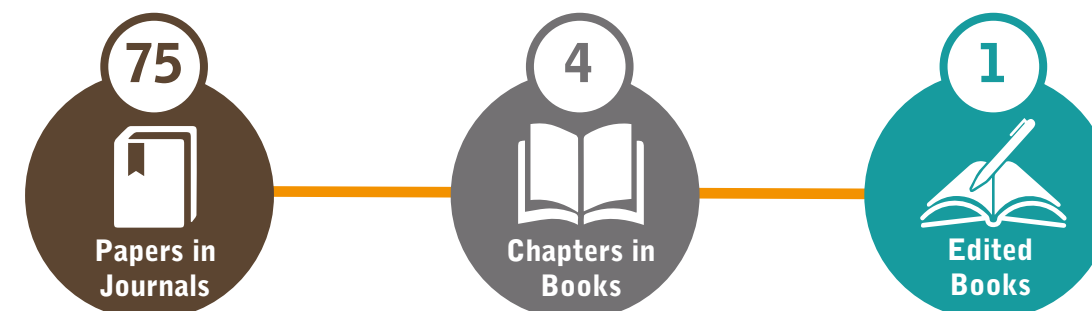
Section 02

RESEARCH AND CONSULTANCY

01 Publication Profile

The faculty is the intellectual resource of the institute. It has been diligently working to fulfill the mission, which is to produce high-quality research published in refereed journals. The year 2017-2018 also saw many journal publications, books, conferences, which are listed below

Publications



Journal Publication Details (2018-19)

Amit Shukla, **Shailendra Singh**, & **Himanshu Rai** & **Abhijit Bhattacharya** (2018) Employee empowerment leading to flexible role orientation- A disposition-based contingency framework, IIMB Management Review, 30(4):330-342

Abhinava Tripathi, **Alok Dixit** & **Vipul**, (2019) Liquidity of Financial Markets- A Review, Studies in Economics and Finance,

Amit Agrahari & **Samir K. Srivastava**, (2019) A data visualization tool to benchmark government tendering process- Insights from two public enterprises, Benchmarking: An International Journal, 26(3):836-853

Amita Mital & Sanjay Dhir, (2018) Effect of firms diverse experiences on its alliance portfolio diversity- Evidence from India, Journal of Indian Business Research 22(5):748-772

Anadi Pande & Ranjan Kumar, (2019) Implications of Indian Philosophy and Mind Management for Agency Conflicts and Leadership: A Conceptual Framework, IIM Kozhikode Society & Management Review

Swati Dhir & **Archana Shukla**, (2019) Role of organizational image in employee engagement and performance, Benchmarking: An International Journal, 26(3):971-989

Ashish Aggarwal, (2019) Neo-liberal Conservation- Analyzing Carbon Forestry and Its Challenges in India, Economic and Political Weekly, 54(16)

Ashish Dubey & **Sameer Mathur** (2019), Determinants of Hotel Room Prices in India, Advances in Hospitality and Leisure

Ashish Dubey, Sonika Raitani, & Vishal Vyas, Establishing the inter-relationship among the critical success factors, Bank Parikrama

Rupika Khanna & **Chandan Sharma**, (2018) Testing the effect of investments in IT and R&D on labour productivity- New Method and evidence for Indian firms, Economics Letters, 173:30-34

Chandan Sharma & Soumik Biswas, (2018) Determinants of Bribe in Informal Sector- Some Empirical Evidence from India, Global Business Review, 21(1):1-22

Rupika Khanna & **Chandan Sharma**, (2018) Do infrastructure and quality of governance matter for manufacturing productivity? Empirical evidence from the Indian states, Journal of Economic Studies, 45(4):829-854

Chandan Sharma & **Debdatta Pal**, (2018) Exchange rate volatility and India's cross-border trade- A pooled mean group and nonlinear co-integration approach, Economic Modelling, 74:230-246

Chandan Sharma, (2018) Exporting, Access of Foreign Technology, and Firms' Performance: Searching the Link in Indian Manufacturing, The Quarterly Review of Economics & Finance, 68:46-62

Chandan Sharma & Sudarshan R. Paramati, (2018) Measuring Inequality of Opportunity for the Backward Communities- Regional Evidence from the Indian Labour Market, Social Indicators Research, 138(2):479-503

D.S.Sengar, (2019) Protecting Architectural Design as Image Trademark- An Emerging Trend, Company Law Journal, (1)

D.S.Sengar, (2019) Improving Institutional Arbitration Mechanism in India- Recent Developments, Company Law Journal, (2)

Pradipta K. Sahoo , **D.Tripati Rao** & Badri Narayan Rath, (2019) Does Financial Integration Reduce Output Volatility/ New Evidence from Cross-Country Data, Economic Papers: A journal of applied economics and policy, 38(1):41-55

Debdatta Pal, Subrata K. Mitra, (2018) The efficiency of microfinance institutions with problem loans: A directional distance function approach, Computational and Mathematical Organization Theory, 24(3):285-307

Debdatta Pal & Subrata K. Mitra, (2019) Oil price and automobile stock return co-movement: A wavelet coherence analysis, Economic Modelling, 76(1): 172-181

Neeraj Singhal, Himani Gupta & **Garima Mittal**, (2018) Importance-performance Analysis to Identify Effective Learning Approaches for Sustainability in an Indian Business School, Vision: The Journal of Business Perspective, 22(3):276-283

Anand Kumar, Manoj Thakur & **Garima Mittal**, (2018) A new ants interaction scheme for continuous optimization problems, International Journal of System assurance Engineering and Management, 9(4):784-801

Himanshu Rai & Bidisha Banerjee, (2019) The Role of Gender and leader Tenure in the Relationship between Spirituality and Ethical Leadership, Indian Journal of Industrial Relations, 54(3)

Alok Raj, **Indranil Biswas** & **Samir K. Srivastava**, (2018) Designing supply contracts for the sustainable supply chain using game theory, Journal of Cleaner Production, 185:275-284

Arnab Adhikari , Sumanta Basu, **Indranil Biswas**, Ashim Banerjee, & Partha Pratim Sengupta, (2018) A route efficiency analysis using Shannon entropy-based modified DEA method and route characteristics investigation for urban bus transport in India, Information Systems and Operational Research, 56(3): 332-359

Indranil Biswas, Alok Raj & **Samir K. Srivastava**, (2018) Supply chain channel coordination with triple bottom line approach, Transportation Research Part E-Logistics and Transportation Review, 115:213-226

Monika Gupta, **Kaushik Ranjan Bandyopadhyay** & **Sanjay K. Singh**, (2019), Measuring effectiveness

of carbon tax on Indian road passenger transport- A system dynamics approach, Energy Economics, 81:341-354

Krishna Chandra Balodi & Omdeep Gupta, Strategic Orientation(s) Construct: Review and Consolidation, Pragyaan: Journal of Management, 16

Kshitij Awasthi, Sai Yayavaram, Rejie George, & Trilochan Sastry, (2019) Classification for Regulated Industries- A New Index, IIMB Management Review, 31:309-315

M.K.Awasthi, Influence of Information Asymmetry on Land Value Perception, International Journal of Applied Management Research

M.K.Awasthi, (2018) Using horticulture as an instrument of national growth and prosperity, Progressive Horticulture, 50(1)

M.Karmakar & Samit Paul, (2019) Intraday portfolio risk management using VaR and CVaR- A CGARCH-EVT-Copula approach, International Journal of Forecasting, 35(2):699:709

Samit Paul & **M.Karmakar**, (2018) Relative Efficiency of Component GARCH-EVT Approach in Managing Intraday Market Risk, Multinational Finance Journal, 21(4):247-283

Vaibhav Lalwani & **Madhumita Chakraborty** (2018), Asset pricing factors and future economic growth, Economics Letters, 168:151-154

Moutusi Maity, Kallol Bagchi, Arunima Shah, & Ankita Misra, (2019) Explaining normative behavior in information technology use, Information Technology and People, 32(1):94-117

Mrityunjay Kumar Tiwary, Divya Upadhyay, & Shobhit Aggarwal, (2019) How important is applicants' perception about job relatedness of selection process?, International Journal of Indian Culture & Business Management, 18(1):85

Ranjan Kumar & **Neerja Pande**, (2019) Blended programs for working professionals: developing a path analysis-based structural model to achieve skill development outcomes, International Journal of Management Practice, 12(4):443-475

Nishant Uppal, Moderation effects of perceived organisational support on curvilinear relationship between neuroticism and job performance, Personality and Individual Differences, 105:47-53

Omkarprasad S.Vaidya, Ganapathy L & Sushil Kumar (2019) A cost minimisation model for system reliability allocation, International Journal of Quality & Reliability Management,

Omkarprasad S.Vaidya & **Sushil Kumar** (2019), A Multi-Criteria Performance Evaluation Framework for Rehabilitation Service Operations, Global Business Review

Ashish Rastogi, Surya Prakash Pati, **Pankaj Kumar**, J.K. Dixit, & Sudepta Pradhan,(2018) Student engagement in Indian context: UWES-S validation and relationship with burnout and life satisfaction, International Journal of Work Organisation and Emotion, 9(1):89

Payal Mehra, (2018) Investicom- An Investor Negotiation Simulation, Journal of Organizational Behavior Education, 11(2018)

Pradeep Kumar, (2018) Sequence clustering approach for clustering web user session, International Journal of Business Information Systems, 28(1)

Mukul Gupta, **Pradeep Kumar** & **Bharat Bhasker**, (2019) DPRel- A Meta-Path Based Relevance Measure for Mlning Heterogeneous Networks, Information Systems Frontiers, 21(5):979-995

Prakash Singh & **Sanjeev Kapoor**, (2019) Transaction costs in microfinance- study from client's perspective, International Journal of Development Issues 18(1):34-50

Prakash Singh, Nidhi Srivastava, & Ankur Kukreti, An essay on Strategic Collaboration, International Journal of Creative Research Thoughts, 6(2)

Prem Prakash Dewani, Achint Nigam, & Manoj Motiani, Kay Cinema: Pricing Dilemma for Delhi NCR Region, Journal of International Business Education, 12(Special) Volume 12: 2017, pp. 135-148

Rajesh Premchandran & **Pushpendra Priyadarshi**, (2018) Employee wellbeing in the Indian IT/ ITES sector- the role of empowering leadership and work-family enrichment, International Journal of Happiness and Development, 4(4)

Pushpendra Priyadarshi & Rajesh Premchandran, (2018) Job characteristics, job resources and work-related outcomes: Role of person-organisation fit, Evidence-based HRM: a Global Forum for Empirical Scholarship, 6(2):118-136

Gourav Dwivedi, **R.K.Srivastava** & **Samir Srivastava**, (2018) A generalized fuzzy TOPSIS with improved

closeness coefficient, Expert Systems with Applications, 96:185-195

Vijaya Dixit, Atanu Chaudhuri & **R.K.Srivastava**, Procurement scheduling in engineer procure construct projects- a comparison of three fuzzy modelling approaches, International Journal of Construction Management, 18(3)

Rakesh V. & Gajendra K. Adil, (2019) An integrated design approach for class-based block stacked warehouse, Facilities, 37(13/14):919-941

Rupanwita Dash & Kumar Rakesh Ranjan, (2019) An Effectual-Causal View of Managerial Decisions in the Internationalization of Indian MNEs, Journal of International Management, 25:101-120

Sundar Balakrishna & **S. Venkataramanaiah** (2019), Impact of IT enabled services on the state GDP- A Case of Andhra Pradesh, Indian Journal of Economics & Business, 19(1)

Sabyasachi Sinha, (2019) The Emergent-Strategy Process of Initiating Organizational Ambidexterity, Journal of Strategy and Management, 12(3):382-396

Sameer Mathur, (2019) Hotel Pricing at popular US Tourist Destinations, Tourism Recreation Research 144(2):247-256

Alok Raj & **Samir K Srivastava** (2018) Sustainability performance assessment of an aircraft manufacturing firm, Benchmarking: An International Journal, 25(5):1500-1527

Sanjay Kumar Singh & Amit P. Jha, Efficiency and Effectiveness of State Transport Undertakings in India: A DEA Approach, Theoretical Economics Letters, 2017(7)

Sanjay Kumar Singh, 2017 Optimal Pricing- Theory and Application to Publicly Supplied Bus Transport Services, International Journal of Economic Research, 14(8)

Sanjay Kumar Singh, State Transport Undertakings in India- Status and Issues, International Journal of Applied Business and Economic Research, 15(2017)

Sanjay Kumar Singh, Ramsey Pricing- An Application to Publicly Supplied Urban Bus Transport Services in India, International Journal of Economic Research, 15(December) 14(15(4))

Ansh Gupta, **Satya Bhusan Dash** & Abhishek Mishra, (2019) All that glitters is not green- Creating trustworthy ecofriendly services at green hotels, Tourism Management, 70:155-169

Somdeep Chatterjee, (2018) Storage infrastructure and agricultural yield- evidence from a capital investment subsidy scheme, Economics, 12(65):1-19

Somdeep Chatterjee, (2019) The Curious Case of Farmer Credit Cards- Evidence from an Indian Policy Reform, The BE Journal of Economic Analysis and Policy, 19(1)

Sonia Singh & Shalabh Singh, (2018) Bi-Criteria Transportation Problem with Multiple Parameters, Annals of Operations Research, 269(1-2):667-692

Sowmya Subramaniam & **Madhumita Chakraborty**, (2019) Investor Attention and Cryptocurrency Returns- Evidence from Quantile Causality Approach, Journal of Behavioral Finance

Himanshu Rathore, **Suresh Kumar Jakhar**, Arijit Bhattacharya, & E. Madhumitha, (2018) Examining the mediating role of innovative capabilities in the interplay between lean processes and sustainable performance, International Journal of Production Economics

Suresh Kumar Jakhar, Sachin Kumar Mangla, Sunil Luthra, & S. Kusi-Sarpong, (2019) When stakeholder pressure drives the circular economy- Measuring the mediating role of innovation capabilities, Management Decision, 57(4):904-920

Ankur Chauhan, Harpreet Kaur, Sachin Yadav & **Suresh Kumar Jakhar**, (2019) A hybrid model for investigating and selecting a sustainable supply

chain for agri-produce in India, Annals of Operations Research, 275(1)

Suresh Kumar Jakhar, Himanshu Rathore, & Sachin Kumar Mangla, (2018) Is lean synergistic with sustainable supply chain? An empirical investigation from emerging economy, Resources Conservation and Recycling, 139:262-269

Shireesh & **Sushil Kumar**, (2018) Evolution of stakeholder management approach in business- A literature review, International Journal of Business and Emerging Markets, 10(2)

Rohit Gupta, **Indranil Biswas** & **Sushil Kumar**, (2019) Pricing decisions for three-echelon supply chain with advertising and quality effort-dependent fuzzy demand, International Journal of Production Research, 57(9)

Vikas Srivastava, (2019) Distressed debt investments in India- What more needs to be done to strengthen regulations?, International Journal of Indian Culture & Business Management, 18(3)

Vipul & **Vikas Pandey**, (2018) Volatility spillover from crude oil and gold to BRICS equity markets, Journal of Economic Studies, 45(2):426-440

Y.K. Agarwal & Y.P. Aneja, (2017) Fixed charge multicommodity network design using p-partition facets, European Journal of Operational Research, 258(1):124-135

Book Publication Details

S. No.	Authors	Type	Book Title	Publisher	Chapter Name
1	Nandita Roy	Book Chapter	The SAGE International Encyclopedia of Mass Media and Society	Sage	Hot and Cool Media Theory
2	Rajesh Aithal, Satyam, & Harshit Maurya	Book Chapter	Strategic Marketing Issues in Emerging Markets	Springer	Distribution Challenges in Emerging Markets: Evaluating Alternate Distribution Strategies for FMCG Firms in Rural India
3	Rajesh Aithal & Satyam	Book Chapter	Bottom of the Pyramid Marketing: Making, Shaping and Developing BOP Markets	Emerald Publishing	Reflections from a periodic market in rural India
4	Vijay Pal Singh	Book Chapter	New Dimensions of IPR	Manakin Press Pvt. Ltd.	Overview of Domain Name Disputes and Regulatory Framework
5	Samir K. Srivastava, Lee J. Krajewski, Manoj K. Malhotra, & Larry P. Ritzman	Edited Book	Operations Management- Process and Supply Chain	Pearson	

National and International Conferences

S.No.	Name of Faculty	Conference Title	Name of the Organization, Place, Date
1	S. Venkataramanaiah	POMS 29th Annual Conference	Production and Operations Management Society (POMS), USA, 4 - 7 May, 2018
2	S. Venkataramanaiah	Emergency Medicine India 2018	Emergency Medicine India Association, Varanasi, July 21-22, 2018
3	S. Venkataramanaiah	XXII SOM 2018 Annual Conference, IIM Kozhikode, Kerala	Society Operations Management (SOM) India, IIM Kozhikode, 20 -22 December, 2018
4	S. Venkataramanaiah	GLOGIFT 2018 Conference	IIM Lucknow & GLOGIFT, IIM Lucknow, 18-20, December, 2018
5	Devashish Dasgupta	Policy Analysis & Programme Evaluation Workshop	GRAAM, Bangalore, July 3 - 18
6	Seshadev Sahoo	Global Finance Conference, ESSCA School of Management	Global Finance Association and ESSCA School of Management, Paris, France, 3 - 5 July, 2018
7	Ashutosh Kumar Sinha	2018 Academy of Management Annual Meeting	Academy of Management, Chicago, USA, Aug 10-14, 2018
8	Ashutosh Kumar Sinha	Strategic Management Forum Annual Convention 2018	IIM Tiruchirappalli, Dec 25-27 2018
9	Satya Bhusan Dash	Brain-to-Society Design & Behaviour Research with Food Convergent Innovation Design Workshop	TCS, Pune, 24 - 25, April 2018
10	Satya Bhusan Dash	Managing Business & Innovation in Emerging Markets (2018 JAMS India Conference)	ISB Hyderabad 26 - 28 April, 2018
11	Satya Bhusan Dash	Seminar: One day Theory Construction Workshop by Dr. Ajay Kohli	IIM, Kolkata, 29 November 2018
12	Somdeep Chatterjee	Society of Economic Research (SERI) in India Conference 2018	IIM Bangalore, 14 - 15 July, 2018
13	Somdeep Chatterjee	UGC-DSA Conference on Contemporary Issues in Development Economics	UGC-DSA, Deptt. Of Economics, University of Calcutta 10 - 11 December, 2018
14	Prakash Singh	8th Annual International Conference on Accounting & Finance	Global Science and Technology Forum (GSTF) Singapore 23 - 24 July, 2018

S.No.	Name of Faculty	Conference Title	Name of the Organization, Place, Date
15	Prakash Singh	Fourteenth International Accounting conference	IAA Research Foundation - Deloitte (India) Kolkata 5 - 6 January 2019
16	Madhusudan Karmakar	25th Annual Global Finance Conference	Global Finance Association France 3 - 5 July, 2018
17	Rajesh Aithal	BoP Global Network Summit	BOP Global Network Team New Delhi 18-20, April, 2018
18	Rajesh Aithal	7th Subsistence market Place Conference	University of Illinois, Urbana, Champaign 22 - 24 June 2018
19	Rajesh Aithal	12th Great Lakes Nasmei Marketing Conference	Great Lakes Institute of Management, Chennai 20 - 21 December 2018
20	Himanshu Rai	Academy of Management Conference	AOM Chicago, USA 10-14 August, 2018
21	Kshitish Awashti	Pan IIM Conference	IIM Bangalore 12-15 December, 2018
22	Kshitish Awashti	SMS Conference-Hyderabad	Strategic Management Society Hyderabad 15 - 18, December 2018
23	Nishant Uppal	Academy of Management Annual Meeting	Academy of Management Chicago August 10-14, 2018
24	Anirban Chakraborty	IJAS International Conference for Business & Economics	International Journal of Arts and Sciences Florence, Italy 26 - 29 June, 2018
25	M. Maity	European Marketing Academy Conference 2018	Glasgow, Scotland 29 May - 1 June, 2018
26	M. Maity	EMCB 2019 Conference	IMT Ghaziabad 6 - 8 January, 2019
27	M. Maity	Traveling Classroom on Self Techne and Biopolitics	IIT, Delhi 17-21 January, 2019
28	Rakesh V	Inform's Annual Meeting 2018	INFORMS USA 4 - 7 November, 2018
29	Rakesh V	GLOGIFT 2018 Conference	IIM Lucknow & GLOGIFT, Lucknow 18 - 20 December, 2018
30	Rakesh V	12th Annual ISDSI Conference	Indian Subcontinent Decision Sciences Institute SPJIMR, Mumbai 27 - 30 December, 2018
31	Suresh Kumar Jhakar	Inform's Annual Meeting 2018	INFORMS USA 4 - 7 November, 2018
32	Suresh Kumar Jhakar	12th Annual ISDSI Conference	Indian Subcontinent Decision Sciences Institute SPJIMR, Mumbai 27 - 30 December, 2018
33	Suresh Kumar Jhakar	GLOGIFT 2018 Conference	IIM Lucknow & GLOGIFT, Lucknow 18 - 20 December, 2018
34	Jyotirmoy Dalal	Inform's Annual Meeting 2018	INFORMS USA 4 - 7 November, 2018
35	Jyotirmoy Dalal	12th Annual ISDSI Conference	Indian Subcontinent Decision Sciences Institute SPJIMR, Mumbai 27 - 30 December, 2018
36	Jyotirmoy Dalal	XXII Annual International Conference (SOM 2018)	Society of Operations Management Kozhikode 20 - 22 December, 2018
37	Kaushik Ranjan Bandyopadhyay	Annual Conference - Academy of Management	Academy of Management Chicago August 10-14, 2018
38	Kaushik Ranjan Bandyopadhyay	Price Babson Symposium on Entrepreneurship	Babson College, Boston, USA 6 - 10 January 2019
39	Anadi Saran Pande	Society and Management: Indian Culture vis-à-vis Western Culture	IIM, Kozhikode 26 - 27 August, 2018
40	D. Tripathi Rao	Maintaining Stability, Strengthening Momentum of	Bank of Indonesia, Indonesia, August 30-31, 2018
41	Mrityunjay Kumar Tiwary	17th Global Business Research Conference	Global Research Institute for Business Academics Tokyo, Japan April 5-6, 2018
42	Mrityunjay Kumar Tiwary	ISER 1st International Conference on Social Sciences, Humanities, Business Management & Economics Research.	Institute for social and economic research Paris, France Feb 9 - 10, 2019

S.No.	Name of Faculty	Conference Title	Name of the Organization, Place, Date
43	Hrushikesh Panda	Talking Development where it matters the most	Kalahandi Dialogue Coordination Committee Bhawanipatna, Odisha September 28-30, 2018
44	R.K. Srivastava	12th Annual Indian Subcontinent Decision Sciences Institute International Conference (ISDSI 2018)	S.P. Jain Institute (SPJIMR) Mumbai 27 - 30 December, 2018
45	Sanjay K Singh	International Conference on Economics and Development 2018	Institute of Scientific and Engineering Research (ISER), Jaipur, 30 October 2018
46	Sanjay K Singh	International conference on recent multidisciplinary research (ICRMR)	Goa University, Goa 24 - 25 January 2019
47	Sanjay K Singh	International Conference on Business Management 2019	Delhi Technological University, Delhi 29 - 30, March, 2019
48	Neerja Pande	Mindfulness India Summit - 2018	IIM Ahmedabad & Beyond Mind Mumbai 22 - 22 November, 2018
49	Debdatta Pal	Workshop on Cognitive Analysis	IIM Ahmedabad 07-09, December 2018
50	Debdatta Pal	Western Economic Association 15th International Conference	Western Economic Association Tokyo, Japan 21 - 24 March, 2019
51	Sowmya S	India Finance Conference 2018	IIM Calcutta 20-22 December, 2018
52	Sabyasachi Sinha	Rethinking Corporate Strategy in the Age of Paradox-SMS Special Conference	Strategic Management Society Hyderabad 15 - 18 December, 2018
53	Sabyasachi Sinha	GLOGIFT 2018	IIM Lucknow, 18-20 Dec 2018
54	Kirti Bardhan Gupta	Digitization and Flexibility for Organizational Management and Transformation	Global Institute of Flexible System Management, Lucknow 18-20 December, 2018
55	Rupanwita Dash	Academy of International Business (Australia & NZ) Annual Conference	Academy of international Business Australia 11-13 Feb, 2019
56	Pradeep Kumar	GLOGIFT 2018	IIM Lucknow, 18-20 Dec 2018
57	Pradeep Kumar	International Conference on Digital Economy	IIM Raipur 8 - 9 February, 2019
58	Vivek Gupta	GLOGIFT 2018	IIM Lucknow, 18-20 Dec 2018
59	M.K. Awasthi	GLOGIFT 2018	IIM Lucknow, 18-20 Dec 2018
60	O.S. Vaidya	GLOGIFT 2018	IIM Lucknow, 18-20 Dec 2018
61	Sushil Kumar	GLOGIFT 2018	IIM Lucknow, 18-20 Dec 2018
62	Vikas Srivastava	GLOGIFT 2018	IIM Lucknow, 18-20 Dec 2018
63	Vikas Srivastava	NIBM-Association Conference on Infra Finance	NIBM, Pune 29 January, 2019
64	Ashish Aggarwal	Principles for Responsible Management Education Asia Forum	UN Global Compact and S.P. Jain Instt. Of Management and Research Mumbai 12 - 14, December, 2018
65	Chandan Sharma	8th Applied Financial Modelling Conference	School of Management and Administrative Sciences, Istanbul 11 - 12 April, 2019
66	Krishna Balodi	International Conference on Business Research & Policy 2019	Chandragupta Institute of Management, Patna March 7- 8, 2019
67	Vijay Pal Singh	Contextualizing Mahatma Gandhi's Philosophy in the 21st Century: Democracy, Justice, Equality and Non-Violence	Dr. Ram Manohar Lohia National Law University, Lucknow, 29 March 2019

02 Consultancy

Consultancy projects form one of the major and integral activities undertaken by faculty at IIM Lucknow. In addition to generating revenue, consultancy projects help IIM Lucknow faculty in keeping abreast with practical management issues facing industry and government. These projects also lead to development of cases and research papers, thus contributing to the body of knowledge.

In consonance with the institute's philosophy of concern for and commitment to the society, consultancy activities have focused on improvement and betterment of existing public utility systems and core areas. In this respect, our faculty has been undertaking several socially relevant consultancy projects in thrust areas like Agriculture, Entrepreneurship, Health Management, Education, Information Technology, Transportation and Rural Development. Past projects include strategy recommendations, customer analysis, cost analysis, balance sheet analysis and review of financial forecasts, marketing plans and many others.

8 consultancy projects were completed during the academic year 2018-19, whereas 11 were



Details of Consultancy Projects completed during 2018-19

S.No.	Client Organization	Title of Consultancy project	Name of faculty (Chief Consultant)
1	U.P. State Road Transport Corporation, Lucknow	Evaluation of Contractual Manpower Available under Various Staff Categories and to Rationalise the current compensation design	Prof. Himanshu Rai
2	Brandvox Communications Pvt Ltd	Navigator Project on Responsible Lending	Prof. Devashish Das Gupta
3	Shiv Nadar Foundation	Impact Evaluation of Shiksha Elementary	Prof. Somdeep Chatterjee
4	National Handloom Development Corporation Ltd.	Formulation of Corporate Strategic Plan Vision Document for NHDC	Prof. Rajesh K. Aithal
5	Department of Post, New Delhi	Mid Term Review of the IT Modernization Project of Department of Post	Prof. Amit Agrahari , Prof. Anirbarn Chakraborty
6	Ministry of New & Renewable Energy, Govt. of India	Study on tariff based reverse auction or closed e-bidding in wind and solar sector	Prof. Samir Srivastava Prof. Amit Agrahari
7	U.P. Sugar Mills Association	Study on Economic Viability/ Sustainability of the Sugar Industry in U.P.	Prof. Sanjeev Kapoor
8	Department of Industrial Policy & Promotion, Ministry of Commerce & Industry	Preparation of District Strategy to enhance the economic growth of Varanasi, Visakhapatnam & Muzaffarpur	Prof. Kshitij Awasthi Prof. P. Priyadarshi, Prof. S.Venkataramanaiah Dr. C.M. Mishra

Consultancy Projects in Progress: 2018-19

S.No.	Client Organization	Title of Consultancy project	Name of faculty (Chief Consultant)
1	Pawan Hans Ltd.	Study on Operational Research on Optimum Utilization of Pilots and Technical Personnels of Pawan Hans Ltd.	Prof. S. Venkataramanaiah, Prof. S. B. Dash, Prof. Neeraj Dwivedi
2	Abott India Ltd., Mumbai	KOL Segmentation Strategy	Prof. Rajeev Kumra
3	UP Handicrafts Development and Marketing Corporation Ltd.	Activities of UP Handicrafts Development and Marketing Corporation Ltd., Lucknow	Prof. Devashish Das Gupta, Prof. Sabyasachi Sinha
4	Nuvoco Vistas Corp. Ltd.	Competency Mapping and Group Counselling of Nuvoco Vistas Corp. Ltd. Executives	Prof. Rajeev Kumra
5	U.P. Beej Vikas Nigam, Lucknow	Developing Corporate Business Plan	Prof. Sanjeev Kapoor Dr. C. M. Mishra

S.No.	Client Organization	Title of Consultancy project	Name of faculty (Chief Consultant)
6	Defence Institute of Bio-energy Research	A Strategic Study of Human Migration from the Deep Himalayan Border	Prof. M.K. Awasthi
7	Kolkata Port Trust	Process Re-engineering of the General Administration Processes at Kolkata Port Trust	Prof. Amit Agrahari Prof. Samir Srivastava
8	U.P. Development Systems Corporation Ltd. (UPDESCO), Lucknow	Restructuring the Staffing pattern of UPDESCO	Prof. Devashish Das Gupta
9	Commercial Tax Dept., Govt. of U.P.	Cadre Restructuring of Commercial Tax Department and Preparation of SHRM and HR Deployment Plan	Prof. Vikas Srivastava Prof. Himanshu Rai
10	King George's Medical University, Lucknow	Preparation of Detailed Project Proposal (DPP/DPR) for Centre for Advanced Skills Development at KGMU, Lucknow	Prof. P. Priyadarshi
11	Directorate of Medical Education & Training, U.P.	Organisational Restructuring of Office of DGME, Lucknow (U.P.)	Prof. Devashish Das Gupta

Research Projects

Externally Funded Research Projects (2018-19)

Project Title	Project Incharge	Name Of Sponsoring Institution/Agency
Diagnostic Research Study on Start-ups for Transformational Development in Dumka District	Dr. C. M. Misra	District Collector, Dumka (Jharkhand)
Tasar Silk in Dumka from tribal to global issue and challenges, a diagnostic research	Dr. C. M. Misra	Central Tasar Research & Training Institute, Ranchi (Jharkhand)
Anannyo – the Unique: An action research to claim women's singleness in West Bengal, India	Dr. Nandita Roy	American Jewish World Service

Seed Mondy Projects (2018 – 19)

Project Title	Project Incharge
Who Prefers Private Health Care? Understanding the selection effect.	Dr. Somdeep Chatterjee

Section 03

CENTRE OF EXCELLENCE

01 Centre for Food & Agribusiness Management (CFAM)

Established in the year 1998, the Centre for Food and Agribusiness Management (CFAM) has grown into a 'Global Centre of Excellence' in the field of food & agribusiness management education, research & consultancy. The Centre strives to accelerate the professional management of agricultural and other rural resources by integrating business with farming.

The main aims of the Centre for Food and Agribusiness Management are:

- ▲ To generate knowledge for efficient management of the farm sector by preparing young, dynamic graduates and entrepreneurs;
- ▲ To impart high-level practical training supported by field-based research through effective linkages between national & international academic institutions as well as organizations and agencies; and

To offer consultancy to national & international organizations in the field of agriculture and rural management

“

**Centre for Food
and Agribusiness
Management (CFAM)**

has grown into a 'Global
Centre of Excellence'
in the field of food &
agribusiness management
education, research &
consultancy.

”





02 Centre for Marketing in Emerging Economies (CMEE)

Established in 2012, the Centre for Marketing in Emerging Economies (CMEE), is a lively resource centre based at the Noida campus of IIM Lucknow. Apart from conducting advanced marketing research and state-of-the-art research workshops & conferences on contemporary marketing issues, the Centre has been instrumental in bringing together scholars, practitioners and government officials interested in marketing in emerging economies.

Objectives of the centre are:

1. Continuous Education
2. Research & Publication
3. Networking

Continuous Education

CMEE organized a 2-day workshop on 'Teaching & Practicing Marketing Research', on January 10th & 11th, 2019 at IIM Lucknow-Noida campus. Objective of the workshop was to advance the understanding of usage and application of marketing research in emerging markets and facilitate collaboration among leading emerging market research professional, academicians and industry practitioners for achieving marketing excellence. The sessions in the workshop were conducted on: Introduction to Marketing Research, Defining the problem, Research Design, Measurement & Scaling, Basic Quantitative Techniques, Teaching Qualitative Marketing Research, Advanced Quantitative Techniques and Case Studies: In Indian texts. Also, there were two special plenary sessions that were conducted

The first plenary session conducted was on the topic: I) Contemporary challenges and future prospects of marketing research for earning a seat in decision maker & practitioner's perspective. The session was chaired by Prof. Naresh K. Malhotra, Regents' Professor Emeritus, GeorgiaTech, USA, with panel members such as Ms Preeti Reddy, CEO, Kantar Insights, South Asia & CEO Kantar IMRB; Mr Deepak Taneja, Director, eCommerce - India & SEA, Microsoft; Mr Sandeep Arora, Vice-President, Market Research Society of India; Mr Shubhabrata Roy, Founder Director & CEO, Purple Audacity Research & Innovation.

The second plenary session conducted was on the topics: II) How marketing research help business build emerging new India. The session was chaired by Mr Mohan Krishnan, Former VP, IMRB; with panel member such as Mr Subhransu Rout, Head-Consumer Insights & Intelligence, AirTel; Mr Shailendra Singh, VP-Maruti Suzuki; Mr Sandeep Verma, President, Bajaj Corp. Ltd; Mr Avinash Iragavarapu, International Political Campaign Strategist & Trump Campaign Alumnus

Research & Publication

CMEE has conducted a voter preference study to investigate the sentiments and reviews of the voters, and their association with their choice of party

CMEE, in collaboration with its member organization, India Open Data Association (IODA), has undertaken a PAN-India research project on 'Digitalization, Data & Social Development: Alternate Approaches to Learning, Livelihood & Health Awareness'. To further conduct this ambitious study on a PAN-India level, we have already received consent from the Government of Uttar Pradesh & Government of Jammu & Kashmir, for initiating a study in the respective states. The findings of the study will help in understanding the important benefits & challenges encountered of using digital technology by the citizens of India and help the policymakers to come up with more effective regulatory & policy inputs towards frugal innovation for achieving sustainable development goals towards prestige and wealth of the state and the nation. Such study will bring out very interesting findings in the public domain for better policy-making and for driving maximum benefits of Digital India to the citizens of India

Networking

CMEE has been in touch with its past workshop & conference participants, and existing members, for possible collaboration for conducting research and workshops and conference in India & abroad.

03 Centre for Leadership & Human Values (CLHV)

CLHV has been recognised as an epicentre for disseminating value based education in India. The Centre for Leadership and Human Values aspires to promote:

- ▲ Fostering the task of nation building through values- based leadership;
- ▲ Creation of an international forum for managers, administrators, political leaders and diverse professionals to articulate multiple perspectives on leadership
- ▲ Appreciation of multi-disciplinary approaches to leadership theory and practice
- ▲ Personal and organisation transformation through leadership education Purpose



04 Centre for Business Sustainability (CBS)

The Centre for Business Sustainability (CBS) at IIM Lucknow is a multidisciplinary, collaborative body of experts committed to provide support to businesses in the process of reconciling profit imperatives with environmental and social imperatives. CBS helps businesses to view emerging Social and Environmental issues not just as challenges but also as opportunities for growth, diversification, cost savings, refining/ redefining the business models, etc.

Objectives:

- ▲ To be a leader in advocating business sustainability by sensitizing industry, government, civil society and academia about the need for integrating sustainability principles with business strategy
- ▲ Provide substantial inputs to improve the performance of business sector so as to ensure socially desirable, environmentally responsible and economically viable business models.
- ▲ Participate in the policy development process by carrying out research in public policy related to sustainability and sustainable development, and provide vital inputs to policy makers for creating appropriate framework conditions for business sustainability
- ▲ To provide framework to businesses for putting sustainability into a realistic context and actionable steps
- ▲ To help businesses anticipate future developments as well as opportunities and challenges.



INCUBATION CENTRES

IIM Lucknow Enterprise Incubation Center is focused to provide faster growth to new ventures for successful commercialisation of technology / product. It provides a combination of accelerator program, seed capital, corporate venture capital fund, smart co-working space, corporate market access, mentoring and training programs. Our mission is to mitigate the rate of start-up failure through business acceleration and incubation support.

Snapshot

Incubated :14 startups (4 IIML alumni startups)

Trained and mentored 300+ startups / students / aspiring entrepreneurs through events, workshops etc.

Partnered with PSUs for Corporate Venture Capital Funding (HPCL, ONGC, GAIL, NFL)

External fund raised for & by startups 20.28 Crore

Employment generated by incubated startups 150+ (physical + virtual incubate)

Launched Delhi - NCR startup pitch series

Launched Save -e- fair, a mentor series program for startups

Launched Corporate Venturing program 2.0 for PSUs & Corporates

Participated in the Startup Expo at Pragati Maidan and exhibited incubated startups.



List of Activities 2018-19:

S.No.	Date	Event
ONGC Pitch Day		
1	Apr-18	In April 18, EIC hosted ONGC Pitch Day. The event was organised in collaboration with our strategic partner ONGC. More than ten startups participated in the event. They pitched-in their ideas to a panel comprising of top management from ONGC and EIC, and few IIML faculty members.
Savoir Faire with Suman Sengupta:		
2	May-18	In May 2018 IIMI – EIC has organized a brief Mentor session on The Startup Ecosystem . The eminent speaker intricated the entire dynamics of the Startup industry. She also enlightened the audience on interactions of a system to create and scale new Startup companies.
Savoir Faire with Arun Aggarwal, Business Head – Infinity Media Network (Pvt) Ltd:		
3	Jun-18	In June 2018 EIC organised “Savoir Faire” at IIM Lucknow Noida Campus. Arun Agarwal, Business Head, Infinity Network, was the main speaker at the event. An expert in financial modelling, he delineated that Financial modelling is to build an abstract representation of the world financial situation. Further he defined financial modelling as a mathematical model designed to represent the performance of a financial asset or portfolio of a business, project, or any other investment.

S.No.	Date	Event
4	Jul-18	HPCL Pitch Day
		In July 2018, EIC hosted the first edition of HPCL Startup Pitch Day. The event was organised in collaboration with our strategic partner HPCL. About fifteen startups participated in the event. They pitched their ideas to a panel comprising of top management from HPCL and EIC, angel investors, and few IIML faculty members.
5	Aug-18	HPCL Pitch Day
		In August 2018, EIC hosted the second edition of HPCL Startup Pitch Day. The event was organised in collaboration with our strategic partner HPCL. About fifteen startups participated in the event. They pitched their ideas to a panel comprising of top management from HPCL and EIC, angel investors, and few IIML faculty members.
6	Sep-18	Savoir Faire with Saurabh Jain, Vice President – Paytm:
		In Sept 2018, EIC organised an interactive session on “ Corporate Engagement – Program for Startups ”. Saurabh Jain, Vice President Paytm was the chief speaker at the event. The program aimed to develop an in-depth insight about startup products, corporate relations and social impact of startups. Saurabh Jain also shared some insights from his own experiences and the success story of Paytm.
7	Oct-18	HPCL Pitch Day
		In October 2018, EIC hosted the third edition of HPCL Startup Pitch Day. The event was organised in collaboration with our strategic partner HPCL. About fifteen startups participated in the event. They pitched their ideas to a panel comprising of top management from HPCL and EIC, angel investors, and few IIML faculty members.
8	Dec-18	Advance Blockchain Certification Course:
		IIML-EIC conducted “Advance Blockchain Certification Course” from 17 th December 2018 to 22 nd December 2018. The program focused on Fundamentals of Blockchain technology, blockchain platforms, implementation, architecture and frameworks of the blockchain technology. The program also projected the future of the blockchain technology in India.
9	Dec-18	HPCL Pitch Day
		In December 2018, EIC hosted the fourth edition of HPCL Startup Pitch Day. The event was organised in collaboration with our strategic partner HPCL. More than ten startups participated in the event. They pitched their ideas to a panel comprising of top management from HPCL and EIC, angel investors, and few IIML faculty members.
10	Feb-19	HPCL Pitch Day
		In February 2019, EIC hosted the fifth edition of HPCL Startup Pitch Day. The event was organised in collaboration with our strategic partner HPCL. More than ten startups participated in the event. They pitched their ideas to a panel comprising of top management from HPCL and EIC, angel investors, and few IIML faculty members.

List of Start-ups Incubated by Enterprise Incubation Centre

S. No.	Name of the Start-up	Brief Description of Business	Achievements (if any)
1	Jan Elaaj	Jan Elaaj is a chain of digitised health clinics delivering affordable primary healthcare, serviced by registered medical practitioners. Clinical Services will include Doctors Medical Consultancy, Pathological Tests, Diagnosis, Medical Prescriptions, Minor Procedures, such as, ECG, Drips/IV, Injections, Immunizations and Disbursal of Medicines. Jan Elaaj seeks to standardize basic healthcare while focusing on Affordability and Convenience.	-
2	Techny Birds	Established in 2016, Techny Birds is involved in designing and production of STEM toys. These toys are based on different concepts of Science, Technology, Engineering and Mathematics. The current team of Techny Birds consists of marketing, designing, and production individuals. The company caters to gifts and educational toys industry, with a product range of up to thirty offerings. Techny Birds Toys are manufactured by Scientific Learning and Educational Aids. The aim of these toys is to provide an explanation of scientific principles through toys and games.	-

S. No.	Name of the Start-up	Brief Description of Business	Achievements (if any)
3	Target Plus Education Pvt. Ltd.	TARGET Plus goes beyond assessment ‘of’, ‘for’ and ‘as’ learning to provide a truly rich personalised learning experience that guarantees results. Built on the principle of “Compete with Yourself”, TARGETplus helps all learners not only identify their learning gaps but also improve on their mistakes, that too, in a matter of minutes, not hours or days. TARGETplus is the quickest way to build skill towards an upcoming examination. It is both time-efficient and cost-effective. TARGETplus Diagnostic Sessions were first made as online mocks for students of City Montessori School, Lucknow, the world’s largest school (a Guinness World Record Holder).	-
4	Constems – AI Pvt. Ltd.	Constems- AI is an artificial Intelligence (AI) & Immersive Solutions Company. Their AI based systems solution provides smart analytics solution to Retailers and Commercial premises owners using Computer Vision and Machine Learning. In their service-based offerings, they provide AR, VR, IoT, and machine learning based immersive brand experiences to marketing and advertising companies.	-
5	Rx2Rx Labs Pvt Ltd.	Rxico is a web and mobile based B2B solution which provides hassle free inventory management and medicine sourcing for Pharmacy, and allows individuals to order medicine on best price from nearby pharmacy. Also plays a vital role in medicine data interoperability.	-
6	Hypothesiser	Hypothesizer is a cloud platform for enterprises that from hand-filled paper forms. captures & delivers data from mobile and web and charge for analytics over data.	-
7	Logic Ladder Technologies	Logic Ladder is committed to provide the best possible Energy and Environment intelligence technology to the customers. They create software that makes energy and environment data simple to acquire, understand and act upon so that the customer can save energy. The software solutions are used by some of the leading companies in the world to save energy and meet environmental compliance.	-
8	Simulanis Solutions Pvt Ltd	Simulanis is a multi-award-winning Ed-Tech company leveraging Augmented Reality (AR), Virtual Reality (VR) and 3D simulation technologies to develop cutting-edge interactive, engaging and immersive products for the education, learning and skilling domains.	Won an award at Petro-tech 2019. Won award at startup Autobahn
9	Adrilla Technologies pvt Ltd	AADRILA TECHNOLOGIES PRIVATE LIMITED help lenders to go through faster KYC Checks using the natural language processing and predictive algorithms based on Artificial Intelligence tool called Bancalytics. The platform and algorithms extract deep insights from the bank statements based on machine learning. The company offer these insights to drive decisions and automate extraction of data for lenders. Verif-ID technology of the company checks the customers, leads, and merchants digitally. It can be used as a complementary tool for KYC	-
10	Skilancer Solar Pvt Ltd	The company has launched a centrally controlled, self-powered, robot for automatic cleaning of solar panels with elements of artificial intelligence.	Signed an MOU with Govt. of Andhra Pradesh.
11	VDT Pipelines Integrity Solutions Pvt. Ltd.	VDT pipeline integrity solutions is a specialist asset integrity management company that provides dedicated resources to ensure safe, reliable and continued operation of gas and liquid petroleum pipeline assets. VDT specializes in pipeline integrity management, project management, field services technologies.	-
12	Auxesis Technologies Pvt Ltd	Auxesis, is a developer of Auxledger Technology, a step-up form, inspired with the capabilities of Blockchain while focusing towards Enterprise usability and mainstream adoption. With the remarkable technology in place, Auxesis is enabling a coherent ecosystem of technology adopters, platform partners and skilled developers working together to bring the 4th Industrial Revolution.	Organized Blockchain Summit India 2019
13	Green Work Force	They are evolving an AI based platform to deliver programs on Life-long Learner to practice professional career in the Gig Economy and finally achieve the goals in the Entrepreneurial World. This is a Social Entrepreneurship model for inclusive growth of aspiring entrepreneurs, independent professionals, employment seekers, and fresh innovative minds.	-
14	FlixDrop Technologies Pvt. Ltd.	CHMS is a multi-metric, cloud-based ‘Smart Collar’ for dairy cows which improves the efficiency of farm breeding programs and reduces health care costs through early illness detection. CHMS uses a multi-metric analysis on each individual cows behaviour enabling more accurate and timely heat detection. Pre-breeding, CHMS identifies both cystic and non-cycling cows enabling early intervention and treatment.	-

02 IIM Lucknow SIDBI Center for Innovations in Financial Inclusion (SCI-FI)

IIML SCIFI unlocks the entrepreneurial potential of Indian youth by capacity building measures and mentoring start-ups in the domain of financial inclusion.

About the Center

SIDBI Center for Innovations in Financial Inclusion (SCI-FI) was established through an agreement between the two leading public institutions, SIDBI and IIM Lucknow on 18th July 2017 with the aim to nurture start-ups working on financial inclusion aided by technology (FinTech) by providing an enabling environment for the growth of ventures. The center is sponsored under the Poorest States Inclusive Growth (PSIG) Programme of SIDBI supported by the UKAid, Department for International Development (DFID). SCI-FI was inaugurated on 27th Oct 2017 by Shri Mohammad Mustafa, IAS Chairman &MD, SIDBI, and Dr. Ajit Prasad, Director, IIM Lucknow.

IIML SCIFI seeks to unlock the entrepreneurial potential of the Indian youth through capacity building measures and by mentoring of start-ups in the domain of financial inclusion. The incubation center facilitates to explore, understand and turn tech ideas into reality by providing required mentoring support and access to ecosystem resources.

Events

Workshop on “Financial Inclusion by Promoting Technology in Microfinance” by IIM Lucknow-SCIFI and UPMA: Oct 2018

IIM Lucknow-SCIFI and UPMA together organized a workshop on “Financial Inclusion by Promoting Technology in Microfinance” on 29 October 2018 at IIM Lucknow. The objective of the workshop was to explore the nature and extent of adoption of technology in MFI sector, its impact and the challenges in technology adoption. It also facilitated knowledge sharing and cross learning between MFIs.

35 representatives from 12 Micro Finance Institutions (MFI) participated in the workshop along with the representatives from CRIF High mark, EQUIFAX and Microsave. Shri Prakash Kumar, Chief General Manager, SIDBI- PSIG (Poor State Inclusive Growth) programme and Shri A. K. Singh, Chief General Manager, NABARD were the chief guests for the inaugural session. The workshop was moderated by Prof. Sanjeev Kapoor and Mr. Sudhir Sinha from UPMA.

The participants gave a presentation on adoption of technology in their respective organisations. 03 FinTech start-ups, being supported by SCIFI, presented their start-up pitch to the participants



FINPITCH’18 Finale was organised by IIM Lucknow- SCIFI : Nov 2018

SCIFI organised their first national annual pitching event for FinTech start-ups- FinPitch’18 at IIM Lucknow on November 18th, 2018. The objective was to build up support system towards the start-ups working in the area of Financial Inclusion and Fintech.

It was first such event aimed at Financial Sector start-ups, not just in U.P. but in the northern states of India (except NCR). Besides Uttar Pradesh and NCR, the participants came from across the country including start-ups from Bhopal, Chennai, Bangalore, Hyderabad, Mumbai, Jaipur, Jammu, Bhubaneshwar, Patiala, Chandigarh, etc. Incuspaze was the outreach partner and Manfest Varchasva, the execution partner for the event.

The jury and the speakers consisted of some notable investors and eminent FinTech industry players:

- a) Mr. Saurabh Jain- Paytm
- b) Mr. Ujjwal Trivedi- ARTOO
- c) Mr. Brent Zettel- Unitus Ventures
- d) Mr. Sushanto Mitra- Founder & CEO of Lead Angels Network
- e) Mr. Shailendra Ahuja- Aviant Capital Advisors
- f) Mr. Emmanuel V Murray- Caspian Impact Investment Adviser Private Ltd
- g) Mr. Chinnu SenthilKumar- Exfinity Venture Partners
- h) Mr Sunil Mishra- Infosys Finacle Edgeverve

25 start-ups out of 61 applicants were shortlisted for pitching in the preliminary rounds, from which the jury recommended 09 start-ups for the final round.

- a) Dheeraj Kumar (REGU- Hyber Ventures Private Limited)
- b) Shobhit Dixit (Albert Pinto)
- c) Mahindra (Rurebanq- 1 Money) - **1st Runner Up**
- d) Ravi Sethia (Udhaar - Consights Tech)
- e) Swapnil Tripathi (My Skill)
- f) Manav Pavitra Singh (Humawings Private Limited)
- g) Rajendra Lora (Pranam Kissan) - **Winner**
- h) Gokul Rajasekar (REAP) - **2nd Runner Up**
- i) Gaurav Karwa (Bix 42)

Winners were awarded prizes consisting of Cash, Seed Money and Incubation Support.

Pre-Incubation workshop for FinTech startups: Aug 2018 & Sep 2018

SCIFI organized 02 pre- incubation workshop with 05 startups in the month of August and September 2018. The entrepreneurs who participated in the workshops were

- ✦ Mr. Devendra Singh from XIOS,
- ✦ Mr. Dhiraj kumar from Regu,
- ✦ Mr. Amit Srivastava from ePolicy Mart,
- ✦ Mr. Ravi Sethia from Udhaar
- ✦ Mr. Prashant Agarwal from Nivesh Gyan.

04 industry mentors and 03 faculty mentors were engaged to provide personalised one-on-one mentoring to the start-ups in the two day workshops

UP Startup Conclave in partnership with Lucknow Management Association and Government of Uttar Pradesh: 15 Sep 2018

IIML & SCIFI organized UP Startup Conclave partnering with UP Govt. IT-Electronics Dept. & Lucknow Management Association on September 15, 2018 at IIM Lucknow Campus. Fintech was one of the seven sectors identified for the startups for pitching. 425 start-ups applied for the event, of which 110 were shortlisted for the pitching challenge, of which 07 were FinTech start-ups. 03 SCIFI supported start-ups pitched in the event. Minister for IT and Electronics, Govt. of U.P. was the Chief Guest of the event.



Section 05

INTERNATIONAL LINKAGES

International Academic Collaboration

IIM Lucknow has from the inception understood the importance of international linkages and has been seeking international partners that would assist the institute to be more relevant to the dynamic global environment. International linkages are fundamental to the institute's growth, development and contribution to the global community as well as in creating a global niche for itself. To create world class professionals, it is important for them to be exposed to the world. The culture and economic differences between the developed and developing world are too vast to be simply taught in a classroom – it is only by immersing oneself in foreign lands that one learns to appreciate them. Hence the IIM Lucknow International Exchange Programme initiative – a process through which our students do a part of their studies in Business Schools all around the world. At the same time, foreign students and faculty members come to IIM Lucknow to understand the working and mind set of one of the potentially largest markets in the world. 71 students visited our partner institutions. 25 students from our foreign partner institutions visited us.

Our Partner Institutions

Section 06

EXECUTIVE EDUCATION



01 Management Development Programme

Established in 1984, Indian Institute of Management Lucknow, since its inception, has been a leading authority in quality enhancement among corporate and public systems by influencing leadership and management practices. Creation of Management Development Programme (MDP) department in 1985 is one such initiative. The MDP department has initiated a wide variety of programmes and activities aimed at developing leadership and competitiveness in the industry. Each programme is designed to address the distinct needs of specific executives at various points in their career, helping them enhance their skill sets and progress.

The main objectives of the Management Development Programmes (MDP) are:

- ▲ Provide education, training, and consultancy to corporate and public systems.
- ▲ Develop and enhance leadership through people.
- ▲ Upgrade management skills.
- ▲ Improve the competitiveness of private and public sectors by catalyzing innovation of new methods, building capacity and quality enhancement.

The programmes offered by MDP pertain to general management as well as all functional areas. Programmes conducted by IIM Lucknow mainly are of three types -

- ▲ Faculty-driven Open Programmes.
- ▲ Customized programmes to cater to the specific needs of industry.
- ▲ Certification Programmes.

These courses are designed with the intention of offering organizations' area focused industry-integrated upskilling. MDP offers focused training in many areas which would be relevant across bands, roles and job definitions in any vertical or sector.



The programmes offer range from fundamentals, helping executives shifting from one functional area to another to programmes focusing on specific topics to help executives take up specific higher responsibilities. IIM Lucknow conducts internationally patterned certification programmes for executives of corporate and government officials. One year part-time Certificate Management Programmes are designed for such purpose. These programmes have been meticulously designed to inculcate strong conceptual frameworks in business and management skills to integrate advanced management theories with real-world business practices. At present MDP is conducting two such programmes namely Certificate Programme in General Management for Executives (CPGME) and Certificate Programme in Business Analytics for Executives (CPBAE). As part of the corporate social responsibility, IIM Lucknow conducts six months General Management Programme for Defence Officers. The objective of the programme is to facilitate the smooth second career transition of the Defence Officers into the corporate world and familiarize them with contemporary management practices. The programmes can be conducted at either of our campuses (Lucknow or Noida) or the location desired by the client organization.



Highlights (2018-19)

S.No.	Programmes	No. of Programmes	No. of Participants			
			Public Sector	Govt./State/Co-operative Sector	Private Sector	Total
1	General Management Programmes	12	29	50	215	294
2	Customized Programmes	74	881	645	330	1856
3	Open Programmes	32	121	117	451	689
4	Total	118	1031	812	996	2839

Area-wise Programmes

S.No.	Area Wise Programmes	No. of Participants			
		Public Sector	Govt./ State Sector	Private Sector	Total
Agribusiness Management					
1	Agricultural Input Marketing	0	0	23	23
Communication					
1	Corporate Communication and Image Building	3	3	9	15
2	Effective Communication for Managerial Success	0	18	14	32
3	Communication and Managing Relationship for the Executives of GAIL India Ltd.	21	0	0	21
4	Communication, Presentation and Report Writing Skills for DRDO Scientists	0	15	0	15
5	Leadership Excellence: Communication, Influence, and Persuasion	11	2	11	24
6	Strategic Business Communication for the Leaders of Hero MotoCorp Ltd.	0	0	15	15
7	Strategic Business Communication for the Leaders of Hero MotoCorp Ltd.	15	0	0	15

S.No.	Area Wise Programmes	No. of Participants			
		Public Sector	Govt./ State Sector	Private Sector	Total
Finance and Accounting					
1	Finance for Decision Making (for Non-Finance Executives)	3	2	6	11
2	Financial Analysis and Valuation for Strategic Decision Making	0	8	10	18
3	Advanced Financial Statement Analysis for Strategic Decision Making	6	2	7	15
4	Finance for Non-Finance Executives		4	4	8
General Management					
1	Leadership Development Programme for the Executives of Roche Diagnostics India Pvt. Ltd.	0	0	25	25
2	General Management Programme for the Executives of RateGain Travel Technologies Private Limited	0	0	20	20
3	Certificate Programme in Business Analytics for Executives (CPBAE8) 3rd and 4th on-campus modules	0	0	27	27
4	General Management Programme for the Executives of Organic India Pvt. Ltd.	0	0	22	22
5	General Management Programme for the Middle/ Senior Level Executives of ITI Ltd.	0	25	0	25
6	General Management & Leadership Programme for the Middle Level Executives of Oil India Ltd.	20	0	0	20
7	General Management Programme for the Executives of NTPC Ltd.	30	0	0	30
8	General Management Programme for the Executives of Coal India Ltd.	24	0	0	24
9	Certificate Programme in Business Analytics (CPBAE9)	0	0	21	21

S.No.	Area Wise Programmes	No. of Participants			
		Public Sector	Govt./ State Sector	Private Sector	Total
10	One-year Part-time General Management Programme for the Executives (GMPE 16)	0	0	22	22
11	General Management Programme for the Executives of Luminous Power Technologies Pvt. Ltd.	0	0	25	25
12	General Management Programme for the Executives of NTPC Ltd.	27	0	0	27
13	Change Management Programme for the Executives of Bharat Electronics Ltd.	19	0	0	19
14	Change Management Programme for the Executives of Bharat Electronics Ltd.	19	0	0	19
15	Change Management Programme for the Executives of Bharat Electronics Ltd.	17	0	0	17
16	Change Management Programme for the Executives of Bharat Electronics Ltd.	19	0	0	19
17	General Management & Leadership Programme for the Middle Level Executives of Oil India Ltd.	20	0	0	20
18	One-year Part-time General Management Programme for the Executives (GMPE15), Module 4	0	0	29	29
19	One-year Part-time General Management Programme for the Executives (GMPE17)	0	0	19	19
20	General Management Programme for the Executives of Coal India Ltd.	16	0	0	16
21	Advanced Management Programme in association with BSE Institute Ltd.	0	0	12	12
22	General Management Programme for the Executives of NTPC Ltd.	19	0	0	19
23	General Management Programme for the Functional Heads (GMs & JGMs) of Airport Authority of India	22	0	0	22
24	General Management Programme for the Executives of Hindustan Petroleum Corporation Ltd.	24	0	0	24
25	General Management Programme for the Sr. Management Level Executives of Airports Authority of India	25	0	0	25
26	Certification Programme in Aerospace Management for the Executives of HAL	29	0		29
27	Two-weeks Training Programme for Deputy Secretary Level Officers of Central Secretariat Service (CSS) of Government of India under Level F Training Programme	0	40	0	40
28	Creativity, Problem Solving, and Decision Making	6	9	15	30
29	International Training Programme on World Bank's New Procurement Framework	0	0	16	16
30	General Management Programme for the Executives of NTPC Ltd.	20	0	0	20
31	Certificate Programme in Business Analytics (CPBAE10)	0	0	26	26
32	General Management Programme	1	5	21	27

S.No.	Area Wise Programmes	No. of Participants			
		Public Sector	Govt./ State Sector	Private Sector	Total
33	19th General Management Programme for Defence Officers	0	50	0	50
34	General Management Programme for the State Health Professionals of SIFPSA & NHM	0	27	0	27
35	General Management Programme for the State Health Professionals of SIFPSA & NHM	0	19	0	19
36	General Management Programme for the Executives of Airport Authority of India	25	0	0	25
37	General Management Programme for the Executives of NTPC Ltd.	21	0	0	21
38	General Management Programme for the Executives of NTPC Ltd.	20	0	0	20
39	General Management Programme for the State Health Professionals of SIFPSA & NHM	0	26	0	26
40	General Management Programme for the Middle Level Executives of ITI Ltd.	0	25	0	25
41	General Management Programme for the State Health Professionals of SIFPSA & NHM	0	24	0	24
42	General Management Programme for the State Health Professionals of SIFPSA & NHM	0	27	0	27
43	General Management Programme for the Executives of NTPC Ltd.	27	0	0	27
44	Advanced Management Programme in association with BSE Institute Ltd., 2nd on-campus module	0	0	12	12
45	Advanced Management Programme in association with BSE Institute Ltd. (AMP2) 1st on-campus module of batch 2	0	0	26	26
46	General Management Programme for the State Health Professionals of SIFPSA & NHM	0	20	0	20
47	Executive Certificate Programme in Management - Business Entrepreneurship (in association with Safeduate Learning Pvt. Ltd.)	0	0	21	21
48	General Management Programme on Entrepreneurship Development for the Young existing MSE Entrepreneurs (sponsored by SIDBI)	0	18	0	18
49	General Management Programme for the State Health Professionals of SIFPSA & NHM	0	19	0	19
50	General Management Programme for the State Health Professionals of SIFPSA & NHM	0	19	0	19
51	DRUVHA - two day Programme for IOCL Dealers	13	0	0	13
52	Mid-Career Training Programme for IRS (Customs & GST) Officers, Phase IV, Group I	0	34	0	34
53	Mid-Career Training Programme for IRS (Customs & GST) Officers, Phase IV, Group II	0	31	0	31
54	Mid-Career Training Programme for IFS Officers, Phase I	0	53	0	53
55	Mid-Career Training Programme Phase II for IRS (Direct Tax) Officers, Phase II, Group I	0	27	0	27

S.No.	Area Wise Programmes	No. of Participants			
		Public Sector	Govt./ State Sector	Private Sector	Total
56	Mid-Career Training Programme for IRS (Direct Tax) Officers, Phase II, Group II	0	29	0	29
57	Mid-Career Training Programme for IFS Officers, Phase II	0	59	0	59
58	Risk Management for the Executives of SLPEs/CPSEs (sponsored by Department of Public Enterprises)	49	0	0	49
59	Investment Planning and Customer Relationship Management for the Relationship Managers of Kotak Mahindra Bank Ltd.	0	0	29	29
60	Analytical Problem Solving for the Executives of GAIL India Ltd.	26	0	0	26
61	Execution Excellence and Achievement Orientation for the Executives of GAIL India Ltd.	23	0	0	23
62	Building Capability (Developing Self and Others)/ Planning, Organizing and Foresightedness for the Executives of GAIL India Ltd.	19	0	0	19
63	Business Innovation through Design Thinking for the Executives of Franklin Templeton Asset Management Pvt. Ltd.	0	0	20	20
64	Decision Making and Problem Solving for the DRDO Scientists	0	17	0	17
65	Project Saksham: Leadership Competency Development for the Executives of Indian Oil Corporation Ltd.	30	0	0	30
66	Developing Strategic Mindset	1	4	34	39
Human Resource Management					
1	Leadership Development for the Executives of KPMG Global Services	0	0	21	21
2	Leadership Development	0	0	29	29
3	Managing Self for Leadership Excellence	0	0	25	25
4	Leadership and Team Building for the Executives of Life Insurance Corporation of India	26	0	0	26
5	Leadership and Team Building for the Executives of NHPC Ltd.	25	0	0	25
6	Leadership and Team Building for the Administrative Officers of Life Insurance Corporation of India	23	0		23
7	Excelling in Leadership for the Executives of MetLife GOSC	0	0	30	30
8	Leading and Managing Change for the Executives of NHPC Ltd.	20	0	0	20
9	Leadership Development	12	3	11	26
10	Influencing & Negotiation Skills	3	0	18	21
11	Influencing & Negotiation Skills		4	22	26
12	Excelling in Leadership for the Executives of MetLife GOSC	0	0	30	30
13	Negotiating your way to Success for the Executives of NHPC Ltd.	25	0	0	25

S.No.	Area Wise Programmes	No. of Participants			
		Public Sector	Govt./ State Sector	Private Sector	Total
14	Managerial Effectiveness for High Performance for the Executives of NHPC Ltd.	21	0	0	21
15	Managerial Effectiveness	4	7	17	28
16	Decision Making for Managerial Effectiveness for NHPC Ltd.	23	0	0	23
17	Leadership and Team Building for the Executives of Life Insurance Corporation of India	24	0	0	24
18	Management Module for the IFS Probationers	0	91	0	91
19	Inspired Leadership	6	2	7	15
20	Leadership Development for the Women Executives of ONGC Ltd.	24	0	0	24
21	Excelling in Leadership for the Executives of MetLife GOSC	0	0	30	30
22	Managing Self for Leadership Excellence	5	1	9	15
23	The First Time Leaders	18	8	16	42
24	Embedding Leadership for the DRDO Scientists	16	0	0	16
25	Coaching and Mentoring for Effective Leadership	0	7	11	18
26	Critical Thinking for the Executives of Wockhardt Ltd.	0	0	20	20
27	Strategic Human Resource Management	8	4	2	14
Information Technology & System					
1	Data Analysis and Decision Making	0	7	7	14
2	Big Data for Business Decision Making and Analytics	0	10		10
Legal Management					
1	Effective Contract Management and Negotiation	14	0	16	30
2	Effective Contract Management and Negotiation	2	2	26	30
3	Effective Contract Labour Management	5	3	2	10
Marketing					
1	Sales and Distribution Management Excellence in Indian Markets	6	0	18	24
2	Customer Relationship Management for the Executives of Life Insurance Corporation of India	24	0	0	24
3	Enhancing Business Efficacy for the Dealers of Larsen & Toubro Ltd.	0	0	23	23
4	Digital Marketing: Strategy and Methods	0	2	8	10
5	Sales and Distribution Management Excellence in Indian Markets	0	0	17	17
Operations Management					
1	Supply Chain Analytics	7	0	20	27
2	Logistics and Supply Chain Management for the Executives of Mahindra & Mahindra Ltd.	0	0	20	20
Strategic Management					
1	Strategic Management and Leadership Program for School Principals at NTPC Ltd.	20	0	0	20

Section 07

02 International Programme

**IIM Lucknow
launched its
International
program overseas
in Dubai in March
2018**

Indian Institute of Management Lucknow launched its International program overseas in Dubai in March 2018. General Management Program for Executives (GMPE), the executive education program was designed, developed and delivered by IIM Lucknow. After the first batch started on 21st March, 2018, two more batches were launched in 2018. This 22-day long program was spread over approximately 9 months. All the sessions were face-to-face with IIM Lucknow faculty in Dubai. The course concluded with the students spending 5 days at IIM Lucknow Campus.

**SUPPORT
FACILITIES**

01 Computer Centre



The Computer Centre is housed in a spacious 7500 sq. ft., air-conditioned centrally located the designed building and is equipped with the state-of-the-art computing resources to cater to the needs of the academics as well as administrative activities of the Institute. The IT infrastructure at IIML Computer Centre includes a fiber optics backbone based campus-wide network, connecting Computers on heterogeneous platforms with several servers. The network provides accessibility of more than 1500 nodes to each of these servers for sharing different hardware and software resources.

Hardware Specifications

- ▲ IBM Blade Servers
- ▲ IBM SAN Storage with Tape Library
- ▲ IBM, HCL, HP High-end Servers
- ▲ High-end Computers in two Labs (76 Nos.)
- ▲ High-end Computers at Users Locations (Approximately 300 Nos.)
- ▲ Outsourced High-speed Network/ Desktop Laser Printers (Colored, B&W, Duplex, Scanning)

Software and Services Specifications

- ▲ Microsoft Campus Agreement
- ▲ IIM Lucknow Website hosting
- ▲ Gmail hosted webmail services with 30 GB Storage each
- ▲ ERP – Oracle Peoplesoft Campus Solution and Back office
- ▲ Active Directory-based User Administration
- ▲ Printing Accounting Software
- ▲ Statistical Software like SAS, SPSS, Evers, Stata/MP etc.
- ▲ CMIE Database (Prowesslq, Prowcidx, Capex, Tradex, States of India, Economic Outlook & Industry Outlook etc.)

The hardware resources of the Institute include Computers (from Pentium to Xeon processors, 4 to 48 GB RAM, 80 to 2 TB Storage), high-speed printers. The software resources include a wide variety of management-oriented software along with Microsoft Campus agreement.

All students are provided an email and login account and sufficient storage space on joining the Institute and round the clock access to the wired/ wireless network and secured Internet with a high speed leased line from TATA and NKN (National Knowledge Network).



- ▲ Turnitin Anti-Plagiarism Web Tool
- ▲ Matlab, Minitab
- ▲ Kaspersky endpoint security
- ▲ Students Service Portals like Claroline, Blondie, Etrigan, and Software Library

Network/ Internet Specifications

- ▲ Authentication based secured access to the Internet
- ▲ Leased Line of 200 Mbps from TATA and 1 Gbps from NKN (National Knowledge Network)
- ▲ 100 Mbps leased VPN Line between Noida and Lucknow Campus
- ▲ Fortigate Firewall for Network Security
- ▲ The entire campus is covered with approximately 2000 wired and wireless (Wi-Fi) network nodes
- ▲ Approximately 125 Switches (L2 and L3), 250 Access Points and Fiber backbone consists Campus Network

02 Library



The Library is a spacious building of about **30,000** sq.ft. and seating capacity of **250** readers

LIBRARY: THE LEARNING RESOURCE CENTRE

Operating from a spacious building of about 30,000 square feet, fully air-conditioned, centrally located and functionally designed building with a seating capacity of 250 readers in five halls, the library is operating in a fully automated environment. The library is equipped with ergonomically designed furniture, fittings, and fixtures. Integrated library management software is in place. Entire library resources are bar-coded, and an On-Line Public Access Catalogue (OPAC) is giving information about its resources. The active collection of the library is tagged with the RFID tags, and the RFID System has been installed for surveillance, issue return and other operations related to AMH (Automated Material Handling) operations. Gyanodaya is the center of attraction for academics, researchers, and students. Keeping in view the vision and mission of the Institute, Gyanodaya Library: The Learning Resource Centre was established. The objective of Gyanodaya is “to promote knowledge generation and application through its effective dissemination.” The library acts as the main learning resource center and caters to the information needs of the Institute’s teaching, training, research and consultancy programmes. It is well equipped in subjects’ collection containing information relevant to the mandate of the Institute. The library has a substantial collection of Databases, CD-ROMs, VCDs, etc.



Books
45691



Corporate Reports
1856



Complimentary Documents
4064



Thesis
77



CDs/DVDs
493



Current Subscription to Journals
422



Newspapers
17



Magazines
55



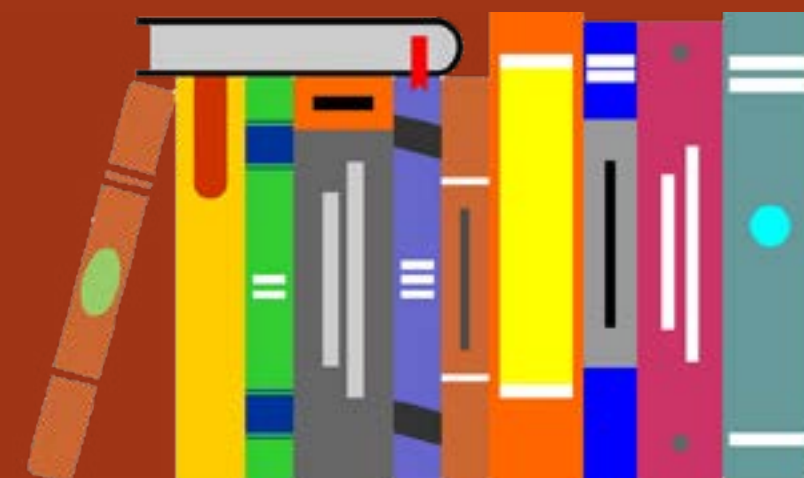
Bound Volumes
21996

Resources
(as on 31/03/2019)





Library-Noida Campus



The library has access to more than **5090** learned e-journals from the international renowned leading publishers

E-Resources

Important database/Online services subscribed by the library include ABI/INFORM COMPLETE, Ace Databases, ACM Digital Library, Annual Reviews, Bloomberg, Business Monitor Online, Business Source Complete, Capitaline Plus, CLOCKSS, CRISIL RESEARCH, EKION, Econlit, Economist, Elsevier Science Journals, Emerald Journals, EPWRF India Time Series Database, Euromonitor, Financial Times Newspaper, Gartner, Grammarly, IBID, IEL Online, Indiastat, INFORMS Journals, InfoSci Journals, INSIGHT, ISID, EMIS, J-Gate, Journal Citation Reports, JSTOR, Manupatra, Marketline, NSE Data, New York Times, News Paper Direct, Oxford Journals, Palgrave Macmillan Journals, ProQuest Dissertations & Thesis, Project

MUSE, PsycARTICLES, PsycINFO, Sage Journals, Sage Research Methods, SDC Platinum, Springer Journals, SCC Online, Taxmann, Taylor & Francis Journals, Venture Intelligence Databases, Wall Street Journal, Web of Science, Westlaw India and Wiley InterScience Journals. Gyanoday also subscribes to e-brary which contain a rich collection of more than 810000 e-books. In addition to the above resources, the library also has access to more than 5090 learned e-journals from the international renowned leading publishers like Elsevier Science, EMERALD, Inderscience, Infosci, John Wiley and Sons, Oxford, Sage, Springer, Cambridge University Press, Taylor, and Francis, etc.

1. Overview:

Recognising the role of library and information services in meeting the requirements of the Institute's academic, research and training programmers, the Library was set-up as one of the key divisions of the Indian Institute of Management, Lucknow - Noida Campus.

Stocking a core collection of around 8,000 select learning resources in the discipline of management and related areas, in a variety of formats and operating from a spacious, centrally located, air-conditioned 2nd floor of the Administrative block, built on most modern lines, equipped with ergonomically designed furniture and fittings, the library caters to the information needs of its highly demanding clientele, by offering a wide range of Information Technology (IT) based (and value-added) services and products. It has a seating capacity for sixty users.

2. Print Resources:



The library has grown to a reasonable number of around 7118 documents since its inception. The selection of the documents is made carefully by the concerned faculty, keeping in mind the requirements of the students. During the period of the report, the value additions to the library in terms of learning resources are given as under:

- 2.1 102 select volumes of documents in the form of Books, in the discipline of management and allied areas, were acquired. The amount involved in purchase in the reporting year 2018-2019 was Rs. 1.01 lakhs. A total of 47 periodicals in print form were subscribed during the year and the amount spent was Rs. 14.06 lakhs.
- 2.2 All the documents acquired during the period of the report were technically processed, and the bibliographical data of these documents were stored in LIBSYS.

3. E-Resources:

All the e-resources available in Lucknow library are accessible in Noida Campus also through Gyanodaya portal, using the intranet. This facility is heavily used by the faculty as well as the students. The OPAC gives searching facility for both the libraries.

Facilities and Services

 Audio-Visual Facility	 Automated Circulation	 Bibliography	 Current Awareness Service	 Cyber Lab	 Database Search Service	 Document Delivery	 E-Mail Alert Service	 SMS Alert Service
 Inter-Library Loan	 Lab for Visually impaired	 Online Public Access Catalogue (OPAC)	 Orientation Programme	 Reference Service	 Reprographic Service	 Research Carrels	 Round the clock Reading Facility	 Video Conferencing Facility

4. Facilities and Services:

The library has an enthusiastic staff to assist the users. The core services of the library are Circulation, Reference, Database searching, Inter-Library Loan (ILL), External Membership and Online Public Access Catalogue (OPAC).

- 4.1 Using an automated circulation system, the library provided core services to its users, like issue/return, reminders, recalls, statistical data generations, report generation, reservations and giving answers to other reference queries.
- 4.2 Total 1546 documents were circulated during the period of the report.
- 4.2 The OPAC (On-line Public Access Catalogue) is accessible through LAN within the campus, which gives search facility for Noida and Lucknow library both.
- 4.3 Several ready and long range reference/information queries were attended to during the year.
- 4.5 Database searching, on behalf of library users, was one of the significant activities of the reference section. Total of 134 articles was searched and arranged for the users to help them in their research activities.
- 4.6 Besides this, the hands-on training sessions for the new batches of WMP, IPMX, PGPSM and EFPM students were also conducted by the library staff.
- 4.7 Documents, not held by the library, were arranged from other libraries using the ILL (Inter-Library Loan) service. Total of 6 books were arranged from Lucknow library for the users.
- 4.8 Twenty-eight external members were served during the year. Out of this, 3 members took the annual membership, and 25 were casual members (daily, weekly, monthly).
- 4.9 Twelve monthly library statistics reports were generated and sent to the authorities.
- 4.10 Fifty-two weekly overdue reminders for the books were generated and sent to users through e-mail and SMS.
- 4.11 With the computer lab shifting to the library, the usage of library reading area and lab has grown tremendously. The library has become the favourite space for the students 24x7.

Annual Statistics (Noida) 2018-2019

A. Acquisitions Learning Resources:	Volumes ordered	: 133
	Volumes accessioned	: 102 [: 102 Books] [: 86 Procured & 16: Complimentary] [: 80 Requisitions/REC &: 6 Approval]
	Amount spent	: Rs. 1.01 lakhs
Periodical Subscription	Titles subscribed /renewed	: 47
	Amount spent	: Rs. 14.06 lakhs
B. Technical Processing	i) Volumes processed (books)	: 102
	ii) Issues received & entered in register (journals)	: 621
	iii) Database updated for books and journals	: 723
C. Services	i) Circulation	: 1546 documents
	ii) Reference service	: 134 articles
	iii) External membership ILL	: 28 members : 6 books

Section 08

IIM
LUCKNOW

STUDENT & ALUMNI ACTIVITIES

01 Alumni Activities

Alumni Affairs Office works under the auspices of the Chairman Alumni Affairs and in tandem with the IIM Lucknow Alumni Association. The Association works under an executive committee elected from the Alumni of the institution. The President, Secretary and the Treasurer are all alumni of the institution. The Alumni Affairs Office has a full-time resource to reach out to the alumni periodically. Also, there are current student members of all the programs running in both campuses as part of the Alumni Committee. One of the key purposes of the Alumni Affairs Office is to keep the 8500 plus Alumni, Faculty and the current students connected to their Alma Mater.

Our Motto : Wherever you are, the IIM Lucknow Alumni Affairs is with you.
From hosting events to creating lifelong connections and providing career support, the IIM Lucknow Alumni Association keeps you in the family – for life

Alumni Subscription

The 2017-2019 had the following additions to the family
PGP : 404; PGPABM: 39; FPM : 10 PGPSM : 34;
IPMX : 47; WMP : 145

Alumni Conclave 2018

Organised on informal and intellectually stimulating lines, the Annual Alumni Conclave provides a great opportunity for senior alumni, faculty and students to interact with each other and gain exposure to an eclectic mix of perspectives. This year, the Conclave was organised on 22nd and 23rd September 2018 and saw a select group of 20 senior alumni debate and brainstorm. The theme of this year's conclave was Ripples of FDI: Advent of Dusk or Dawn. All the speakers highlighted the FDI Policies and its impact on industries.



Nostalgia 2018



Annual Alumni Reunion. Nostalgia is an opportunity for the alumni of IIM Lucknow to reconnect and stay in touch with their alma mater. The interaction breeds a sense of familiarity. The visit to the campus is like coming back home. As they re-enter the hallowed portals, they discover that the place is as welcoming as always. Alumni from the batches of 1988, 1993, 1998, 2003, 2008, & 2013 visited the campus during Nostalgia 2018.



02 Student Body Activities

There are numerous clubs and committees in the institute which organise numerous events throughout the year. Few of the clubs and committees and their activities are highlighted below:

Abhivyakti

Abhivyakti is the performing arts and expressions club of IIM Lucknow, focusing on Stage theatre, Street plays and Mime. It has a long standing tradition of telling stories in a new way and in various formats to the IIM Lucknow community. Besides organizing different events and workshops, they participate in various competitions, and stage their own productions round the year like FOUNDATION DAY PLAY, INDEPENDENCE DAY STREET PLAY, MANFEST-VARCHASVA –STAGE AND STREET PLAYS, REPUBLIC DAY – STREET PLAY.



Art Strokes

Bound by a profound love for art fine arts club of IIM Lucknow aims the same across the campus With profound love for art amongst all, multiple events, both independently other clubs and committees in the

in all its forms, Art Strokes, the to infuse, revive and reinforce the aim to revive and instill a Art Strokes has conducted as well as in collaboration with campus throughout the year.

Bhavishya

Bhavishya is the social initiatives committee of IIM Lucknow. Their aim is two-fold:

- To raise awareness about social issues among the students of IIM Lucknow, sensitize them and energize them to take action; and
- To actively engage in projects that directly benefit society at large. Through their activities in education, health, women empowerment and other social sectors, they leverage the technical and managerial competencies of students and the faculty at institute to help the underprivileged. Till date, Bhavishya has reached out to thousands of beneficiaries through its activities.



Activities that continue throughout the year are listed below

- Evening School
- Village Development
- Paarijat
- Blood Donation Camps
- Medical Camps
- Cloth Donation Drives
- Community Visits
- Harmony Cup

Credence Capital

Credence capital is an investment-oriented club that aims to further IIM Lucknow community's knowledge in financial markets, asset markets and personal finance through investment analysis. Founded in 2005, Credence Capital has been advising the largest and oldest student-run investment fund, which has consistently outperformed the benchmark indices over the last decade.

- They are greatly involved in learning the fundamentals of trading and sharing the same with the batch. Their core competency lies in managing their trading portfolio & tracking sector development.
- They also provide platform for students to learn & discuss about financial investments & best practices. Apart from these they conduct BizWiz sessions for the batch to share knowledge on sectors and macroeconomic events

Consulting & Strategy Club (CSC)

The Consulting & Strategy Club (CSC) is a student association which aims to provide a platform to IIM Lucknow students to develop their interest, aptitude and orientation in the profession of management consulting and strategy. It seeks to equip students with the tools and resources necessary for careers in the consulting domain through a series of exposures to live projects, case studies and strategy games. Moreover, CSC aids the industry veterans to tap the immense potential of students at IIML and gain fresh and academic perspective on real life problems.



The Cultural Committee is a two-year student body that endeavors to add life and laughter to all occasions, celebrations, festivals and gatherings at IIM-Lucknow. They believe in creating moments of joy at every touchpoint of a students' life, from freshers to farewell and all along. "You are a fraction of every person you meet", therefore they look at fostering and augmenting interactions among the batch, through this they aspire to forge memories that become a cherished nostalgia for a lifetime.

Entrepreneurship Cell

To foster entrepreneurial spirit among the students as well as mentorship, hands on experience, competition, networking, they strive to provide a platform in terms of seed funding and incubation and mentoring for creating successful ventures. They have also partnered with SIDBI Centre for Financial Inclusion (SCIFI) to serve as a student front for their activities. As a part of the cell, they have been involved in a plethora of activities throughout the year and also organised many events in their flagship event: E-Summit 2019



Forty Two

The key purpose of the club is to awaken latent interest towards literary engagement on campus. They aim to inspire fellow students to read and discuss books, write essays, poetry and short stories, participate in literary games and contests, engage in debates, mock parliaments, and other similar activities.

IGFAB (Interest Group in Food and Agri-Business)

IGFAB is the face of IIM Lucknow in the fields of agribusiness, environment and rural management, standing tall as the sole committee on campus to represent the institute in these domains. The year 2018-19 saw IGFAB moving to higher level in terms of the range and scale of the events organized. The year saw events organized in association with the corporate biggies like Aikya Organics, KMN agribusiness solutions, etc.

Industry Interaction Cell (IIC)

Industry Interaction Cell works with the aim of integrating academics learning and industry insights, through events and live projects.

SAMVIT 2019

This year, SAMVIT hosted speakers, who spoke on varied topics, including Sameer Soni (Director, Times Group India); Alok Joshi (Managing Editor, CNBC Awaaz); Isher Ahluwalia (Chairperson, ICRIER); Bikram Sen (CEO, ArthVeda Fund Management); Gurnoor Dhillon (Lead, Digital & Innovation, Centre of Excellence, Unilever)

Leadership Talk

Dr. Viral Acharya (Deputy Governor, RBI) was invited to campus to deliver a talk on 6th July 2018. Aspects covered in the talk: Crowding out effect of government policy, Inflation rates etc.

Manfest Varchasva

Manfest-Varchasva is the annual business, cultural and sports festival organized by Indian Institute of Management Lucknow. For over 30 years, Manfest, the Annual Business Conclave provided a platform to bring together academicians, students and practitioners of management while Varchasva, the annual sports & cultural extravaganza, catered to some of the best talents in the country that came together in a celebration of creativity and spirit. It is structured around 6 distinct offerings – management competitions, leadership interactions, CSR initiatives, cultural and sports events and entertainment.



Section 09

Operations Interest Group (OIG)

Operations Interest Group, IIM Lucknow is responsible for promoting the various areas of Operations through simulation games, quizzes, case study competitions, paper-submission and newsletter editions in intra-college and inter-college level and certification training. There are a few flagship events that were conducted by OIG in last academic years. Enthusiastic students are always welcome to innovate and implement new events and take the level of activities to a new era.

PRiSM

PRiSM is the Marketing Cell of IIM Lucknow. Its roles and responsibilities are as follows:

- To generate an interest in marketing among the students of IIM Lucknow by providing a platform to develop and hone marketing skills through live on-the-spot events, workshops, case studies etc.
- To link theoretical knowledge with practical application and give the students an opportunity to relate marketing concepts with real world business problems.

Public Policy Club

The club was established to generate interest in current public policies among students of IIML. The objectives of the club are as follows:

- Provide platform for discussions
- Develop economic & social rationale behind policy measures among students
- Increase awareness about policy formation and its implications
- Understand policy implications in real-world context and its effect on the future business

Their mission is to initiate a dialogue among students on public policy measures across the globe

Sports Committee

Sports at IIM-L also is a vent to release all the built-up pressure of academics, placements and much more. The objective of Sports Committee is to provide a platform to the students to compete in sports at the highest level, organized within the institute as well as other colleges nationwide. It also provides the student with ample opportunities to venture into different games with the available infrastructure to keep them refreshed physically as well as mentally.

Special Interest Group In Finance (Sigfi)

SIGFI (Special Interest Group in Finance) is the finance committee at IIM Lucknow. It aims to promote finance as an interest among the student community and enable them to stay abreast of the latest developments in finance and economics. SIGFI provided a platform for students to participate in numerous National and International contests. From trading game to stock pitch and various other national level challenges to events simulating challenges facing a financial advisor, SIGFI has done them all, with the aim of nurturing the finance acumen in the IIM-L community.

Spicmacay IIM Lucknow Chapter

This is the IIM Lucknow student chapter of the Society for Promotion of Indian Classical Music and Culture amongst Youth. SPIC MACAY seeks to conserve and promote an awareness of this rich and heterogeneous cultural tapestry amongst the youth of this country through focus on the classical arts, with their legends, rituals, mythology and philosophy and to facilitate an awareness of their deeper and subtler values.



COMMUNITY AFFAIRS

Employees Welfare Committee (EWC) of IIM Lucknow organizes various events throughout the year.

EWC organized Maa Saraswati Puja. EWC celebrated Holi, Christmas, Eid & Diwali.

EWC organized Drawing, Dance and Aerobic Classes for Community.

EWC also offers Education Loan at a very nominal rate of interest.

Republic Day & Independence Day of India was celebrated with full fervor and zest at both Lucknow and Noida campus



Foundation Day:

IIM Lucknow celebrated its 34th Foundation Day on July 27, 2018. The festivities started from with various sporting events for the entire IIML community members (students, faculty, staff and their families). A wide variety of sporting events like Table Tennis, Gym, Badminton, Billiards/Snooker, and Swimming were organized. A Cross-Country run was organised on 27th July 2018. The festivities began with a cultural nite of enthralling performances by IIML community members. The festivities ended with prize distribution ceremony to award winners of all Foundation Day events. Employees and students participated with full vigour and excitement. The evening started off with the recognition and appreciation of meritorious children and employees who had completed 25 years of service. Every year Employees Welfare Committee (EWC) recognizes meritorious children of EWC members who have passed Class X and XII examinations.



ANNEXURES

Overall Profile of the Institute

The overall profile of the Institute for the year 2018-19 consists of financial and personnel profiles.

Financial Profile

The Financial Profile for the year 2018-19 is presented below:

During the year, the Institute was not sanctioned any Grant from Ministry of HRD, Govt. of India, towards Plan Capital/Plan Recurring or for FPM expenses.

Personnel Profile

The Institute with a personnel strength of 265 (as per March 2019 payroll), has admirably been able to cater to the Academic, Administrative and Campus Development Activities of both the Campuses at Lucknow & Noida.



The expenditure on the academic staff, i.e., Faculty forms 67.46% of the 'Staff payments' to the Institute's employees. The total Staff Payments & Benefits forms 28.52% of the Revenue expenditure of the Institute.

Names of five faculty members and other employees of the institute who received the highest remuneration (including allowances and payments made to such employees) during FY 2018-19:

1. Prof Archana Shukla
2. Prof Pankaj Kumar
3. Prof Neeraj Dwivedi
4. Prof Pushpendra Priyadarshi
5. Prof Samir .K. Srivastava

The Revenue expenditure forms 74.68% of the total Revenue Income of the Institute



02 Overall Administration

Director	Prof. Ajit Prasad
Director – in-charge	Prof. Rajiv K. Srivastava/Prof. B.K. Mohanty
Academic Council	
Chairman (Director)	Prof. Ajit Prasad/Prof. Rajiv K. Srivastava/Prof. B.K. Mohanty
Secretary (Dean Faculty)	Prof. Abhijit Bhattacharya/Prof. Sanjay K. Singh
Deans	
Dean (Faculty)	Prof. Abhijit Bhattacharya/Prof. Sanjay K. Singh
Dean (Programs)	Prof. Neeraj Dwivedi
Dean (Research)	Prof. M Karmarkar
Dean (Noida Campus)	Prof. Rajeev Kumra
Task Heads	
Chairperson (Admission)	Prof. Alok Dixit Prof. Moutusy Maity
Chairman (Alumni Affairs)	Prof. Sushil Kumar
Chairman (Corporate Communication & Media Relations)	Prof. Pushpendra Priyadarshi
Chairman (FPM)	Prof. KC Balodi
Chairman (Post Graduate Programme)	Prof. Vikas Srivastava
Chairman (Long Term MDP)	Prof. O.P Vaidya
Chairman (MDP)	Prof. Prem Prakash Dewani
Chairman (HAC)	Prof. K.B. Gupta
Chairman (IPMX)	Prof. Chandan Sharma
Chairperson (EFPM)	Prof. Kaushik Bhattacharya
Chairman (CAC)	Prof. Pradeep Kumar
Chairman, Purchase Committee	Prof. Vikas Srivastava
Chairman, Library Advisory Committee	Prof. Hrushikesh Panda
Chairman, CMEE	Prof. Satyabhusan Dash
Chairman (CFAM)	Prof. Sanjeev Kapoor
Chairperson (International Accrediation)	Prof. Payal Mehra/Prof. Indranil Biswas
Chairman,PGP-SM & Centre for Business Sustainability	Prof. Kirti Mishra
Chairman (SA & Placement)	Prof. Nishant Uppal
Chairman (Career Development Services)	Prof. Ashish Dubey
Chairperson, WMP	Prof. Ajay Singh
Area Chairpersons	
Agri-Business Management	Prof. K.B. Gupta/Prof. Sanjeev Kapoor
Business Communication	Prof. Payal Mehra
Business Environment	Prof. Debdatta Pal/Prof. Chandan Sharma
Decision Sciences	Prof. Gaurav Garg
Finance & Accounting	Prof. Seshadev Sahoo/Prof. Alok Dixit
Human Resource Management	Prof. Ajay Singh/Prof. Himanshu Rai/Prof. Nishant Uppal
IT & Systems	Prof. Ashwani Kumar
Legal Management	Prof. D S Sengar
Marketing Management	Prof. Prem Prakash Dewani/Prof. Anirban Chakraborty
Operations Management	Prof. S. Venkataramanaiah
Strategic Management	Prof. Ashutosh Kumar Sinha/Prof. Krishna Balodi
Business Sustainability	Prof. Ashish Aggarwal

03 Faculty Profile

Agribusiness Management

Kriti Bardhan Gupta
FPM
Indian Institute of Management (IIM) Ahmedabad, India

Maya Kant Awasthi
Ph.D.
G. B. Pant University of Agriculture and Technology, Pant Nagar, India

Sanjeev Kapoor
Ph.D.
G. B. Pant University of Agriculture and Technology, Pant Nagar, India

Sushil Kumar
SSHRC Post-doctoral Fellow, Ph.D.
University of Toronto, Canada

Business Communication Group

Neerja Pande
Ph.D.
University of Lucknow, India

Payal Mehra
Ph.D.
University of Lucknow, India

Prof. Nandita Roy
Ph.D
Jadavpur University

Business Environment Group

Chandan Sharma
Ph.D.
University of Delhi, India

D. Tripathi Rao
Ph.D.
University of Mumbai, India

Hrushikesh Panda
Ph.D.
Delhi School of Economics, University of Delhi, India

K.G. Sahadevan
Ph.D.
University of Hyderabad, India

Kaushik Bhattacharya
Ph.D
Indian Statistical Institute, India

Sangeeta D. Misra
Ph.D.
Indian Institute of Technology (IIT) Kanpur, India

Sanjay Kumar Singh
Ph.D.
Indira Gandhi Institute of Development Research (IGIDR) Mumbai, India

Debdatta Pal
FPM
Indian Institute of Management (IIM) Ahmedabad, India

Somdeep Chatterjee
Ph.D
University of Houston, USA

Business Sustainability

Ashish Aggarwal
Ph.D
University of Manchester, UK

Kaushik Ranjan Bandyopadhyay
Ph.D
Jawaharlal Nehru University (JNU), New Delhi, India

Decision Sciences Group

Abhijit Bhattacharya
Ph.D.
Indian Institute of Technology (IIT) Kharagpur, India

Bhaba Krishna Mohanty
Ph.D.
Indian Institute of Technology (IIT) Kharagpur, India

Gaurav Garg
Ph.D.
Indian Institute of Technology (IIT) Kanpur, India

Sonia Singh
Ph.D.
Indian Institute of Technology (IIT) Delhi, India

Y.K. Agarwal
Ph.D.
Case Western Reserve University, Ohio, U.S.A.

Garima Mittal
Ph.D.
University of Delhi, India

Kaustav Banerjee
Ph.D
Calcutta University

Jyotirmoy Dalal
Ph.D
Texas A & M University, Texas

Finance & Accounts Group

A. Vinay Kumar
Ph.D.
Osmania University, Hyderabad, India

A.K. Mishra
Ph.D.
Banaras Hindu University (BHU), India

Ajay Garg
FPM
Indian Institute of Management (IIM) Bangalore, India

Alok Dixit
Ph.D.
Indian Institute of Technology (IIT)
Delhi, India

M. Karmakar
Ph.D.
University of North Bengal, India

Madhumita Chakraborty
Ph.D.
University of Delhi, India

Prakash Singh
Ph.D.
Birla Institute of Technology &
Science, Pilani, Rajasthan, India

S.C. Bansal
Ph.D.
Delhi School of Economics,
University of Delhi, India

Seshadev Sahoo
Ph.D.
Indian Institute of Technology (IIT)
Kharagpur, India

Vipul
Ph.D.
University of Lucknow, India

Vikas Srivastava
Ph.D.
Aligarh Muslim University, India

Mrityunjay Tiwary
FPM,
IIM Bangalore

Sowmya S,
Ph.D
IIT, Madras

**Human Resource
Management Group**

Ajay Singh
Ph.D.
Jawaharlal Nehru University (JNU),
New Delhi, India

Archana Shukla
Ph.D.
Indian Institute of Technology (IIT)
Kanpur, India

Debashis Chatterjee
Ph.D.
Pune University, India

Himanshu Rai
FPM
Indian Institute of Management
(IIM) Ahmedabad, India

Pankaj Kumar
Ph.D.
University of Delhi, India

Pushpendra Priyadarshi
Ph.D.
University of Delhi, India

Shailendra Singh
Ph.D.
Indian Institute of Technology (IIT)
Kanpur, India

Nishant Uppal
FPM
Indian Institute of Management
(IIM) Indore, India

IT & Systems Group

Amit Agrahari
FPM
XLRI- Xavier School of
Management, Jamshedpur, India

Arunabha Mukhopadhyay
Fellow
Indian Institute of Management
(IIM) Calcutta, India

Ashwani Kumar
Ph.D.
Indian Institute of Information
Technology and Management,
Gwalior, India

Bharat Bhasker
Ph.D.
Virginia Polytechnic Institute &
State University (Virginia Tech), U.S.A.

Pradeep Kumar
Ph.D.
Hyderabad University, India

Vivek Gupta
Ph.D
Dr. A.P.J. Abdul Kalam Technical
University, Uttar Pradesh

Marketing Group

Amit Mookerjee
Ph.D.
Mohanlal Sukhadia University
(MLS), Udaipur, India

Anirban Chakraborty
FPM
Indian Institute of Management
(IIM) Bangalore, India

Anita Goyal
Ph.D.
Jamia Millia Islamia University,
New Delhi, India

Ashish Dubey
Ph.D.
Indian Institute of Technology (IIT)
Bombay, India

Devashish Das Gupta
Ph.D.
Dr. B.R. Ambedkar University,
Agra, India

Prem Prakash Dewani
FPM
Indian Institute of Management
(IIM) Ahmedabad, India

Moutusi Maity
Ph.D.
University of Georgia, Athens, GA, U.S.A.

Rajeev Kumra
Ph.D.
GGS Indraprastha University,
Delhi, India

Rajesh Aithal
FPM
Institute of Rural Management
Anand, Gujarat, India

Satish S.M
Ph.D.
Indian Institute of Technology (IIT)
Madras, India

Satya Bhusan Dash
Ph.D.
Indian Institute of Technology (IIT)
Kharagpur, India

Sameer Mathur
Ph.D.
Tepper School of Business,
Carnegie Mellon University,
Pittsburgh, PA., U.S.A.

**Operations
Management Group**

Omkarprasad S. Vaidya
FPM
National Institute of Industrial
Engineering (NITIE), India

R.K. Srivastava
Ph.D.
Virginia Polytechnic Institute &
State University (Virginia Tech),
USA

S. Venkataramanaiah
Ph.D.
Anna University, Chennai, India

Samir K. Srivastava
FPM
Indian Institute of Management
(IIM) Lucknow, India

Sushil Kumar
Ph.D.
Indian Institute of Technology (IIT)
Delhi, India

Indranil Biswas
FPM
Indian Institute of Management
(IIM) Calcutta, India

Suresh Kumar Jakhar
Ph.D
IIT, Roorkee

Rakesh V.
Ph.D
IIT, Bombay

**Strategic
Management Group**

Amita Mital
FPM
Indian Institute of Management
(IIM) Lucknow, India

Ashutosh K. Sinha
FPM
Indian Institute of Management
(IIM) Bangalore, India

Neeraj Dwivedi
FPM
Indian Institute of Management
(IIM) Lucknow, India

Sabyasachi Sinha
FPM
Indian Institute of Management
(IIM) Ahmedabad, India

Krishan Chandra Balodi, 1979
FPM
Indian Institute of Management
(IIM) Indore, India

Anadi Saran Pande
Ph.D
Lucknow University

Kshitij Awasthi
Assistant Professor
FPM
Indian Institute of Management
(IIM) Bangalore

Rupanwita Dash
FPM
IIM Bangalore

Legal

Dharmendra S. Sengar
LL.D
University of Lucknow

Vijay Pal Singh
Ph.D
Babasaheb Bhimrao Ambedkar
University, Lucknow



04 Administrative Staff Profile

Officer on Special Duty	:	Brig. Dinesh Sharma, VSM (Retd.)*
Financial Advisor-cum-Chief Accounts Officer	:	Sanjay Basu (**) Pradip Dhar
Head Administration (Noida)	:	Wg. Cdr. Sanjay Chaudhri (*)

Library

Librarian	:	Mr. M K Singh
Assistant Librarian	:	Mr. Khursheed Ahmad, Mr. Ravindra Kumar, Mr. Tapas Kumar Raut, Mr. Anoop Singh Ms. Kavita Chaddha (Noida)

Computer Center

Manager, Computing Services	:	Mr. P. Mohanan
Systems Analyst	:	Ms. Sangeeta Kumar
Systems Analyst	:	Mr. Rajiv Saxena

Research Personnel

Senior Research Associate	:	Mr. Chandra Mohan Mishra
---------------------------	---	--------------------------

Administrative Team

Anurag	:	Senior Administrative Officer
Praveen Kumar Rai	:	Senior Administrative Officer
Prem Prakash	:	Senior Administrative Officer
Rajeev Pandey	:	Senior Administrative Officer
Sunil Kumar Srivastava	:	Senior Administrative Officer **
Vatsala Singh	:	Senior Administrative Officer (AS)
V P Gupta	:	Programme Manager (AS)
A Murali	:	Systems Analyst
D C Goswami	:	Assistant Engineer (Electrical)
V K Gupta (Noida)	:	Assistant Engineer (Civil)
A Devanandan	:	Administrative Officer
Amit Saxena	:	Administrative Officer
Anitha Rajmohan	:	Administrative Officer
Anuradha Manjul	:	Public Relations-cum-Media Relations Officer
Ashish Kumar	:	Administrative Officer
Ashok Fulzele	:	Estate Officer
D.P.S. Sehgal	:	Programme Analyst
M C Shukla	:	Administrative Officer
S Mukhopadhyay	:	Administrative Officer (Noida)
Sanjay S. Degloorkar	:	Assistant Librarian
Shiv Kumar	:	Administrative Officer
Swapna Verma	:	Administrative Officer (Noida)
T R Girjavallabhan	:	Administrative Officer
T U George	:	Administrative Officer
Vijay Singh	:	Administrative Officer
Dr. Shri Pal Singh	:	Resident Medical Officer

* On Contract

** Superannuated /Left the job

05 List of Guest Faculty

1	Mr.Arun Sawhney	42	Mr.Srinivas S	83	Dr.Ravi Sunder M
2	Mr.Umang Khetan	43	Mr.Mudit Jain	84	Dr.Amrendra Pandey
3	Dr.Kedar P Joshi	44	Prof. Alka Chadha	85	Dr.Sanjay K Dwivedi
4	Mr.Prabhakar Tiwari	45	Mr.Priyendr Kishore Dutta	86	Mr.Rohit Kumar
5	Mr.Kishore Chakraborty	46	Mr.Amardeep Singh	87	Mr.Ashutosh Mayank
6	Ms.Shreyanka Basu		Mr.Kriti Mishra	88	Ms. Lavanya Asthana
7	Mr.Rishi Sanwal	47	Mr.Sunil Singh	89	Prof.Deepak D
8	Mr.Birendra Bisht	48	Dr.Neeraj Agrawal	90	Mr.Avinash Iragavarapu
9	Mr.Harsh Kumar	49	Mr.Vasu Dani	91	Mr.Raj Benahalkar
10	Ms.Jolly Priya	50	Mr.Subhashish Sinha	92	Mr.Pavankumar Gurazada
11	Dr.Lakshminarayan KR	51	Mr.Hrishabh Sanghvi	93	Mr.Shreesh Sarvagya
12	Mr.Jaideep Deodhar	52	Mr.Ciby C James	94	Mr.Rohit Chennamaneni
13	Mr.Abhishek Kumar	53	Mr.Manish Baheti	95	Mr.Shantanu Deshpande
14	Mr.Rohit Gupta	54	Mr.Danvir Suri	96	Dr.V K Singh
15	Mr.Praveen K singh	55	Mr.Hardik Naik&Ms.Anika	97	Mr.Sujay Santra
16	Dr.Nityanand Singh	56	Dr.Surya MS Chaudhary	98	Dr.M R Anand
17	Mr.Clarence Anthony	57	Mr.Sanjay Singh	99	Mr.Amit Sinha
18	Mr.Vikas Gupta	58	Mr.Nimai Swain	100	Mr.Prabhajit Singh Didyala
19	Mr.Ran Chakrabarti	59	Mr.Harish Kaushik	101	Mr.Chirag Mehta
20	Mr.Avimukt Dar	60	Mr.Anuj Bajpai	102	MrDipankar chakrabarti
21	Mr.JaideepGhosh	61	Mr.Kiran N	103	Mr.Abhinav Johri
22	Mr.Kamesh Mullapudi	62	Mr.Mohit Mehrotra	104	Mr.Damodar Golhar
23	Mr.Animesh Singh	63	Dr.Vikram Batra	105	Mr.Sayantana Chatterjee
24	Mr.Raj Kamal Gulra	64	Dr.Nishi Pandey	106	Mr.saurabh Singh
25	Ms.Vandita Pant	65	Mr.Sivananda Subidhi	107	Mr.Ankit Khandelwal
26	Mr.Anubhav Jain	67	Prof.R L Chawla	108	Mr.Ashish Bhatnagar
27	Mr.Hardik Nair&Ms.Anika	68	Mr.Deepak Dogra	109	Mr.Subhash Chandra
28	Prof.V.Sridhar	69	Prof.Neeraj Kumar	110	Prof.Rajesh Natarajan v
29	Mr.Srikanth P V	70	Mr.Ashok Bhat	111	Mr.Anil singh
30	Dr.Bakul Joshi	71	Mr.R Sriram	112	Dr.S R Musanna
31	Mr.Satya Gupta	72	Mr.Naveen K malik	113	Mr.N N Akhoori
32	Dr.Satyen Yadav	73	Mr.Rajeev Agrawal	114	Dr.Kedar P Joshi
33	Mr.Michael Andrade	74	Mr.Shailendra sharma	115	Mr.Sameer Singh Jaini
34	Mr.Dipendra Rawat	75	Mr.Rahul Kumar	116	Mr.Anirudhh Srivastava
35	Mr.Gaurav Awashi	76	Mr.Lovlesh Nagori	117	Mr.Madhusudan Sahoo
36	Mr.Puneet Gulati	77	Mr.Alok Sharman	118	Dr.M R Anand
37	Ms.Jolly Priya	78	Dr.Anjani Kumar	119	Mr.Piyush Kabra
38	Mr.Amit Sinha Roy	79	Mr.Maneet Jolly	120	Mr.Sanjiva Shankar dubey
39	Mr.Shantikam Hazarika	80	Prof.L Ganapathy	121	Mr.Pranav Lotlikar
40	Mr.Karanvir Singh	81	Mr.Kumar Keshav		
41	Mr.Swapnil S Kumar	82	Mr.Sujit Kumar		

06

List of Adjunct Faculty

- 1

Prof. Neelam Kinra
- 2

Prof. Anubhav Mishra
- 3

Prof. Mirza Saiyadain
- 4

Prof. Shubhda Arora
- 5

Prof. AG Balasubramanian
- 6

Ms. Ekta Srivastava
- 7

Prof. BD Singh
- 8

Prof. Vinay Sharma
- 9

Prof. R L Chawla
- 10

Prof. Ranjeet Namboodary
- 11

Prof. Neera Jain
- 12

Mr. Niladri Roy
- 13

Prof. Mousumi Padhi
- 14

Sri. Anil Bisen
- 15

Dr. Pawan Soni
- 16

Dr. Shounak Roy Chaowdhury
- 17

Prof. K N singh
- 18

Prof. L Ganapathy
- 19

Mr. V .V. Ganeshan
- 20

Dr. Niraj Kumar
- 21

Mr. Abhinav Johri
- 22

Prof. A Vinay Kumar
- 23

Prof. Kishore Chakraborty
- 24

Mr. Vijay Santhanam
- 25

Mr. Ajit Mulla
- 26

Mr. Ashutosh Bhupatakar
- 27

Pushkaraj Apte
- 28

Ms. Bela Sood
- 29

Mr. Utlal Balaji
- 30

Prof. Rahul Pandey

ANNUAL FINANCIAL

STATEMENTS

2018-19



INDIAN INSTITUTE OF MANAGEMENT LUCKNOW



कार्यालय प्रधान निदेशक लेखापरीक्षा (केन्द्रीय) लखनऊ
शाखा कार्यालय – प्रयागराज
15-ए, दयानन्द मार्ग, सत्यनिष्ठा भवन, प्रयागराज.

पत्र संख्या: प्र0नि0ले0प0 (केन्द्रीय)/पू.ले.प.-45/2019-20/
सेवा में,

दिनांक : 12.2019

सचिव, भारत सरकार,
मानव संसाधन विकास मंत्रालय,
उच्च शिक्षा विभाग,
शास्त्री भवन, नई दिल्ली-110001

विषय : भारतीय प्रबन्ध संस्थान, लखनऊ के वर्ष 2018-19 के लेखों पर आधारित पृथक लेखापरीक्षा प्रतिवेदन ।

महोदय,

इस पत्र के माध्यम से भारतीय प्रबन्ध संस्थान, लखनऊ के वर्ष 2018-19 के लेखों पर पृथक लेखापरीक्षा प्रतिवेदन (अंग्रेजी) तथा वार्षिक लेखों की प्रति अग्रसारित की जा रही है।

- कृपया सुनिश्चित करें कि पृथक लेखापरीक्षा प्रतिवेदन एवं सम्बन्धित लेखों संसद के दोनों सदनों के समक्ष प्रस्तुत हुए।
- कृपया पृथक लेखापरीक्षा प्रतिवेदन एवं लेखों को संसद के दोनों सदनों के समक्ष अन्तिम रूप-से प्रस्तुत करने की तिथि भारत के नियंत्रक एवं महालेखापरीक्षक के साथ-साथ इस कार्यालय को भी सूचित करने का कष्ट करें।

संलग्नक: उपर्युक्तानुसार।

भवदीय,

महानिदेशक लेखापरीक्षा (केन्द्रीय)

दिनांक : 12.12.2019

पत्र संख्या: प्र0नि0ले0प0 (केन्द्रीय)/पू.ले.प.-45/2019-20/1-6

निदेशक, भारतीय प्रबन्ध संस्थान, प्रबन्ध नगर, सीतापुर रोड, लखनऊ - 226013 को संस्थान के वर्ष 2018-19 के लेखों पर पृथक लेखापरीक्षा प्रतिवेदन (अंग्रेजी) की प्रति आवश्यक कार्यवाही हेतु प्रेषित है। संस्थान यदि आवश्यकता अनुभव करे, तो इस प्रतिवेदन का हिन्दी अनुवाद करवा सकता है। परन्तु इस प्रतिवेदन के हिन्दी अनुवाद में निम्नलिखित अस्वीकरण (disclaimer) अंकित होना चाहिए:

“प्रस्तुत प्रतिवेदन मूलरूप से अंग्रेजी में लिखित पृथक लेखापरीक्षा प्रतिवेदन का हिन्दी अनुवाद है। यदि इसमें कोई विसंगति परिलक्षित होती है तो अंग्रेजी में लिखित प्रतिवेदन मान्य होगा।”

हिन्दी अनुवाद की एक प्रति इस कार्यालय को भी प्रेषित करने का कष्ट करें।

संलग्नक: उपर्युक्तानुसार।

उप निदेशक (केन्द्रीय व्यय)

Separate Audit Report of the Comptroller and Auditor General of India on the accounts of the Indian Institute of Management, Lucknow for the year ended 31 March 2019

We have audited the attached Balance Sheet of the Indian Institute of Management, Lucknow (Institute) as at 31 March 2019, the Income and Expenditure Account and Receipts and Payments Account for the year ended on that date under Section 19(2) of the Comptroller and Auditor General's (Duties, Powers & Conditions of Service) Act, 1971 read with Section 23 (3) of the Indian Institutes of Management Act, 2017. These financial statements are the responsibility of the Institute's Management. Our responsibility is to express an opinion on these financial statements based on our audit.

2. This Separate Audit Report contains the comments of the Comptroller and Auditor General of India (CAG) on the accounting treatment only with regard to classification, conformity with the best accounting practices, accounting standards and disclosure norms, etc. The audit observation on financial transactions with regard to compliance with the Law, Rules & Regulations (Propriety and Regularity) and efficiency-cum-performance aspects, etc., if any, are reported through Inspection Reports/CAG's Audit Reports separately.

3. We have conducted our audit in accordance with auditing standards generally accepted in India. The standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit includes examining, on a test basis, evidences supporting the amounts and disclosure in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of financial statements. We believe that our audit provides a reasonable basis for our opinion.

4. Based on our audit, we report that:

- We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit;

(ii) The Balance Sheet, Income and Expenditure Account and Receipts and Payments Account dealt with by this Report have been drawn up in the Formats of Financial Statements for Central Higher Educational Institutions (Format) prescribed by MHRD.

(iii) In our opinion, proper books of accounts and other relevant records have been maintained by the Indian Institute of Management, Lucknow as required under Section 23 (1) of Indian Institutes of Management Act, 2017.

(iv) We further report that:

(A) General

(A.1) The Institute has not prepared the sub-schedules in respect of the 'Sponsored Projects' and 'Sponsored Fellowship and Scholarship' to Schedule- 3 for more clear depiction as required by the Format.

(A.2) The Institute charged depreciation on 'Written Down Value method' on the assets acquired before 1st April 2017 and Straight Line method' for the assets acquired after 1st April 2017. However, the same has not been disclosed in Schedule-23. The Institute needs to adopt only one method as required by the MHRD Format.

(A.3) The Institute has not depicted the 'Tangible Assets' and 'Intangible Assets' separately in Schedule-4 as required by the MHRD Format.

(A.4) The balance in each Designated/ Earmarked/ Endowment Fund under Schedule 2 is represented on the Assets side by Bank Balance, Investments, and Income accrued but not due. This has not been disclosed as a Table below Schedule 2.

(B) Grants-in-aid

The Institute did not receive any Grants-in-aid from the Government of India during 2018-19.

(C) Management Letter

Deficiencies which have not been included in the Audit Report have been brought to the notice of the Institute's Management through a Management Letter issued separately for remedial/ corrective action.

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

(vi) In our opinion and to the best of our information and according to the explanations given to us, the said financial statements read together with the Accounting Policies and Notes on Accounts and subject to the significant matters stated above and other matters mentioned in Annexure to this Audit Report give a true and fair view in conformity with accounting principles generally accepted in India.

(a) In so far as it relates to the Balance Sheet, of the state of affairs of the Indian Institute of Management, Lucknow as at 31 March, 2019 and

(b) In so far as it relates to Income and Expenditure Account of the 'Surplus' for the year ended on that date.

Place : Lucknow
Date : 17.12.19

For and on behalf of the C&AG of India

Director General of Audit (Central)

Annexure

1. Adequacy of Internal Audit System

The Institute does not have Internal Audit wing of its own. However, the Internal Audit of the Institute was conducted by a Chartered Accountant firm in 2018-19.

2. Adequacy of Internal Control System

Internal Control System of the Institute reflects following deficiency:

- Non-adjustment of the advance of ₹ 10.00 lakh given to M/s R B Constructions & Suppliers in February 2017 for kitchen work at Noida Campus.
- Payment of ₹ 7.46 lakh twice towards wages for sanitation and horticulture for month of December 2016, first to the Agency under obligation and secondly to the labourers on humanity ground.
- Non-recovery of soft loan of ₹ 0.35 lakh given to newly appointed faculty member in December 2016.

3. System of physical verification of Fixed Assets

Physical verification of Fixed Assets was not carried out during the year 2018-19. It was last carried out in 2013-14.

4. System of Physical Verification of Inventories

Physical verification of inventory was not carried out during the year 2018-19. It was last carried out in 2013-14

5. Regularity in payment of statutory dues

The Institute is regular in payment of statutory dues.


Deputy Director (CE)

भारतीय लेखा तथा लेखा परीक्षा विभाग

कार्यालय प्रधान निदेशक लेखापरीक्षा (केन्द्रीय) लखनऊ
शाखा कार्यालय - इलाहाबाद



INDIAN AUDIT & ACCOUNTS DEPARTMENT

Office of the Principal Director of Audit (Central) Lucknow

Branch Office : Allahabad

पत्र सं०: प्र.नि.ले.प. (कें)/एस.ए.आर.- 45/2019-20/142

दिनांक: 13.12.2019

सेवा में,

निदेशक,
भारतीय प्रबन्ध संस्थान,
प्रबन्ध नगर, सीतापुर रोड,
लखनऊ - 226013

विषय : Management Letter for corrective measures – reg.

महोदय,

We have audited the Annual Accounts of the Indian Institute of Management, Lucknow for the year 2018-19 and have issued the Audit Report on 18.12.2019. Following deficiencies, observed during the course of audit which have not been included in the Separate Audit Report, are being brought to your kind notice for remedial/corrective action:

1. Fixed Assets (Schedule-4) Library Books ₹ 12.69 crore

The Institute procured E-Journals amounting to ₹ 30.04 lakh and included in 'Library Books'. This resulted in overstatement of 'Library Books & microfilms, CD ROMs etc' by ₹ 30.04 lakh and understatement of 'E-Journals' by ₹ 30.04 lakh. The Institute needs to calculate the depreciation at appropriate rate and incorporate

2. NOIDA Lease Hold Land: (Schedule-4) ₹ 1466.30 lakh

The Institute acquired 79800 square meters leasehold land at NOIDA for a period of 90 years in financial year 2002-03 and paid ₹ 1466.30 lakh as premium. The Institute needs to amortise amount paid the over the lease period.

भवदीय,


महानिदेशक लेखापरीक्षा (केन्द्रीय)

Balance Sheet

as at 31st March, 2019

in Rupees (₹)			
	SCHEDULE	Current Year	Previous Year
		ending 31.3.2019	ending 31.3.2018
SOURCES OF FUNDS			
CORPUS/CAPITAL FUND	1	4,038,523,428	4,04,92,22,561
DESIGNATED/EARMARKED/ENDOWMENT FUNDS	2	3,974,782,359	3,38,41,15,919
CURRENT LIABILITIES & PROVISIONS	3	746,914,062	94,38,95,758
Total		8,76,02,19,849	8,37,72,34,238
APPLICATION OF FUNDS			
FIXED ASSETS	4		
Tangible/Intangible Assets		1,20,91,56,247	1,29,58,20,846
Capital Work-In-Progress		3,696,873	,36,96,873
Fixed Assets (Net Block)		1,21,28,53,120	1,29,95,17,719
INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS	5	3,186,730,027	2,79,14,74,958
INVESTMENTS - OTHER	6	2,525,414,062	2,45,24,14,062
CURRENT ASSETS	7	637,656,367	69,42,39,998
LOANS, ADVANCES & DEPOSITS	8	1,197,566,274	113,95,87,500
Total		8,76,02,19,849	8,37,72,34,238
SIGNIFICANT ACCOUNTING POLICIES	23		
CONTIGENT LIABILITIES AND NOTES TO ACCOUNTS	24		

Schedule 1 to 24 form an integral part of the Financial Statements.

Place: Lucknow
Date: 06.06.2019

(Pradip Dhar)

Financial Advisor-cum-Chief Accounts Officer

(Prof. Archana Shukla)

Director

Income & Expenditure Account

for the Year Ending 31st March, 2019

in Rupees (₹)					
Particulars	Schedule	Current Year ending 31.3.2019		Previous Year ending 31.3.2018	
1. INCOME					
1.1 Academic Receipts	9				
Post Graduate Programme	9.1	64,53,08,228		64,75,66,845	
Management Development Programmes	9.2	37,19,49,184		32,58,56,594	
Fellow Programme	9.3	88,45,247		71,27,435	
PGP-SM	9.4	4,74,90,140		3,72,35,000	
WMP Income	9.5	10,11,74,684		5,50,57,566	
IPMX Income	9.6	11,54,61,035		12,86,41,439	
Placement Income	9.7	76,33,212		44,45,001	
Consultancy Income	9.8	1,32,58,882		1,56,59,824	
Other Fee - CAT	9.9	3,15,29,333	1,34,26,49,945	3,63,29,935	1,25,79,19,639
1.2 Grants (Plan Recurring/FPM)	10		0		98,00,000
1.3 Income from Investments	11		19,04,03,396		24,24,74,067
1.4 Interest Earned	12		1,94,98,778		1,90,51,307
1.5 Other Income & Recoveries	13		1,46,65,495		1,21,91,726
1.6 Prior Period Income	14		28,92,492		0
Total Income			1,57,01,10,106		1,54,14,36,738
2. EXPENDITURE					
2.1 Staff Payments and Benefits	15		33,44,65,261		31,86,37,236
2.2 Academic Expenses	16				
Post Graduate Programme	16.1	15,80,00,988		14,94,55,589	
Management Development Programmes	16.2	22,41,62,468		20,72,78,411	
Fellow Programme	16.3	2,93,65,264		2,83,41,193	
PGP-SM Expenses	16.4	1,19,82,174		121,82,584	
WMP Expenses	16.5	3,26,42,947		1,33,79,366	
IPMX Expenses	16.6	6,26,27,691		4,81,83,909	
Placement Expenses	16.7	23,76,702		23,90,557	
Consultancy Expenses	16.8	98,23,620		81,63,251	
Common Admission Test	16.9	14,69,473		10,00,000	
Newspaper & Periodicals	16.10	74,217		1,58,719	
Research & Development	16.11	4,01,76,859	57,27,02,403	6,20,05,893	53,25,39,471
2.3 Depreciation	4		14,91,07,473		14,83,24,635
2.4 Administrative & General Exp.	17		7,13,02,026		7,54,15,496
2.5 Transportation Exp.	18		46,49,149		62,70,883

in Rupees (₹)

Particulars	Schedule	Current Year ending 31.3.2019		Previous Year ending 31.3.2018	
2.6 Repairs & Maintenance	19		3,91,05,556		4,44,44,719
2.7 Finance Cost	20		1,46,098		1,88,866
2.8 Other Expenses	21		0		0
2.9 Prior Period Expenses	22		11,49,960		36,56,419
Total Expenditure			1,17,26,27,926		1,12,94,77,725
3. Excess of Income over Expenditure					
: Lucknow Campus		30,71,55,464		37,50,31,299	
: Noida Campus		9,03,26,716	39,74,82,180	3,69,27,716	41,19,59,015
Transferred to: General Asset Fund		6,07,27,745			6,02,27,090
Building Fund		18,31,787			46,51,093
Pension Fund		20,00,00,000			20,00,00,000
Gratuity Fund		5,90,30,081			0
Depreciation Fund (before 2004-05)		0			65,66,573
Net Surplus carried to Capital/Corpus Fund		7,58,92,567			14,05,14,259
Total			1,57,01,10,106		1,54,14,36,740

Schedule 1 to 24 form an integral part of the Financial Statements.

Place: Lucknow
Date: 06.06.2019

(Pradip Dhar)
Financial Adviser-cum-Chief Accounts Officer

(Prof. Archana Shukla)
Director

Receipts & Payments Account

for the Year Ending 2018- 2019

in Rupees (₹)			
Receipts		Payments	
Particulars	2018-19 Amount	Particulars	2018-19 Amount
To Opening Balance		By Academic Programs	
Cash and Bank Balance		WMP	
Cash A/c		Admission Expenses	₹ 3,013,802.00
Bank Accounts	₹ 77,000.00	Course Materials	₹ 2,273,495.00
Investments(FDR)	₹ 63,13,28,906.00	International Comp. Expenses	₹ 12,828,616.00
	₹ 2,45,24,14,062.00	Hospitality/ Misc. Expenses	₹ 2,453,411.00
		Visiting Faculty Expenses	₹ 2,773,086.00
To Current Liabilities & Provisions		Electricity	₹ 3,951,826.00
Grant-inaid (Plan-Normal)	₹ 0.00	Cleaning & Security Expenses	₹ 5,348,711.00
Recurring Receipts		IPMX	
		Admission Expenses	₹ 2,868,704.00
To Post Graduate Programme Income		Books & Course Materials	₹ 1,575,905.00
PGP Income	₹ 67,86,21,568.00	Hospitality Expenses	₹ 958,066.00
PGP Scholarship Receipts	₹ 1,41,76,800.00	International Expenses	₹ 37,082,708.00
Placement Income	₹ 76,33,212.00	Misc. Expenses	₹ 1,556,118.00
		Visiting Faculty Expenses	₹ 2,876,021.00
To Management development Programme I		Electricity	₹ 6,520,513.00
MDP Income- Open Program	₹ 7,88,76,672.00	Cleaning & Security Expenses	₹ 8,441,031.00
MDP Income- Sponsored Program	₹ 29,30,72,512.00	Placement Expenses	₹ 748,625.00
		CAT Expenses	₹ 1,469,473.00
To Consultancy & Funded Research Income		Placement Expenses	₹ 2,376,702.00
Consultancy-Income	₹ 1,01,08,516.00	Journals and Periodicals	₹ 74,217.00
Institute's Share of Consultancy	₹ 2,300,414.00		
Overhead for Consultancies	₹ 849,952.00		
Company Training Income	₹ 0.00		
		Recurring Payments	

Receipts				Payments		in Rupees (₹)
Particulars	2018-19		Particulars	2018-19		
	Amount	Amount		Amount	Amount	
To Ipmx Fees			By Establishment Expenses			₹ 33,44,65,261.00
IPMX-Fees A/c	₹ 115,461,035.00	₹ 11,54,61,035.00	Basic Pay	₹ 184,160,350.00		
			Employee's Welfare	₹ 2,557,478.00		
			Dearness Allowance	₹ 16,619,832.00		
To Common Admission Test Receipt			HRA -	₹ 10,140,156.00		
CAT - Income	₹ 31,529,333.00	₹ 3,15,29,333.00	Other Benefits	₹ 24,782,163.00		
			Wages	₹ 4,070,617.00		
To Fellow Programme Income			Salary & Allowances	₹ 59,865,481.00		
Fellow Programme	₹ 8,845,247.00	₹ 88,45,247.00	Terminal Benefits	₹ 19,859,929.00		
Fellowship Stipend	₹ 0.00		Arrears to Staff	₹ 96,270.00		
To Income From Investments			Transport Allowance -	₹ 12,261,485.00		
Interest on Investment	₹ 209,902,174.00	₹ 20,99,02,174.00	Special Pay	₹ 51,500.00		
To Wmp Fees			By Other Administrative Exp			₹ 7,13,02,026.00
WMP Fee	₹ 101,174,684.00	₹ 10,11,74,684.00	Security, Cleaning and Maintenance Services	₹ 24,346,311.00		
WMP Misc. Income	₹ 0.00		Stationery and Printing expenses	₹ 2,896,310.00		
			Horticulture (Labour & Plantation)	₹ 11,031,219.00		
To Recoveries & Mics. Income			Hospitality and Guest House Expenses	₹ 2,264,424.00		
Recoveries	₹ 684,007.00	₹ 1,46,65,495.00	Telecom Expenses	₹ 3,329,243.00		
Activity Centre Recovery	₹ 0.00		Electricity	₹ 11,943,430.00		
Gain on Sale of Fixed Assets	₹ 2,229.00		Faculty/Staff Recruitment	₹ 1,348,015.00		
Interest on SB A/c	₹ 0.00		Internal Audit Fees	₹ 255,778.00		
Interest on Staff Loans	₹ 0.00		AG Audit Fees	₹ 0.00		
Life Membership Fees	₹ 126,076.00		Office Contingencies	₹ 158,200.00		
License Fee	₹ 1,520,148.00		Postage	₹ 139,454.00		
Shop Rent Recovery(Rental)	₹ 800,942.00		Offical Functions	₹ 592,998.00		
Subscription for Institute Journal	₹ 85,126.00		Advertising & Publicity	₹ 29,792.00		
Computer Recovery	₹ 0.00		Rent	₹ 4,302,468.00		

Receipts				Payments		in Rupees (₹)
Particulars	2018-19		Particulars	2018-19		
	Amount	Amount		Amount	Amount	
Telephone Expenses	₹ 0.00		Legal Expenses	₹ 1,480,958.00		
Electricity Recovery	₹ 5,973,795.00		BOG Expenses	₹ 1,451,636.00		
Guest House Recovery	₹ 5,473,172.00		Community Development	₹ 1,094,807.00		
			Travelling Expenses	₹ 1,005,787.00		
			Professional & Consultancy Exp	₹ 1,983,329.00		
			Insurance	₹ 90,472.00		
			Loss on sale of Fixed Assets	₹ 15,983.00		
			Other Administrative Expenses	₹ 1,541,412.00		
			By Transportation Expenses			₹ 46,49,149.00
			Fuel for vehicles	₹ 202,502.00		
			Transport Services Expenses	₹ 4,293,930.00		
			Repair and Maintenance vehicles	₹ 55,806.00		
			Vehicle Insurance Expenses	₹ 96,911.00		
			By Finance Cost			₹ 1,46,098.00
			Bank Charges	₹ 146,098.00		
			By Repair and Maintenance Expenses			₹ 3,91,05,556.00
			R & M PGP	₹ 2,454,392.00		
			R & M Office / Buildings	₹ 11,162,864.00		
			R & M Furnitures	₹ 673,989.00		
			R & M Equipments	₹ 14,168,101.00		
			R & M Computer Hardware & Software	₹ 10,646,210.00		
			By Courses & Programmes Post Graduate Program			₹ 43,44,84,474.00
			Admission	₹ 7,096,210.00		

in Rupees (₹)			
Receipts		Payments	
Particulars	2018-19		2018-19
	Amount	Amount	Amount
			₹ 28,636,353.00
			₹ 2,924,978.00
			₹ 9,521,956.00
			₹ 2,903,519.00
			₹ 1,551,911.00
			₹ 18,584,786.00
			₹ 27,990,791.00
			₹ 7,796,680.00
			₹ 12,000,000.00
			₹ 21,107,171.00
			₹ 193,156.00
			₹ 15,175,003.00
			₹ 14,176,800.00
			₹ 323,848.00
			₹ 224,162,468.00
			₹ 1,341,519.00
			₹ 21,950,593.00
			₹ 2,724,571.00
			₹ 834,231.00
			₹ 1,225,588.00
			₹ 1,288,762.00
			₹ 9,823,620.00
			₹ 0.00
			₹ 1,149,960.00

in Rupees (₹)			
Receipts		Payments	
Particulars	2018-19		2018-19
	Amount	Amount	Amount
			₹ 4,01,76,859.00
			₹ 6,673,850.00
			₹ 1,140,195.00
			₹ 0.00
			₹ 0.00
			₹ 6,533,527.00
			₹ 21,004,853.00
			₹ 1,190,403.00
			₹ 2,477,724.00
			₹ 19,021.00
			₹ 469,016.00
			₹ 73,401.00
			₹ 594,869.00
			₹ 52,69,16,937.00
			₹ 526,916,937.00
			₹ 3,10,06,00,192.00
			₹ 25,000.00
			₹ 575,161,130.00
			₹ 2,525,414,062.00
			₹ 4,65,10,37,582.00
			₹ 4,65,10,37,582.00

(Prof. Archana Shukla)
Director

(Pradip Dhar)
Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE 1 - CORPUS/CAPITAL FUNDS

in Rupees (₹)

Particulars	2018-19	2017-18
1. Corpus Fund		
1.1 Corpus Fund (Lucknow)		
Opening Balance	2,25,44,50,516	2,10,96,01,169
Add: Transferred from I & E Account	382,27,317	1443,90,597
Add: Transferred from General Asset Fund	0	4,58,750
Sub-total (1.1)	2,29,26,77,833	2,25,44,50,516
1.2 Corpus Fund (Noida)		
Opening Balance	49,52,79,528	49,91,55,866
Add: Transferred from I & E Account	3,77,12,948	-38,76,338
Sub-total (1.2)	53,29,92,476	49,52,79,528
* Total 1 (1.1 to 1.2)	2,82,56,70,309	2,74,97,30,044
2. Capital Fund		
2.1. Building Fund (Lucknow)		
Opening Balance	54,35,90,162	59,11,47,288
Add : Allocation from Surplus for Capital expenditure	,18,31,787	,45,63,229
Less : Transferred to Depreciation Fund	(4,71,53,316)	(5,21,20,355)
Less : Transferred to Depreciation Fund towards written off	(,,)	(,,)
Sub-total (2.1)	49,82,68,633	54,35,90,162
2.2. General Assets Fund (Lucknow)		
Opening Balance	14,56,30,689	13,63,20,693
Add : Allocation from Surplus for Capital exp.	5,34,44,308	5,49,19,162
Less : Transferred to Depreciation Fund	(5,60,67,294)	(4,51,50,416)
Less: Transfer to Depreciation Fund towards written off	(82,737)	0
Add: Transferred from I & E Account	0	(4,58,750)
Sub-total (2.2)	14,29,24,966	14,56,30,689
2.3. Sponsored Projects Fund (Lucknow)		
Opening Balance	1	1
Less : Transferred to Depreciation Fund	0	0
Sub-total (2.3)	1	1
2.4. Building Fund (Noida)		
Opening Balance	58,57,14,989	63,11,55,057
Add : Allocation from Surplus for Capital Exp.	0	87864
Less : Transferred to Depreciation Fund - Noida	(4,11,03,145)	(4,55,27,932)
Sub-total (2.4)	54,46,11,844	58,57,14,989
2.5. General Asset Fund (Noida)		
Opening Balance	2,45,56,677	2,43,66,419
Add : Allocation from Surplus for Capital Exp.	72,83,437	57,16,190
Less : Transferred to Depreciation Fund	(47,83,718)	(55,25,932)
Less: Transfer to Depreciation Fund towards written off	(8,720)	0
Sub-total (2.5)	2,70,47,676	2,45,56,677
Total 2 (2.1 to 2.5)	1,21,28,53,120	1,29,94,92,518
Grand Total (1+2)	4,03,85,23,428	4,04,92,22,561

* Against this Corpus figure, Rs. 230.00 crores is currently Earmarked for future expected Pension liability.

(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer

(Prof. Archana Shukla)

Director

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE 2 - Designated/Earmarked/Endowment Funds

in Rupees (₹)

Particulars	2018-19	2017-18
2.1. Pension Fund		
Opening Balance	62,81,16,451	43,43,60,045
Addition during the year	20,00,00,000	20,00,00,000
Income from investments	3,84,57,436	2,41,96,240
Interest on Saving Bank Account	816,484	241,552
Other Addition	26,95,833	19,46,827
Less: Expenditure towards objective of the fund	5,37,72,414	3,26,28,213
Sub-total (2.1)	81,63,13,790	62,81,16,451
2.2. Gratuity Fund		
Opening Balance	10,31,61,543	9,79,64,473
Addition during the year	59,030,081	8,99,069
Income from investments	10,225,650	77,60,231
Interest on Saving Bank Account	87,532	16,547
Less: Expenditure towards objective of the fund	(11,175,898)	(3,478,777)
Sub-total (2.2)	16,13,28,908	10,31,61,543
2.3. Depreciation Fund (Lucknow)		
Opening Balance	1,92,64,08,995	1,69,09,09,329
Addition during the year	103,303,347	10,38,87,832
Income from investments	143,467,471	13,16,11,834
Sub-total (2.3)	2,17,31,79,813	1,92,64,08,995
2.4. Depreciation Fund (Noida)		
Opening Balance	54,53,49,903	45,74,15,431
Addition during the year	45,895,583	5,10,53,864
Income from investments	38,194,246	3,68,80,608
Sub-total (2.4)	62,94,39,732	54,53,49,903
2.5. Leave Encashment Fund		
Opening Balance	13,97,49,261	13,12,54,630
Addition during the year	6,819,505	41,07,862
Income from investments	11,059,946	1,00,02,138
Less: Expenditure	(6,409,670)	(5,615,369)
Sub-total (2.5)	15,12,19,042	13,97,49,261
2.6. Endowment Fund		
Opening Balance	4,13,29,766	3,95,73,304
Addition during the year	0	0
Income from investments	24,16,703	22,31,907
Less: Expenditure	4,45,395	4,75,445
Sub-total (2.6)	4,33,01,074	4,13,29,766
Total (2.1 to 2.6)	3,97,47,82,359	3,38,41,15,919

(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer


(Prof. Archana Shukla)

Director

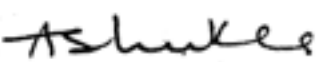
Schedules forming part of
Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE 3 - Current Liabilities & Provisions

in Rupees (₹)		
Particulars	2018-19	2017-18
Lucknow Campus :		
3.1. Current Liabilities		
Security Deposit PGP/FPM	1,00,88,398	98,32,046
Grant-in-Aid: Opening Balance	0	0
Received during the year	0	98,00,000
Utilized for Capital/Recurring	0	98,00,000
Transfer to Corpus	0	0
Closing Balance	0	0
Retention Deposit	81,41,713	1,04,01,748
Security Deposit : Works	1,507,145	14,75,645
Expenses Payable Account	11,27,81,843	8,11,11,911
Account of outside Parties	3,43,952	56,00,161
Sundry Creditors	0	1,62,976
Consultancy/ CAT Payable	24,00,000	0
Earnest Money	10,70,313	5,24,598
Security Deposits : Library	46,000	46,000
Employees Benevolent Fund	459,366	4,59,366
GIS Accounts	0	14,143
Advance Receipts - Consultancy	1,23,40,212	74,49,541
Advance Receipts - Funded Research	2,298,806	16,81,160
Advance Receipts - PAN IIM	0	50,48,326
SIDBI Incubator - Receipts	11,416,455	40,24,965
CAT Receipts	41,48,62,602	39,75,54,032
IIM Jammu Account	2046949	
TDS liability for CAT	0	1,64,00,029
GST liability for CAT	0	6,04,84,760
Other liabilities - Securities Deposit	24,36,295	15,54,245
Sub-total (6.1)	58,22,40,049	60,38,25,652
3.2. Provisions :		
Salaries & Allowances	2,85,45,046	2,36,42,047
Pension	9,33,819	20,07,52,228
Gratuity	74,305	57,39,170
Sub-total (6.2)	2,95,53,170	23,01,33,445
Total (6.1 & 6.2)	61,17,93,219	83,39,59,097
Noida Campus :		
3.3. Current Liabilities		
Security Deposit WMP/IPMX	79,76,002	83,85,621
Retention & Earnest Money	1,06,52,648	1,07,39,128
Expenses Payble	3,17,82,409	3,00,73,712
Advance Receipts - Consultancy	2,069,318	31,66,834
Advance Receipts - (IPMX/WMP)	6,87,90,100	4,01,97,458
Advance Receipts - NFMDC	0	,728,100
Provision for Salary	0	53,20,211
Consultancy Payble	0	3,00,000
Sundry Creditors	13,07,163	36,446
Account of outside party	1,14,51,883	99,51,031
CMEE A/c	5,72,850	7,37,446
Other Liabilities	5,18,471	3,00,674
Sub-total (6.3)	13,51,20,843	10,99,36,661
Grand Total	74,69,14,062	94,38,95,758



(Pradip Dhar)
Financial Advisor-cum-Chief Accounts Officer



(Prof. Archana Shukla)
Director

Indian Institute of Management, Lucknow
Financial Year 2018-19

SCHEDULE 4 - Fixed Assets

Particulars	GROSS BLOCK			DEPRECIATION BLOCK			NET BLOCK	
	OPENING AS ON 1.04.2018	ADDITIONS upto 03.10.18	ADDITIONS from 04.10.2018 to 31.03.2019	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2019	UP TO 31.03.2018	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR
1	2	3	4	5	6 (2+3+4-5)	7	8	9
10 (7+8-9)	11 (6-10)	12 (2-7)						
4.1. Land & Building :-								
i. Land :								
Free hold - Lucknow campus	8,652,693.00	-	-	-	8,652,693.00	-	-	8,652,693.00
ii. Buildings & Other Capital Works								
Office Buildings & Other Works (Phase-I & II)	1,104,153,690.00	1,769,579.00	62,208.00	-	1,105,985,477.00	603,408,881.80	45,460,262.54	457,116,332.66
Residential Buildings & Other Works (Phase-I & II)	80,190,110.00	-	-	-	80,190,110.00	46,329,042.00	1,693,053.00	32,168,015.00
Sub-Total (4.1)	119,29,96,493.00	17,69,579.00	62,208.00	-	119,48,28,280.00	64,97,37,923.80	4,71,53,315.54	49,79,37,040.66
4.2. Others Assets :								
i. Equipments	147,193,184.00	58,779.22	328,425.00	279,506.00	147,300,882.00	78,225,028.55	9,895,851.76	59,351,568.69
ii. Furniture and Fixtures	80,725,095.00	1,202,426.00	942,009.00	-	82,869,530.00	50,103,599.08	3,204,785.70	29,561,145.23
iii. Staff vehicles	4,330,638.00	-	-	-	4,330,638.00	3,406,214.70	136,521.70	785,901.60
iv. Office Automation & Computers	140,684,802.00	72,120.00	367,995.00	-	141,124,917.00	134,458,399.40	2,176,649.40	4,489,868.20
v. Electrical Installation & Equipment		13,000.78	-	-	13,001.00	-	650.04	12,350.96
vi Audio Visual Equipment		572,710.00	410,629.00	-	983,339.00	-	73,750.43	909,588.58
vii Tubewell & WaterSupply System		82,434.00	90,600.00	-	173,034.00	-	3,460.68	169,573.32
viii. Gifted computer software etc.	1,888,496.00	-	-	-	1,888,496.00	1,888,496.00	-	-
ix. Library Books & Microfilms, CD Roms, etc.	121,973,591.00	276,307.00	4,730,656.00	-	126,980,554.00	120,144,652.50	1,201,445.80	5,634,455.70
x. E-Journals [SLM]	76,078,805.00	2,034,955.00	42,261,262.00	-	120,375,022.00	38,660,737.60	39,372,178.40	42,342,106.00
Sub-Total (4.2)	57,28,74,611.00	43,12,732.00	4,91,31,576.00	2,79,506.00	62,60,39,413.00	42,68,87,127.83	5,60,67,293.91	14,32,56,558.27
4.3. Sponsored / Funded Projects Equipments	19,293,311.00	-	-	-	19,293,311.00	19,293,310.00	-	19,293,310.00
Sub-Total (4.3)	19,293,311.00	-	-	-	19,293,311.00	19,293,310.00	-	19,293,310.00
Sub-Total (4.1 to 4.3)	178,51,64,415.00	60,82,311.00	4,91,93,784.00	2,79,506.00	184,01,61,004.00	109,59,18,361.63	10,32,20,609.45	64,11,93,599.93
								68,92,46,053.38

SCHEDULE 4 - Fixed Assets

Particulars	GROSS BLOCK				DEPRECIATION BLOCK				NET BLOCK		
	OPENING AS ON 1.04.2018	ADDITIONS upto 03.10.18	ADDITIONS from 04.10.2018 to 31.03.2019	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2019	UP TO 31.03.2018	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2019	AS ON 31.03.2019	AS ON 31.03.2018
4.4. Noida Assets											
i. Noida Building											
Office Buildings & Other Works (Phase-I & II)	705,403,845.00	-	-	-	705,403,845.00	318,591,643.28	38,674,367.28	-	357,266,010.56	348,137,834.44	386,812,201.72
Residential Buildings & Other Works (Phase-I & II)	58,108,875.00	-	-	-	58,108,875.00	9,533,306.00	2,428,778.00	-	11,962,084.00	46,146,791.00	48,575,569.00
Tubewell & Other Supplies		-	1,344,368.00		1,344,368.00		26,887.36	-	26,887.36	1,317,480.64	-
ii. Noida Lease Hold Land	146,630,345.00	-	-	-	146,630,345.00	-	-	-	-	146,630,345.00	146,630,345.00
iii. Noida General Assets											
Equipments	24,281,658.00	834,402.00	-	54,499.00	25,061,561.00	14,623,439.60	1,449,677.70	45,779.00	16,027,338.30	9,034,222.70	9,658,218.40
Furniture & Fixture	27,808,443.00	431,766.00	3,010,284.00	-	31,250,493.00	20,130,427.33	1,016,828.08	-	21,147,255.40	10,103,237.60	7,678,015.68
Staff vehicle	3,948,710.00	-	-	-	3,948,710.00	1,700,885.00	337,174.00	-	2,038,059.00	1,910,651.00	2,247,825.00
Office Automation & Computers	18,624,454.00	17,515.00	59,850.00	-	18,701,819.00	16,824,114.60	516,114.60	-	17,340,229.20	1,361,589.80	1,800,339.40
Library Books & Microfilms, CD-ROM etc.	21,390,471.00	110,227.00	1,475,025.00	-	22,975,723.00	19,541,737.80	687,080.00	-	20,228,817.80	2,746,905.20	1,848,733.20
E-Journals [SLM]	2,757,604.00	-	-	-	2,757,604.00	1,434,058.40	749,956.40	-	2,184,014.80	573,589.20	1,323,545.60
Sub-Total (4.4)	100,89,54,405.00	13,93,910.00	58,89,527.00	54,499.00	101,61,83,343.00	40,23,79,612.01	4,58,86,863.42	45,779.00	44,82,20,696.42	56,79,62,646.58	60,65,74,793.00
Sub-Total (4.1 to 4.4)	279,41,18,820.00	74,76,221.00	5,50,83,311.00	3,34,005.00	285,63,44,347.00	149,82,97,973.63	14,91,07,472.86	2,17,346.00	164,71,88,100.49	120,91,56,246.51	129,58,20,846.37
4.5. Capital Work-In-Progress:-											
a. Lucknow Campus	-	-	-	-	-	-	-	-	-	-	-
b. Noida Campus	3,696,873.00	-	-	-	3,696,873.00	-	-	-	-	3,696,873.00	3,696,873.00
Sub-Total (4.5)	3,696,873.00	-	-	-	3,696,873.00	-	-	-	-	3,696,873.00	3,696,873.00
GRAND TOTAL (2018-19)	2,79,78,15,693.00	74,76,221.00	5,50,83,311.00	3,34,005.00	2,86,00,41,220.00	1,49,82,97,973.63	14,91,07,472.86	2,17,346.00	1,64,71,88,100.49	1,21,28,53,119.51	1,29,95,17,719.37
Previous Year (2017-18)	2,73,52,87,666.00	7,23,15,513.00	4,76,25,781.00	5,74,13,267.00	2,79,78,15,693.00	1,35,22,98,208.00	14,83,24,634.63	23,24,869.00	1,49,82,97,973.63	1,29,95,17,719.37	1,38,29,89,458.00



(Pradip Dhar)

Financial Advisor-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director

Indian Institute of Management, Lucknow

Financial Year 2018-19

SCHEDULE 4 - Fixed Assets

Particulars	Rate (SLM)	GROSS BLOCK OF ADDITIONS						DEPRECIATION BLOCK FOR ADDITIONS				NET BLOCK	
		OPENING AS ON 1.04.2018	ADDITIONS upto 03.10.18	ADDITIONS from 04.10.2018 to 31.03.2019	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2019	UP TO 31.03.2018	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2019	AS ON 31.03.2019	AS ON 31.03.2018	
1	2	3	4	5	6	7 (3+4+5-6)	8	9	10	11 (8+9-10)	12 (7-11)		
4.1. Land & Building :-													
i. Land :													
Free hold - Lucknow campus	0%	-	-	-	-	-	-	-	-	-	-	-	-
ii. Buildings & Other Capital Works													
Office Buildings & Other Works (Phase-I & II)	2%	59,626,340.00	1,769,579.00	62,208.00	-	61,458,127.00	1,192,526.80	1,229,162.54	-	2,421,689.34	59,036,437.66	-	-
Residential Buildings & Other Works (Phase-I & II)	2%	-	-	-	-	-	-	-	-	-	-	-	-
Sub-Total (4.1)		59,626,340.00	1,769,579.00	62,208.00	-	61,458,127.00	1,192,526.80	1,229,162.54	-	2,421,689.34	59,036,437.66	-	-
4.2. Others Assets :													
i. Equipments	5%	4,892,331.00	58,779.22	328,425.00	-	5,279,535.00	244,616.55	263,976.76	-	508,593.31	4,770,941.69	-	-
ii. Furniture and Fixtures	7.50%	1,039,801.00	1,202,426.00	942,009.00	-	3,184,236.00	77,985.08	238,817.70	-	316,802.78	2,867,433.23	-	-
iii. Staff vehicles	10%	4,057.00	-	-	-	4,057.00	405.70	405.70	-	811.40	3,245.60	-	-
iv. Office Automation & Computers	20%	5,882,912.00	72,120.00	367,995.00	-	6,323,027.00	1,176,582.40	1,264,605.40	-	2,441,187.80	3,881,839.20	-	-
V. Electrical Installation & Equipment	5%	-	13,000.78	-	-	13,001.00	-	650.04	-	650.04	12,350.96	-	-
Vi Audio Visual Equipment	7.50%	-	572,710.00	410,629.00	-	983,339.00	-	73,750.43	-	73,750.43	909,588.58	-	-
Vii Tubewell & Water Supply System	2%	-	82,434.00	90,600.00	-	173,034.00	-	3,460.68	-	3,460.68	169,573.32	-	-
viii. Gifted computer software etc.	40%	-	-	-	-	-	-	-	-	-	-	-	-
ix. Library Books & Microfilms, CD Roms, etc.	10%	901,395.00	276,307.00	4,730,656.00	-	5,908,358.00	90,139.50	590,835.80	-	680,975.30	5,227,382.70	-	-
x. E-Journals [SLM]	40%	41,790,404.00	2,034,955.00	42,261,262.00	-	86,086,621.00	16,716,161.60	34,434,648.40	-	51,150,810.00	34,935,811.00	-	-
Sub-Total (4.2)		54,510,900.00	4,312,732.00	49,131,576.00	-	107,955,208.00	18,305,890.83	36,871,150.91	-	55,177,041.73	52,778,166.27	-	-
4.3. Sponsored / Funded Projects Equipments	5%	-	-	-	-	-	-	-	-	-	-	-	-
Sub-Total (4.3)		-	-	-	-	-	-	-	-	-	-	-	-
Sub-Total (4.1 to 4.3)		114,137,240.00	6,082,311.00	49,193,784.00	-	169,413,335.00	19,498,417.63	38,100,313.45	-	57,598,731.07	111,814,603.93	-	-
4.4. Noida Assets													
i. Noida Building													
Office Buildings & Other Works (Phase-I & II)	2%	87,864.00	-	-	-	87,864.00	1,757.28	1,757.28	-	3,514.56	84,349.44	-	-
Residential Buildings & Other Works (Phase-I & II)	2%	-	-	-	-	-	-	-	-	-	-	-	-
Tubewell & Water Supplies	2%	-	-	1,344,368.00	-	1,344,368.00	-	26,887.36	-	26,887.36	1,317,480.64	-	-

SCHEDULE 4 - Fixed Assets

Particulars	Rate (SLM)	GROSS BLOCK OF ADDITIONS					DEPRECIATION BLOCK FOR ADDITIONS				NET BLOCK	
		OPENING AS ON 1.04.2018	ADDITIONS upto 03.10.18	ADDITIONS from 04.10.2018 to 31.03.2019	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2019	UP TO 31.03.2018	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2019	AS ON 31.03.2019	AS ON 31.03.2019
ii. Noida Lease Hold Land	0%	-	-	-	-	-	-	-	-	-	-	-
iii. Noida General Assets												
Equipments	5%	426,672.00	834,402.00	-	-	1,261,074.00	21,333.60	63,053.70	-	84,387.30	1,176,686.70	
Furniture & Fixture	7.50%	521,551.00	431,766.00	3,010,284.00	-	3,963,601.00	39,116.33	297,270.08	-	336,386.40	3,627,214.60	
Staff vehicle	10%	-	-	-	-	-	-	-	-	-	-	-
Office Automation & Computers	20%	2,069,863.00	17,515.00	59,850.00	-	2,147,228.00	413,972.60	429,445.60	-	843,418.20	1,303,809.80	
Library Books & Microfilms, CD-ROM etc.	10%	1,319,738.00	110,227.00	1,475,025.00	-	2,904,990.00	131,973.80	290,499.00	-	422,472.80	2,482,517.20	
E-Journals [SLM]	40%	1,378,366.00	-	-	-	1,378,366.00	551,346.40	551,346.40	-	1,102,692.80	275,673.20	
Sub-Total (4.4)		5,804,054.00	1,393,910.00	5,889,527.00	-	13,087,491.00	1,159,500.01	1,660,259.42	-	2,819,759.42	10,267,731.58	
Sub-Total (4.1 to 4.4)		11,99,41,294.00	74,76,221.00	5,50,83,311.00	-	18,25,00,826.00	2,06,57,917.63	3,97,60,572.86	-	6,04,18,490.49	12,20,82,335.51	
4.5. Capital Work-In-Progress:-												
a. Lucknow Campus	0%	-	-	-	-	-	-	-	-	-	-	-
b. Noida Campus	0%	-	-	-	-	-	-	-	-	-	-	-
Sub-Total (4.5)		-	-	-	-	-	-	-	-	-	-	-
GRAND TOTAL (2018-19)		11,99,41,294.00	74,76,221.00	5,50,83,311.00	-	18,25,00,826.00	2,06,57,917.63	3,97,60,572.86	-	6,04,18,490.49	12,20,82,335.51	



(Pradip Dhar)

Financial Advisor-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director

Indian Institute of Management, Lucknow

Financial Year 2018-19

SCHEDULE 4 - Fixed Assets

Particulars	Rate (WDV)	GROSS BLOCK					DEPRECIATION BLOCK				NET BLOCK	
		OPENING AS ON 1.04.2018	ADDITIONS upto 03.10.18	ADDITIONS from 04.10.2018 to 31.03.2019	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2019	UP TO 31.03.2018	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2019	AS ON 31.03.2019	AS ON 31.03.2018
1	2	3	4	5	6	7 (3+4+5-6)	8	9	10	11 (8+9-10)	12 (7-11)	13 (3-8)
4.1. Land & Building :-												
i. Land :												
Free hold - Lucknow campus	0	86,52,693.00	-	-	-	86,52,693.00	-	-	-	-	86,52,693.00	86,52,693.00
ii. Buildings & Other Capital Works												
Office Buildings & Other Works (Phase-I & II)	10%	1,04,45,27,350.00	-	-	-	1,04,45,27,350.00	60,22,16,355.00	4,42,31,100.00	-	64,64,47,455.00	39,80,79,895.00	44,23,10,995.00
Residential Buildings & Other Works (Phase-I & II)	5%	8,01,90,110.00	-	-	-	8,01,90,110.00	4,63,29,042.00	16,93,053.00	-	4,80,22,095.00	3,21,68,015.00	33,861,068.00
Sub-Total (4.1)		1,13,33,30,153.00	-	-	-	1,13,33,30,153.00	64,85,45,397.00	4,59,24,153.00	-	69,44,69,550.00	438,900,603.00	484,824,756.00
4.2. Others Assets :												
i. Equipments	15%	14,23,00,853.00	-	-	2,79,506.00	14,20,21,347.00	7,79,80,412.00	96,31,875.00	1,71,567.00	8,74,40,720.00	5,45,80,627.00	6,43,20,441.00
ii. Furniture and Fixtures	10%	7,96,85,294.00	-	-	-	7,96,85,294.00	5,00,25,614.00	29,65,968.00	-	5,29,91,582.00	2,66,93,712.00	2,96,59,680.00
iii. Staff vehicles	15%	43,26,581.00	-	-	-	43,26,581.00	34,05,809.00	1,38,116.00	-	35,43,925.00	782,656.00	9,20,772.00
iv. Office Automation & Computers	60%	13,48,01,890.00	-	-	-	13,48,01,890.00	13,32,81,817.00	9,12,044.00	-	13,41,93,861.00	6,08,029.00	15,20,073.00
v. Gifted computer software etc.	100%	18,88,496.00	-	-	-	18,88,496.00	18,88,496.00	-	-	18,88,496.00	-	-
vi. Library Books & Microfilms, CD Roms, etc.	60%	12,10,72,196.00	-	-	-	12,10,72,196.00	12,00,54,513.00	6,10,610.00	-	12,06,65,123.00	4,07,073.00	10,17,683.00
vii. E-Journals [SLM]	40%	3,42,88,401.00	-	-	-	3,42,88,401.00	2,19,44,576.00	49,37,530.00	-	2,68,82,106.00	74,06,295.00	1,23,43,825.00
Sub-Total (4.2)		51,83,63,711.00	-	-	2,79,506.00	51,80,84,205.00	40,85,81,237.00	1,91,96,143.00	171,567.00	42,76,05,813.00	9,04,78,392.00	10,97,82,474.00
4.3. Sponsored / Funded Projects Equipments	60%	1,92,93,311.00	-	-	-	1,92,93,311.00	1,92,93,310.00	-	-	1,92,93,310.00	1.00	1.00
Sub-Total (4.3)		1,92,93,311.00	-	-	-	1,92,93,311.00	1,92,93,310.00	-	-	1,92,93,310.00	1.00	1.00
Sub-Total (4.1 to 4.3)		1,67,10,27,175.00	-	-	2,79,506.00	1,67,07,47,669.00	1,07,64,19,944.00	6,51,20,296.00	171,567.00	1,14,13,68,673.00	52,93,78,996.00	59,46,07,231.00
4.4. Noida Assets												
i. Noida Building												
Office Buildings & Other Works (Phase-I & II)	10%	70,53,15,981.00	-	-	-	70,53,15,981.00	31,85,89,886.00	3,86,72,610.00	-	35,72,62,496.00	34,80,53,485.00	38,67,26,095.00
Residential Buildings & Other Works (Phase-I & II)	5%	5,81,08,875.00	-	-	-	5,81,08,875.00	95,33,306.00	24,28,778.00	-	1,19,62,084.00	4,61,46,791.00	4,85,75,569.00
ii. Noida Lease Hold Land	0%	14,66,30,345.00	-	-	-	14,66,30,345.00	-	-	-	-	14,66,30,345.00	14,66,30,345.00
iii. Noida General Assets												
Equipments	15%	2,38,54,986.00	-	-	54,499.00	2,38,00,487.00	1,46,02,106.00	13,86,624.00	45,779.00	1,59,42,951.00	78,57,536.00	92,52,880.00
Furniture & Fixture	10%	2,72,86,892.00	-	-	-	2,72,86,892.00	2,00,91,311.00	7,19,558.00	-	2,08,10,869.00	64,76,023.00	71,95,581.00
Staff vehicle	15%	39,48,710.00	-	-	-	39,48,710.00	17,00,885.00	3,37,174.00	-	20,38,059.00	19,10,651.00	22,47,825.00

SCHEDULE 4 - Fixed Assets

Particulars	Rate (WDV)	GROSS BLOCK				DEPRECIATION BLOCK			NET BLOCK	
		OPENING AS ON 1.04.2018	ADDITIONS upto 03.10.18	ADDITIONS from 04.10.2018 to 31.03.2019	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2019	UP TO 31.03.2018	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2019
Office Automation & Computers	60%	1,65,54,591.00			-	1,65,54,591.00	1,64,10,142.00	86,669.00	-	1,64,96,811.00
Library Books & Microfilms, CD-ROM etc.	60%	2,00,70,733.00			-	2,00,70,733.00	1,94,09,764.00	3,96,581.00	-	1,98,06,345.00
E-Journals [SLM]	40%	13,79,238.00			-	13,79,238.00	8,82,712.00	1,98,610.00	-	10,81,322.00
Sub-Total (4.4)		1,00,31,50,351.00	-	-	54,499.00	1,00,30,95,852.00	40,12,20,112.00	4,42,26,604.00	45,779.00	44,54,00,937.00
Sub-Total (4.1 to 4.4)		2,67,41,77,526.00	-	-	3,34,005.00	2,67,38,43,521.00	1,47,76,40,056.00	10,93,46,900.00	217,346.00	1,58,67,69,610.00
4.5. Capital Work-In-Progress:-										
a. Lucknow Campus	0%				-		-	-	-	-
b. Noida Campus	0%	36,96,873.00			-	36,96,873.00				36,96,873.00
Sub-Total (4.5)		36,96,873.00			-	36,96,873.00				36,96,873.00
GRAND TOTAL (2018-19)		2,67,78,74,399.00			3,34,005.00	2,67,75,40,394.00	1,47,76,40,056.00	10,93,46,900.00	2,17,346.00	1,09,07,70,784.00
Previous Year (2017-18)		2,73,52,87,666.00			5,74,13,267.00	2,67,78,74,399.00	1,35,22,98,208.00	1,27,66,717.00	23,24,869.00	1,20,02,34,343.00



(Pradip Dhar)

Financial Advisor-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE - 5 INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS

in Rupees (₹)

Funds	2018-19	2017-18
Investments from Earmarked/Endowment Funds (Fund wise)		
1. Pension Fund Investment	53,10,00,000	38,00,00,000
2. Gratuity Fund Investment	16,09,60,027	10,17,04,958
3. Depreciation Fund Investment : Lucknow Campus	1,82,10,00,000	1,69,10,00,000
4. Depreciation Fund Investment : Noida Campus	50,23,80,000	45,73,80,000
5. Leave Encashment Fund Investment	14,12,00,000	13,12,00,000
6. Endowment Fund Investment	3,01,90,000	3,01,90,000
Total	3,18,67,30,027	2,79,14,74,958

SCHEDULE - 6 INVESTMENTS - OTHERS

Funds	2018-19	2017-18
Others (To be specified):		
1. Term Deposits : Lucknow Campus	1,99,38,14,062	1,92,08,14,062
2. Term Deposits : Noida Campus	53,16,00,000	53,16,00,000
Total	2,52,54,14,062	2,45,24,14,062

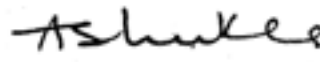
SCHEDULE 7 - CURRENT ASSETS

Particulars	2018-19	2017-18
1. Stock in Hand (Stationary & Electrical)	8,91,483	11,54,483
2. Sundry Debtors : Lucknow Campus	3,96,43,420	3,53,43,759
: Noida Campus	2,17,95,960	2,61,91,965
3. Cash and Bank Balances :		
a) With Scheduled Banks :		
- Saving Bank Accounts-Lucknow Campus	35,87,20,396	49,76,98,139
- Saving Bank Accounts-Noida Campus	17,54,16,401	9,22,48,870
- Saving Bank Accounts - Pension Fund	3,86,55,452	3,91,00,548
- Saving Bank Accounts - Group Gratuity Fund	23,68,881	22,81,349
b) Cash in Hand :		
- Imprest : Lucknow Campus	0	52,000
- Imprest : Noida Campus	25,000	25,000
4. Postage, Stamp with Franking Machine	1,39,374	1,43,885
Total	63,76,56,367	69,42,39,998



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SCHEDULE 8 - Loans, Advances & Deposits

in Rupees (₹)

Particulars	2018-19	2017-18
8.1 Lucknow Campus		
1. Advances to Employees: (Non-interest bearing)		
a) Festival	0	0
b) TA/LTA/Staff Faculty	2,08,739	5,27,308
2. Long Term Advances to Employees: (Interest bearing)		
a) Vehicle Loan	66,000	1,57,368
b) Home Loan	32,98,788	22,52,111
c) Others (PC/Laptop)	11,400	35,660
d) Soft Loan to Faculty	35,264	1,41,056
e) Education Loan		0
f) Loan to PGP Student	9,21,200	9,21,200
3. Advances and other amounts recoverable:		
a) M/S Ashrey	7,45,591	7,45,591
b) To Suppliers (Secured Advance Contractors)		3,31,000
c) Others	611,551	15,09,292
4. Prepaid Expenses:	3,760,684	40,47,623
5. Deposits:		
a) Telephone	3,97,703	3,97,703
b) Security Deposit	1,45,59,769	94,15,769
6. Income Accrued:		
a) On Investments from Earmarked Endowment Funds	2,900,513	6,96,712
b) On Investments - Others	398,017,773	32,93,89,857
c) Pension Fund	46,658,339	90,15,903
d) Others Staff Loans	5,122,861	1,08,954
7. Other - Current Assets receivable:		
a) Consulting/Programmes, Advance Payment	29,38,920	13,82,874
b) Grants receivable from MHRD		0
c) Research Proj Advance payment	52,35,164	42,18,407
d) PAN IIM Advance payment	0	79,52,137
e) SIDBI Incubator Advance payment	61,53,585	20,46,740
8. Claim Receivable:		
a) Advance Tax	0	38,416,058
b) TDS	14,39,60,368	17,53,44,742
c) PF Subscription		
d) Pension Fund		20,00,00,000
f) Service Tax Input	1,35,405	1,35,405
g) IGST/CGST/SGST Input	31,35,293	3,31,06,737
h) CAT Payment- 2017	40,46,97,872	18,64,61,164
i) Refund claring	76,503	2,403
Total (8.1)	1,04,36,49,285	1,00,87,59,773

SCHEDULE 8 - Loans, Advances & Deposits

in Rupees (₹)

Particulars	2018-19	2017-18
8.2 Noida Campus:-		
1. Advances to Employees: (Non-interest bearing)		
a) LTA	39,013	40,225
2. Advances and other amounts recoverable:		
a) Others (to outside party)	8,95,042	26,96,843
b) On Capital Account (For construction work)	1,00,0000	10,00,000
c) Incubator		-
3. Prepaid Expenses:		26,26,922
4. Deposits:		
a) Security Deposit	17,82,500	17,82,500
5. Income Accrued:		
a) On Investment-other	11,23,51,970	9,47,65,108
6. Other - Current Assets receivable:		
a) Consulting/Programmes, Advance Payment	5,15,649	20,97,671
7. Claim Receivable:		
a) TDS	3,13,64,459	2,50,91,581
b) Refund clearing	35,134	
c) IGST/CGST/SGST Input	5,933,222	7,26,877
Total (8.2)	15,39,16,989	13,08,27,727
Grand Total (8.1 to 8.2)	1,19,75,66,274	1,13,95,87,500

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Schedules forming part of

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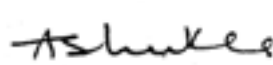
SCHEDULE - 9 ACADEMIC RECEIPTS

in Rupees (₹)

Particulars	INCOME	
	2018-19	2017-18
SCHEDULE 9.1 - Post Graduate Programme		
Lucknow Campus - PGP		
Admission	2,70,60,000	2,70,60,000
Books and Course Materials	7,68,86,000	7,76,60,000
Convocation	88,40,000	88,60,000
Room Rent / Maintenance Exp.	10,05,05,500	10,09,14,000
Students' Activities/Welfare	1,34,33,658	1,35,70,726
Tuition Fees	32,34,50,000	32,47,20,000
Computer Fees	3,90,27,000	3,91,86,000
Library Fees	3,63,37,700	3,64,81,000
Fee from foreign candidates	16,00,000	18,41,007
Fine & Other Fees	12,82,570	4,18,952
PGP Alumni Fees/Exp.	27,09,000	27,09,000
TotalA	63,11,31,428	63,34,20,685
PGP Scholarships		
Scholarships- Others	1,41,76,800	1,41,46,160
TotalB	1,41,76,800	1,41,46,160
Total9.1	64,53,08,228	64,75,66,845
SCHEDULE 9.2 - Management Development Programmes		
Lucknow Campus		
Open Programmes Fee	78,876,672	51,613,501
Sponsored Programmes Fee	23,79,50,136	21,70,38,295
TotalA	31,68,26,808	26,86,51,796
Noida Campus		
Open Programmes Fee	0	0
Sponsored Programmes Fee	5,51,22,376	5,72,04,798
TotalB	5,51,22,376	5,72,04,798
Total9.2	37,19,49,184	32,58,56,594
SCHEDULE 9.3 - Fellow Programme		
Lucknow Campus		
FPM Forms, Fee	2,73,000	2,89,300
TotalA	2,73,000	2,89,300
Noida Campus		
FPM Fees Income	85,72,247	68,38,135
TotalB	85,72,247	68,38,135
Total9.3	88,45,247	71,27,435


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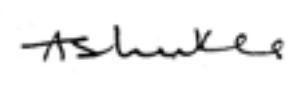
SCHEDULE - 9 ACADEMIC RECEIPTS

Particulars	INCOME	
	2018-19	2017-18
SCHEDULE 9.4 - PGP-SM		
PGP-SM Course Fee (Noida Campus)	4,74,90,140	3,72,35,000
Total 9.4	4,74,90,140	3,72,35,000
SCHEDULE 9.5 - WMP FEE		
WMP Course Fee (Noida Campus)	10,11,74,684	5,50,57,566
Total 9.5	10,11,74,684	5,50,57,566
SCHEDULE 9.6 - IPMX FEE		
IPMX Course Fee (Noida Campus)	11,54,61,035	12,86,41,439
Total 9.6	11,54,61,035	12,86,41,439
SCHEDULE 9.7 - PLACEMENT FEE		
Placement Fee	76,33,212	44,45,001
Total 9.7	76,33,212	44,45,001
SCHEDULE 9.8 - CONSULTANCY FEE		
Lucknow Campus		
Consultancy-Income	90,19,000	74,65,463
Institute's Share of Consultancy	20,21,008	44,95,607
Overhead for Consultancies	7,41,000	5,45,232
Company Training Income	0	4,87,500
Total A	1,17,81,008	1,29,93,802
Noida Campus		
Consultancy-Income	10,89,516	20,15,170
Institute's Share of Consultancy	2,79,406	5,01,299
Overhead for Consultancies	1,08,952	1,49,553
Total B	14,77,874	26,66,022
Total 9.8	1,32,58,882	1,56,59,824
SCHEDULE 9.9 - OTHER FEE		
Comman Admission Test	3,15,29,333	3,63,29,935
Total 9.9	3,15,29,333	3,63,29,935
Grand Total (9.1 to 9.8)	1,34,26,49,945	1,25,79,19,639



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Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE - 10 GRANTS/SUBSIDIES (IRREVOCABLE GRANTS RECEIVED)

Particulars	PLAN	Current Year Total	Previous Year Total
	Govt. of India		
Balance B/F			0
Add: Receipts during the year			98,00,000
Total	0	0	98,00,000
Less: Utilised for Capital Expenditure (A)	0	0	0
Balance	0	0	98,00,000
Utilised for Recurring Expenditure (FPM)		0	(98,00,000)
Transfer to Corpus (Deficit of Previous Year)			0
Balance C/F	0	0	0

SCHEDULE - 11 INCOME FROM INVESTMENTS

Particulars	Earmarked/Endowment Funds		Other Investments	
	Current Year	Previous Year	Current Year	Previous Year
1. (a) Interest on Term Deposits of Funds	24,38,21,451	4,14,79,497		0
(b) Interest on Term Deposits - Lucknow	0	0	14,77,21,725	19,97,10,544
(c) Interest on Term Deposits - Noida	0	0	4,26,81,671	4,27,63,523
2. Interest on S.B. Accounts of Endowment/Earmarked Funds	9,04,016	2,58,099		0
Total	24,47,25,467	4,17,37,596	19,04,03,396	24,24,74,067
Transferred to Earmarked/Endowment Funds				
Balance	24,47,25,467	4,17,37,596		

SCHEDULE - 12 INTEREST EARNED

Particulars	Current Year	Previous Year
1. On Savings Accounts with scheduled Banks-Lucknow	1,13,10,565	1,78,33,726
On Savings Accounts with scheduled Banks-Noida	48,15,778	26,89,140
2. On Loans (Employees/Staff)	33,72,435	-14,71,559
3. On Debators and Other Receivables	0	0
Total	1,94,98,778	1,90,51,307

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SCHEDULE - 13 OTHER INCOME & RECOVERIES

Particulars	2018-19	2017-18
A. Income from Land & Buildings		
Lucknow Campus :		
1. Rental	8,00,942	7,08,858
2. License Fee	13,26,753	8,97,694
3. Guest House Recovery	45,87,289	12,80,030
4. Electricity Charges Recovered	50,55,740	58,84,910
Sub-total	1,17,70,724	87,71,492
Noida Campus :		
1. License Fee	1,93,395	2,25,070
2. Guest House Recovery	8,85,883	8,72,833
3. Electricity Charges Recovered	9,18,055	10,65,229
Sub-total	19,97,333	21,63,132
Total (A)	1,37,68,057	1,09,34,624
B. Sale of Institute's publications	85,126	37,309
Total (B)		
C. Income from holding events	0	0
Total (C)		
D. Other		
1. Library Membership	1,26,076	89,348
2. Profit on sale/disposal of Assets: Own Assets	2,229	3,774
3. Other Recoveries & Receipt		
(a) Lucknow Campus	4,92,397	8,20,451
(b) Noida Campus	1,91,610	3,06,220
Total (D)	8,12,312	12,19,793
Total (A to D)	1,46,65,495	1,21,91,726

SCHEDULE 14 - PRIOR PERIOD INCOME

Particulars	2018-19	2017-18
Academic Income - Lucknow	0.00	0.00
Academic Income - Noida	0.00	0.00
Total	0.00	0.00

(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer

(Prof. Archana Shukla)

Director

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE 15 - STAFF PAYMENTS & BENEFITS (Establishment Expenses)

in Rupees (₹)		
Particulars	2018-19	2017-18
Lucknow Campus		
<u>Salary and Allowances</u>		
Basic Pay	18,41,60,350	10,76,80,217
D.A.	1,66,19,832	6,60,17,234
H.R.A.	1,01,40,156	67,92,120
Special Pay	51,500	,81,685
Transport Allowance	1,22,61,485	1,21,76,044
Daily Wages	40,70,617	24,94,906
Personal Pay	0	50,100
Arrears under 7th CPC	96,270	2,45,76,638
	22,74,00,210	21,98,68,944
<u>Other Benefits</u>		
Overtime	0	24,827
Medical	1,33,16,810	98,70,285
L.T.C.	31,26,802	24,36,813
Bonus	5,84,216	5,63,492
Reimbursement of Tution Fee	19,62,566	19,61,504
Leave Encashment on LTC	19,73,331	11,13,227
Staff Liveries/Washing Allowances	2,68,683	1,45,856
	2,12,32,408	1,61,16,004
<u>Employee's Welfare</u>		
Staff Training	2,86,875	2,90,433
Staff Canteen Subsidy	0	1,71,665
IIML Employees' Welfare Committee	22,70,603	26,50,653
	25,57,478	31,12,751
<u>Terminal Benefits</u>		
CPF Employer's Contribution	12,60,885	14,06,168
CPS Employer's Contribution	1,24,89,668	1,21,83,680
Pension Exp./Pension Contribution	,	-,14,220
Leave Encashment/Leave Salary Contribution	55,11,853	34,82,427
Gratuity	5,97,523	57,39,170
	1,98,59,929	2,27,97,225
Total A	27,10,50,025	26,18,94,924
Noida Campus		
Salary Allowances	5,98,65,481	5,39,50,858
Other Benefit	35,49,755	27,91,454
Total B	6,34,15,236	5,67,42,312
Total A+B	33,44,65,261	31,86,37,236


(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer


(Prof. Archana Shukla)
Director

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE 16 - ACADEMIC EXPENSES

in Rupees (₹)		
Particulars	EXPENDITURE	
	2018-19	2017-18
SCHEDULE 16.1 - Post Graduate Programme		
Admission	70,54,231	80,39,156
Books and Course Materials	274,22,624	2,88,84,436
Convocation	29,24,978	31,28,311
Students' Welfare Activities	95,21,956	68,83,080
Students' Activities centre(Umang)	29,03,519	31,13,511
PGP Alumni Exp.	15,51,911	21,22,745
Visiting Faculty Expenses	162,99,404	1,43,26,093
PGP Electricity	250,26,923	2,47,80,074
PGP Misc.	63,77,335	54,09,196
PGP Teaching Honorarium	120,00,000	1,00,00,000
Cleaning & Security Expense	173,73,148	1,57,60,822
ABM Exp. (Specific)	1,93,156	2,02,006
Total A	12,86,49,185	12,26,49,429
PGP Scholarships		
Scholarships - Merit-cum-Means	1,51,75,003	1,26,60,000
Scholarships- Others	1,41,76,800	1,41,46,160
Total B	2,93,51,803	2,68,06,160
Total A+B	15,80,00,988	14,94,55,589

SCHEDULE 16.2 - Management Development Programmes

Lucknow Campus		
Programme Expenses	19,26,66,685	15,06,93,143
TotalA	19,26,66,685	15,06,93,143
Noida Campus		
Programme Expenses	3,14,95,783	5,65,85,268
TotalB	3,14,95,783	5,65,85,268
TotalA+B	22,41,62,468	20,72,78,411

SCHEDULE 16.3 - Fellow Programme

Lucknow Campus		
Administrative Expenses	13,41,519	21,79,030
Fellowship Honorarium	2,19,50,593	2,04,18,187
Student's Contingency	27,24,571	24,99,717
Electricity Expenses	8,34,231	8,26,001
Security, Maintenance & Cleaning	12,25,588	9,34,415
TotalA	2,80,76,502	2,68,57,350
Noida Campus		
Visiting Faculty & Administrative Expenses	12,88,762	14,83,843
TotalB	12,88,762	14,83,843
TotalA+B	2,93,65,264	2,83,41,193

Particulars	EXPENDITURE	
	2018-19	2017-18
<u>SCHEDULE 16.4 - PGP-SM</u>		
Admission Expense	41,979	1,74,170
Books & Course Materials	12,13,729	10,13,314
Visiting Faculty Expenses	22,85,382	26,57,652
Electricity Expense	29,63,868	30,30,904
Cleaning & Security Expense	37,34,023	36,78,795
Misc. Expense	14,19,345	10,37,843
Placement Expense	3,23,848	3,94,907
Scholarships - Merit-cum-Means	0	1,95,000
Total	1,19,82,174	1,21,82,584

SCHEDULE 16.5 - WMP

Admission Expenses	30,13,802	3,46,465
Course Materials	22,73,495	22,41,794
International Comp. Expenses	128,28,616	0
Hospitality/ Misc. Expenses	24,53,411	21,86,032
Visiting Faculty Expenses	27,73,086	30,85,736
Electricity	39,51,826	40,41,078
Cleaning & Security Expenses	53,48,711	14,78,262
Total	3,26,42,947	1,33,79,366

SCHEDULE 16.6 - IPMX

Admission Expenses	28,68,704	26,11,373
Books & Course Materials	15,75,905	26,92,171
Hospitality Expenses	9,58,066	64,41,034
International Expenses	3,70,82,708	1,98,44,032
Misc. Expenses	15,56,118	7,18,026
Visiting Faculty Expenses	28,76,021	30,59,068
Electricity	65,20,513	64,31,851
Cleaning & Security Expenses	84,41,031	48,66,042
Placement Expenses	7,48,625	15,20,312
Total	6,26,27,691	4,81,83,909

SCHEDULE 16.7 - Placement

Placement Expenses	23,76,702	23,90,557
Total	23,76,702	23,90,557

SCHEDULE 16.8 - Consultancy

Lucknow Campus		
Consultancy Expenditure	87,34,104	56,61,288
Company Training Expenditure	0	4,92,825
Total A	87,34,104	61,54,113
NOIDA CAMPUS		
Consultancy Expenditure	10,89,516	20,09,138
Company Training Expenses		
TotalB	10,89,516	20,09,138
TotalA+B	98,23,620	81,63,251

Particulars	EXPENDITURE	
	2018-19	2017-18
<u>SCHEDULE 16.9 - Common Admission Test</u>		
CAT Expenses	14,69,473	10,00,000
Total	14,69,473	10,00,000

SCHEDULE 16.10 - Newspaper & Periodicals

Lucknow Campus -	38,256	1,18,060
Noida Campus -	35,961	40,659
Total	74,217	1,58,719

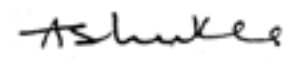
SCHEDULE 16.11 - Research & Development

Lucknow Campus		
Software and Internet	66,73,850	94,55,358
Membership Fees	11,40,195	4,01,318
LPS-IIML National Leadership Award	0	24,49,299
Seminars/Conferences	43,51,221	50,66,941
Faculty Development & Incentives	1,52,24,331	1,64,71,843
Officer Development	11,90,403	15,10,340
Accrediation & Research Development	24,77,724	11,51,468
Institute's Journal - Metamorphosis	19,021	1,92,877
Seed Money & Research Projects	4,69,016	35,94,684
Total	3,15,45,761	4,02,94,128
Noida Campus		
Faculty Development & Incentives	57,80,522	40,97,104
Licences Internet Fees	5,94,869	3,96,857
Seminar/Conferences & Other Activities	21,82,306	14,74,125
Incubation center	0	1,52,16,690
Other	73,401	5,26,989
Total	86,31,098	2,17,11,765
Total	4,01,76,859	6,20,05,893
Grand Total (16.1 to 16.1)	57,27,02,403	53,25,39,471



(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

in Rupees (₹)

Particulars	2018-19	2017-18
SCHEDULE 17 - Administrative & General Expenses		
Lucknow Campus		
Security, Cleaning and Maintenance Services	2,14,28,505	2,19,72,320
Stationery and Printing expenses	22,32,028	19,87,935
Horticulture (Labour & Plantation)	97,38,235	1,03,05,522
Hospitality and Guest House Expenses	14,23,399	11,04,026
Telecom Expenses	27,85,600	23,03,926
Electricity	99,01,065	95,32,278
Faculty/Staff Recruitment	13,48,015	10,36,881
Internal Audit Fees	2,55,778	3,17,601
AG Audit Fees	0	3,58,000
Office Contingencies	1,58,200	2,13,916
Postage	1,39,454	1,48,829
Official Functions	5,92,998	9,71,030
Advertising & Publicity	29,792	4,86,176
Rent	1,87,780	1,77,238
Legal Expenses	14,80,958	21,29,792
BOG Expenses	14,51,636	6,54,442
Community Development	10,94,807	9,44,020
Travelling Expenses	10,05,787	10,71,810
Professional & Consultancy Exp	19,83,329	15,00,403
Insurance	90,472	81,633
Loss on sale of Fixed Assets	15,983	14,012
Total A	5,73,43,821	5,73,11,790
NOIDA CAMPUS		
Security, Cleaning & Maintenance	29,17,806	57,07,056
Electricity	20,42,365	22,83,797
Stationery and Printing expenses	6,64,282	4,31,714
Hospitality and Guest House Expenses	8,41,025	13,47,590
Horticulture Revenue Expenses	12,92,984	7,36,799
Telephone Expenses	5,43,643	6,88,879
Lease Rent	41,14,688	41,14,688
Other Administrative Expenses	15,41,412	27,93,183
Total B	1,39,58,205	1,81,03,706
Total A+B	7,13,02,026	7,54,15,496
SCHEDULE 18 - Transportation Expenses		
Lucknow Campus		
Fuel for vehicles	2,02,502	5,50,333
Transport Services Expenses	39,37,525	49,32,696
Repair and Maintenance vehicles	55,806	1,16,517
Vehicle Insurance Expenses	96,911	1,12,875
Total A	42,92,744	57,12,421
NOIDA CAMPUS		
Transportation Expenses	3,56,405	5,58,462
TotalB	3,56,405	5,58,462
TotalA+B	46,49,149	62,70,883


(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer


(Prof. Archana Shukla)

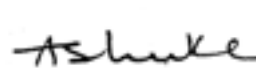
Director

Particulars	2018-19	2017-18
SCHEDULE 19 - Repairs & Maintenance		
Lucknow Campus		
R & M PGP	24,54,392	62,53,215
R & M Office / Buildings	60,85,182	71,41,845
R & M Furnitures	2,46,524	1,60,532
R & M Equipments	63,90,123	60,54,081
R & M Computer Hardware & Software	89,99,200	1,13,31,802
Total A	2,41,75,421	3,09,41,475
Noida Campus		
R & M Office / Campuses	50,77,682	29,92,159
R & M Furnitures	4,27,465	3,38,773
R & M Equipment	77,77,978	82,65,003
R & M Computers	16,47,010	19,07,309
Total B	1,49,30,135	1,35,03,244
Total A+B	3,91,05,556	4,44,44,719
SCHEDULE 20 - Finance Cost		
Bank Charges(Lucknow Campus)	135,165	1,60,824
Bank Charges(Noida Campus)	10,933	28,042
Total	1,46,098	1,88,866
SCHEDULE 21 - Other Expenses		
Lucknow Campus		
Writing off (Bad Debts)	-	-
Total	-	-
SCHEDULE 22 - PRIOR PERIOD EXPENSES		
Lucknow Campus		
Academic Expenses - Lucknow	8,51,633	5,85,321
Academic Expenses - Noida	2,98,327	30,71,098
Total	11,49,960	36,56,419



(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE 23 - SIGNIFICANT ACCOUNTING POLICIES

1. Basis for Preparation of Accounts:

- 1.1 The financial statements are prepared under the historical cost convention on the accrual basis, unless stated otherwise.
- 1.2 The Institute has presented its Financial Statements according to Revised Financial Reporting format, given by MHRD for “Central Higher Educational Institutions”.

2. Revenue Recognition:

- 2.1 Misc. Receipts, CAT income, Sale of Admission Forms and Interest on Saving Bank Accounts are accounted on cash basis. Fees from students of various programmes including MDP & Consultantancy Fee are collected on periodical basis and are accounted on accrual basis.
- 2.2 Income from Land, Buildings and Other Property and Interest on Investments are accounted on accrual basis.
- 2.3 Interest on interest bearing advances to staff for House Building, Purchase of Vehicles and Computers is accounted on accrual basis every year, though the actual recovery of interest starts after the full repayment of the Principal.
Accrued interest on staff loan for the financial year 2017-18 was Rs 30,01,446/- but erroneously an amount of Rs.1,08,954/- was accounted for. The balance of accrued interest amounting Rs.28,92,492/- is accounted for current year and shown as a Prior Period Income.
- 2.4

3. Fixed Assets & Depreciation:

- 3.1 Fixed Assets are stated at cost of acquisition including inward freight, duties and taxes and incidental and direct expenses related to acquisition, installation and commissioning.
- 3.2 Fixed Assets received by way of non-monetary grants or gifts (other than towards the Corpus Fund), are capitalized at values stated. Gifted Library books amounting to Rs. 23658/- for 2017-18 and Rs. 24040/- for 2018-19 are capitalized.
- 3.3 Reclassification of fixed assets in the respective block of assets has been made to depict the carrying amount of assets at Lucknow Campus as well as Noida Campus.
- 3.4 The depreciation is provided on Straight Line Method (SLM) for all assets purchases during the year.
- 3.5 Along with the reclassification of assets, amount of accumulated depreciation has also been transferred to the respective block of assets.
- 3.6 Accumulated depreciation upto 2003-04 amounting to ₹26,26,62,907/- was computed but not accounted for. Out of the above accumulated prior period depreciation, an yearly allocation/charge @ 7.5 percent (i.e. ₹1,96,99,718/-) is made from the year 2004-05 to 2017-18, to the Income & Expenditure Account leaving nil balance as on 31.03.2018.

4. Intangible Assets:

- 4.1 E Journals are being treated as Institute's Intangible Assets.

5. Stocks:

Expenditure on purchase of Stationary/Printing material & electrical items are accounted for as revenue expenditure after adjustment of value of closing stock held as on 31st March. The closing stocks is valued at cost.

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

6. Retirement:

- 6.1 Towards Gratuity of employees, a Group Gratuity Scheme is instituted through LIC (as Fund Manager) by constituting an independent Fund, which manages the gratuity liability and it is in operation since 2001-02.
- 6.2 Liability on account of accumulated leave encashment benefit to the employees has been assessed and provided for. This provision has been kept under Leave Encashment Funds and being managed by the Institute.
- 6.3 Provision for pension liability as on 31st March, 2019 in respect of employees who had joined on or before 31.12.2003 has been assessed by actuarial form and accordingly required extra Fund in the assisting Pension Fund is being provided in installment. 3rd Installment of ₹ 20 crores is being added during this year.
- 6.4 In respect of employees who joined the Institute on or after 01.01.2004, Contributory Pension Scheme is under operation and the same is discharged by the Institute to the IIML EPF Trust, Lucknow concurrently.

7. Investments:

- 7.1 All the Investments are held for long term hence valued at cost. Renewal of the Investments has been done as and when required.

8. Earmarked/Endowment Funds:

All the long terms funds are earmarked for specific purposes. Out of these Pension & Gratuity Fund have separate Bank Account. Those with large balances also have investments in Term Deposits with Banks. The accrual interest income from investments and interest on Savings Bank Accounts are credited to the respective Funds. The expenditure are debited to the funds. The assets created out of Earmarked Funds where the ownership Vests in the Institution, are merged with the assets of the Institution by crediting an equal amount to the Capital Fund. The balance in the respective funds is carried forward and is represented on the assets side by the balance at Bank, Investment and accrued interest.

9. Investment of Earmarked Funds and Interest Income Accrued on Such Investments:

To the extent not immediately required for expenditure or amount added at the end of the Financial Year as provision for the year, the amount available against such funds are invested in approved Securities & Bonds or deposited for fixed term with Banks, leaving the balance in Savings Bank Accounts (wherever applicable).

Interest received, interest accrued & due and interest accrued but not due on such investments are added to the respective funds and not treated as income of the Institution.

10. Sponsored & Consulting Projects:

- 10.1 In respect of ongoing Consulting Projects, the amounts received from sponsors are credited in the group, “Current Liabilities and Provisions” as and when expenditure is incurred/advances are paid against such projects, or the concerned project account is debited with allocated overhead charges, the liability account is debited.
- 10.2 In respect of sponsored scholarships, amount received from sponsors are credited to ‘Scholarship Others Received’ and on its payment, to students, it is debited to ‘Scholarship Others Paid’ account under PGP Expenditure.

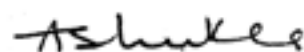
11. Income Tax

The income of the Institution is exempt from Income Tax under Section 10(23c) of the Income Tax Act. No provision for tax is therefore made in the accounts.



(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2018-19

SCHEDULE 24 – CONTINGENT LIABILITIES AND NOTES TO ACCOUNTS

1. Contingent Liabilities:

- 1.1 As on 31.03.2019 Court Cases filed against the Institution, by former/present employees, tenants and contractors and arbitration cases with contractors, were pending for decisions. The quantum of the claims is not ascertainable.

2. Capital Commitments:

- 2.1 There is no capital commitments as on 31.3.2019.

3. Patents:

There is no patent relating to the Institute.

4. Expenditure in Foreign Currency:

- | | |
|--|-------------------------|
| a. Travel | ₹ 2,23,82,604.00 |
| b. Foreign Drafts for import of Chemicals etc. | ₹ 0.00 |
| c. Others | ₹ <u>5,22,42,123.00</u> |


Total ₹ 7,46,24,728.00

5. Previous year's figures have been regrouped wherever necessary.
6. Figures in the Final accounts have been rounded off to the nearest rupee.
7. Schedules 1 to 24 are annexed to and form an integral part of the Balance Sheet at 31st March, 2019 and the Income & Expenditure Account for the year ended on that date.
8. As General Provident Fund Accounts, Contributory Provident Fund Accounts and Contributory Pension Scheme Accounts are owned by the members of those funds and being managed by I.I.M.E.P.F. Trust, Lucknow, hence these accounts were separated from the Institution's Accounts and a Receipts & Payments Account, an Income & Expenditure Account (on accrual basis) and a Balance Sheet of the Trust, is being attached at Appendix - 1 for the year 2018-19, to the Institution's Accounts.



(P. Dhar)

Financial Advisor-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director

Appendix-1

IIM Employee Provident Fund Trust, Lucknow


Balance Sheet As At 31st March, 2018

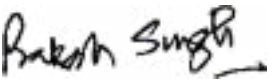
in Rupees (₹)

Particulars	2018-19	2017-18
1. Sources of Funds		
1.1 General Provident Fund		
Opening Balance	20,84,09,150	19,03,91,337
Add: Subscription	2,82,64,688	2,29,57,285
Interest Credited	1,63,07,050	1,35,62,003
Transferred from previous employer	0	0
	25,29,80,888	22,69,10,625
Less: Final Withdrawals/Transfer	1,39,03,105	1,85,01,475
	23,90,77,783	20,84,09,150
1.2 Contributory Provident Fund		
Opening Balance	2,16,38,715	1,74,10,420
Add: Subscription	15,11,350	13,91,951
Employer's Contribution	12,60,885	14,07,001
Interest Credited	17,25,830	14,29,343
Transfer from previous employer	0	0
	2,61,36,780	2,16,38,715
Less: Final Withdrawals	0	0
	2,61,36,780	2,16,38,715
1.3 Contributory Pension Scheme Fund		
Opening Balance	16,52,17,328	12,95,69,273
Add: Subscription	150,73,257	125,28,669
Employer's Contribution	124,38,435	121,82,847
Interest Credited	134,52,950	109,36,539
Transfer from previous employers	0	0
	20,61,81,970	16,52,17,328
Less: Final Withdrawals	(,88,627)	(,,0)
	20,60,93,343	16,52,17,328
1.4 Income & Expenditure A/c		
Opening Balance	214,33,554	117,72,366
Add: Transfer from I & E A/c	11,09,678	96,61,188
	2,25,43,232	214,33,554
Less: Transferred for Bonus/Settlement	0	0
	2,25,43,232	214,33,554
	49,38,51,138	41,66,98,747
2- Application of Funds		
2.1 Investments		
(a) Govt. & SBI Spl. Deposit	62,91,745	62,91,745

Particulars	2018-19	2017-18
(b) Deposit with Banks & Others	42,25,00,000	34,92,00,000
	42,87,91,745	35,54,91,745
2.2 Current Assets, Loans & Advances		
(a) Advances to members		
Opening Balance	7,71,573	9,83,009
Add: Paid during the year	23,05,182	15,83,000
Less: Refunded during the year	(11,93,276)	(17,94,436)
	18,83,479	7,71,573
(b) Special Advances to members		
Opening Balance	69,92,760	73,95,753
Add : Paid during the year	27,79,088	1,27,01,000
Less: Refunded during the year	(50,68,260)	1,31,03,993
	47,03,588	69,92,760
(c) Interest accrued but not received	4,80,12,401	3,66,18,831
(d) TDS Receivable	3,37,041	1,37,105
(e) Bank Balance		
Yes Bank SB A/c	10,89,123	4,72,627
Axis Bank SB A/c	90,33,761	1,62,14,106
	1,01,22,884	
	49,38,51,138	41,66,98,747

Place : Lucknow
Date: 06.06.2019


(Pradip Dhar)
Secretary


(Prof. Prakash Singh)
Chairman

IIM Employee Provident Fund Trust, Lucknow

Income and Expenditure Account For The Year Ending 31st March, 2018

in Rupees (₹)

Particulars	2018-19	2017-18
1 Income		
1.1 Interest From:		
Saving Bank Accounts	8,87,607	7,42,566
Govt. Securities, Deposits & Bonds etc.	3,16,67,375	3,47,48,895
Special Advances to members	42,960	98,941
Total (1)	3,25,97,941	3,55,90,403
2 Expenditure		
2.1 Interest Paid		
Paid/Credited to GPF members A/c	1,63,07,050	1,35,62,003
Paid/Credited to CPF members A/c	17,25,830	14,29,343
Paid/Credited to CPS members A/c	1,34,52,950	1,09,36,539
Bank Charges/Misc.	2,433	1,330
Total (2)	3,14,88,263	2,59,29,215
3 Excess of Income over Expenditure		
Transferred to Balance Sheet	11,09,678	96,61,188
(3)		
Total (2+3)	3,25,97,941	3,55,90,403

Place :Lucknow
Date: 06.06.2019

(Pradip Dhar)
Secretary

(Prof. Prakash Singh)
Chairman

IIM Employee Provident Fund Trust, Lucknow

Receipt And Payment Account For The Year Ending 31st March 2018

in Rupees (₹)

Particulars	2018-19	2017-18
1 Receipts		
1.1 Opening Balance		
Yes Bank SB A/c	4,72,627	4,12,134
Axis Bank, SB A/c	1,62,14,106	1,05,64,547
	1,66,86,733	1,09,76,680
1.2 Maturity of Investments		
FDRs, Bonds & Others	8,12,00,000	13,79,96,404
1.3 Interest Received		
Saving Bank Account	8,87,607	7,42,566
FDRs, SDS & Other Deposits	2,02,73,804	2,23,18,190
Special Loans	42,960	98,941
	2,12,04,371	2,31,59,698
1.4 Members Accounts		
Members Account GPF	2,85,05,924	2,32,99,901
Members Account CPF	29,28,449	27,98,952
Members Account CPS	2,77,38,384	2,47,11,516
Recovery of Advances	14,08,094	9,04,284
Recovery of Special Advances	52,37,572	61,00,719
	6,58,18,423	5,78,15,372
Total (1)	18,49,09,527	22,99,48,154
2 Payments		
2.1 Investments		
FDRs, Bonds & Others	15,45,00,000	18,66,00,000
2.2 Payment to Members		
Advances	25,20,000	6,22,000
Finals Withdrawals GPF	1,39,43,069	1,85,07,271
Final Withdrawals CPF	0	0
Final Withdrawals CPS	2,11,722	0
Special Advances	29,48,400	71,94,000
Interest paid/Bank charges etc.	4,03,641	3,38,150
	2,00,26,832	2,66,61,421
2.3 Closing Balances		
Yes Bank SB A/c	10,89,123	4,72,627
Axis Bank SB A/c	90,33,761	162,14,106
	1,01,22,884	1,66,86,733
2.4 Current Liabilities of IIM Lucknow	2,59,811	
Total (2)	18,49,09,527	22,99,48,154

(Pradip Dhar)
Secretary

(Prof. Prakash Singh)
Chairman





Indian Institute of Management

Prabandh Nagar, IIM Road, Lucknow – 226013

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