

### Indian Institute of Management Lucknow



#### **Inside this issue**

**Academic Activities** 

**Publication Profile** 

**Research Publications** 

- Papers
- Conference & Seminar Presentations

**Other Assignments** 

**Management Development Programme** 

**Events** 

**From the Press** 

#### **Featured members**

Prof. Amit Mookherjee - Marketing Area

Prof. B.K. Mohanty - Decision Sciences Area

Prof. Devashish Das Gupta - Marketing Area

Prof. Neerja Pande - Communications Area

Prof. Payal Mehra- Communications Area

Prof. Samir K. Srivastava- Operation Management Area

Prof. S.B. Dash- Marketing Area

#### **Publication Profile**

**Business Deans Council)** 

#### **Research Publications**

#### **Papers**

Agarwal, N., **Pande, N.**, & Ahuja, V. "Analysis of employee training needs in Information Technology Industry", *International Journal of Indian Culture & Business Management* (IJICBM), Inderscience Publications, 11(3), 2015: pp. 323-343

**Keywords:** information technology industry; flat structure; matrix structure; soft skills; employability; training-need analysis

Information technology industry is one of the fastest growing and high-profit generating industries in the world. The employability size of this industry is very high and covers a major proportion of the service sector. This industry is the perfect model of individual skills, team-cohesion and organizational success hence it is a complete role-model industry to employ both people-oriented and work-oriented approach at the same time. This paper puts forward seven essential employability skills:communication, teamwork, work psychology, critical thinking and problem solving, initiative, enterprise and self-management, learning and adaptability and planning and organizing, which are needed most at the time of employment and triesto find out the way to make the training of these soft skills more effective. The data has been collected from 400 professionals working across various IT companies in Delhi and adjoining areas at different levels. The employability skill set thus created can help employees gauge the training needs and design effective training programs accordingly.

Bajaj, B. & **Pande, N.**, "Mediating role of resilience in the impact of mindfulness on life satisfaction and affect as indices of subjective well-being", *Personality and Individual Differences*, Elsevier, 93, 2016; pp.63-67

Keywords: Mindfulness, Resilience, Life satisfaction, Affect, Subjective well-being

Recent research has established the effect of mindfulness on subjective well-being. In this present study we attempt to extend the previous literature by investigating the potentialmediating role of resilience in the impact of mindfulness on life satisfaction and affect as indices of subjectivewell-being. The Mindful Attention Awareness Scale (MAAS), ConnorDavidson Resilience Scale (CD-RISC), the Satisfaction with Life Scale (SWLS) and Positive and Negative Affect Schedule (PANAS) were administered to 327 undergraduate university students in India. Structural equation modeling (SEM) results showed that resilience partially mediated the relationship between mindfulness and life satisfaction and affect components. The findings corroborate an important role of resilience in mindfulness exerting its beneficial effects. This study makes a contribution to the potential mechanism of the association between mindfulness and subjective well-being.

**Mehra, Payal**, ?Be a Radio Jockey: An Experiential Learning Assignment in a Cultural Communication Course", *Journal of International Business Education*. 10, 2015.

Http://www.neilsonjournals.com/JIBE/abstractjibe10mehra.html (The Journal is ranked B category by the Australia

Gupta, Mahima & **Mohanty, B.K**., "An algorithmic approach to group decision making problems under fuzzy and dynamic environment", *Expert Systems with Applications*, 55,2016:pp. 118-132

#### **Publication Profile**

#### **Research Publications**

Gupta, Mahima & **Mohanty, B.K.**, "Multi-stage Multi-objective production planning using linguistic and numeric data - A Fuzzy Integer Programming Model", *Computers and Industrial Engineering*, 87, 2015: pp. 454-464

Srivastav, N., **Dash, S.B.**, & **Mookerjee, A.**, "Determinants of brand trust in high inherent risk products: the moderating role of education and working status", *Marketing Intelligence and Planning*, 34(3),2016:pp. 403-420

The purpose of this paper is to empirically examine the distinct antecedents of cognitive and affective brand trust in the context of high inherent risk product of baby care toiletries. In addition, the moderating role of working status and education is investigated for the relationship between brand trust and its antecedents. Extensive literature review was conducted to develop the theoretical framework, which was then empirically validated through a survey conducted on the 507 respondents. Data were analysed using structural equation modelling. The study found that brand credibility, brand innovativeness and family influence are antecedents of cognitive brand trust whereas brand intimacy and family influence are drivers of affective brand trust. Further, the working status is found to moderate the relationship between brand intimacy to affective brand trust and family influence to both cognitive and affective brand trust. The study result does not support the moderating effect of education on the relationship of cognitive brand trust with brand credibility and brand innovativeness. The study recommends marketing strategy implications for high inherent risk product companies such as baby care toiletries that what essential factors they must keep in mind while promoting their brand and winning trust of customers.

Jaiswal, R., **Dash, S.B.**& Mishra, "Why Do Indian Military Officers Want To Leave? An Empirical Investigation", *Armed Forces and Society*, 42(2),2016:pp. 386-406

Armed forces form the lifeblood of any nation, and morale of its officers is the key to effective defense of the country's borders. Yet, most militaries, and so does Indian, suffer from a relatively high rate of churn of officers that has adverse effects. Turnover is detrimental to any organization, and it is particularly undesirable for armed forces, as it affects unit cohesion and operational preparedness, thus proving to be chronic problem that demands attention. With this aim, we investigate the factors that are instrumental in influencing the propensity of military officers to leave. A survey of 476 Indian military officers, followed by a rigorous empirical analysis, revealed the pay, promotion, and job satisfaction to be the prime perpetrators for the intention of military officers to leave. Our work is a step in the direction of stemming the attrition and improving the retention of officers in the Indian military.

#### **Conference & Seminar Presentations**

**Kavita Chadha**, 'Managing users' expectations in Google age: From academic librarians perspective', paper presented in the International Conference on Digital Governance Innovation, information and libraries, jointly organized by ASIALA and IIM Indore from April 14-16 2016 at IIM Indore. The paper has been published in conference proceedings titled "Digital Governance innovation, information and libraries", pp. 141-145, edited by Dr. Akhtar Parvez, Dr. Sanjeev Kumar, Dr. Tariq Ashraf, Dr. S.S. Dhaka and Sonal Garg

#### **Publication Profile**

#### **Other Assignments**

**Prof. Samir K Srivastava** served as a Member of Scientific Committee for the "International Conference on Supply Chain & Logistics Management (ICSCLM 2016)", India Habitat Centre, New Delhi, March 18-19, 2016.

**Prof. Samir K Srivastava** served as a Member of the Advisory Committee for the "3rd International Conference on Management: Flattening of The Globe: Propelled by E Commerce & Supply Chain", New Delhi, February 4-5, 2016.

**Prof Devashish Das Gupta** was invited by Defence Research and Development Organisation (DRDO) to address their 13000 strong team of scientists and officers across India through Video conferencing on April 28th. This lecture was delivered at their training establishment ITM, Mussorie. This two-hour address was on LEADERSHIP COMMUNICATION. The objective of this address was to enable the DRDO scientists, develop communication skills to lead discussions with their clients which primarily will be the senior most officers of Indian Army, Navy, and Airforce.

**Prof. Neerja Pande** was invited to deliver a session on Crisis Communication' to Senior Executives of NTPC Eastern Region 1 HQ at Patna on 29th March 2016.

### **Management Development Programme**

### MDPs held during February - April 2016

S.No.	Programme Title	Programme Director(s)	Dates	Venue
1	One-year Part-time Certificate Programme in General Management for Executives (CPGME11) with 240 hours of teaching in four on-campus modules (4th module)	Prof. Abhjit Bhattacharya & Prof. Ashish Dubey	February 6-14, 2016	Lucknow
2	Coaching and Mentoring for Effective Leadership	Prof. Pankaj Kumar & Prof. Pushpendra Priyadarshi	February 18-20, 2016	Noida
3	Certificate Programme in General Management for Executives (CPGME13 - 1st on-campus module)	Prof. D Tripati Rao & Prof. Madhumita Chakraborty	February 20-28, 2016	Lucknow
4	Managerial Effectiveness	Prof. Archana Shukla & Prof. Nishant Uppal	February 22-26, 2016	Lucknow
5	Certificate Programme in Business Analytics for Executives (CPBAE-IV - 4th on-campus module)	Prof. Arunabha Mukhopadhyay & Prof. Gaurav Garg	February 24-28, 2016	Lucknow
6	Communication, Presentation and Report Writing Skills for DRDO Scientists	Prof. Payal Mehra & Prof. Devashish Das Gupta	February 29 - March 2, 2016	Lucknow
7	Certificate Programme in Business Analytics for Executives (CPBAE V - 3rd on-campus module)	Prof. Amit Agrahari & Prof. Samir K Srivastava	March 2-6, 2016	Lucknow
8	Management Module for IFS Probationers	Prof. Sushil Kumar (CBS) & Prof. Payal Mehra	March 28 - 31, 2016	Lucknow
9	Management and Strategic Control of Projects for NIC Officers	Prof. Sushil Kumar (OM) & Prof. Vikas Srivastava	March 28 - April 1, 2016	Lucknow
10	FDP on Participative Learning and Teaching Case Studies	Prof. Anirban Chakraborty	March 31 - April 5, 2016	Lucknow
11	One-year Part-time Certificate Programme in General Management for Executives (CPGME12) with 240 hours of teaching in four on-campus modules (module 3)	Prof. Sushil Kumar (CBS) & Prof. Krishna Chandra Balodi	April 2-10, 2016	Lucknow
12	Leadership and Strategic Management for Quality Improvement in Education for HOS of Directorate of Education, and SCERT/DIET faculty	Prof. M Akbar & Prof. Madhumita Chakraborty	April 11-15, 2016	Lucknow
13	Managerial Excellence for Distribution Trainers of Bharti Axa Life Insurance Co. Ltd.	Prof. Archana Shukla & Prof. Nishant Uppal	April 12-14, 2016	Lucknow
14	Leadership and Strategic Mangement for Quality Improvement in Education for HOS of Directorateof Education and SCERT/DIET Faculty	Prof. Rajesh K Aithal & Prof. Nishant Uppal	April 20-24, 2016	Lucknow
15	Effective Contract Management and Negotiation	Prof. D S Sengar	April 25-27, 2016	Lucknow

### **Management Development Programme**

### MDPs scheduled during May 2016

S.No.	Programme Title	Programme Director(s)	Dates	Venue
1	Certificate Programme in General Management for Executives (CPGME-13 - 2nd on-campus module)	Prof. D Tripati Rao & Prof. Madhumita Chakraborty	May 21-29, 2016	Lucknow
2	Forest Research Methodology for IFS Officers	Prof. Jabir Ali & Prof. Sourindra Bhattacharjee	May 23-27, 2016	Lucknow
3	Change Management Programme (CHAMP) for BEL Executives	Prof. Neerja Pande & Prof. Ajay Singh	May 23-28, 2016	Noida
4	Business Leadership Programme for the executives of JK Group	Prof. Archana Shukla & Prof. Seshadev Sahoo	May 23 - June 3, 2016	Lucknow
5	Understanding Self for Managerial Excellence for MP State Administrative Service Officers	Prof. Pankaj Kumar & Prof. Nishant Uppal	May 30 - June 3, 2016	Lucknow

#### IPMX (2016-17) 9th Batch Inauguration

The 9th batch of IPMX started on 4th April 2016 with inauguration and two days of induction program. The inauguration function began with a welcome speech by Dr. Ajit Prasad, Director, IIM Lucknow. He congratulated students on being part of prestigious IIM-L community and highlighted upon the distinctive methodology adopted by IIM-L for management studies. Students received an insightful outlook about how the journey of business education would shape them for their future. Dr. Amit Mookerjee, Dean and Head Noida Campus, highlighted the various benefits the students could receive from the one year IPMX program. He urged the students to perceive the one year program as an education for life time, rather than as an indicator of financial development. Prof. Mookerjee suggested that students should build on and transform their lives through hard work, commitment and contribution to society. Mr.Rajat Kathuria, Director and Chief Executive, ICRIER, in his inaugural address shared his vast and diverse experience underlining the issues faced by the Indian economy and gave students an insight on the critical role India plays as a developing and rapidly growing economy. He talked about the significance of gender diversity at workplace in India and explained how women participation in country's workforce led to faster GDP growth and improved society's outlook towards life. Mr. Kathuria highlighted that climate change is an issue of utmost importance to all of us and it was everyone's duty to do their bit in improving the environment.







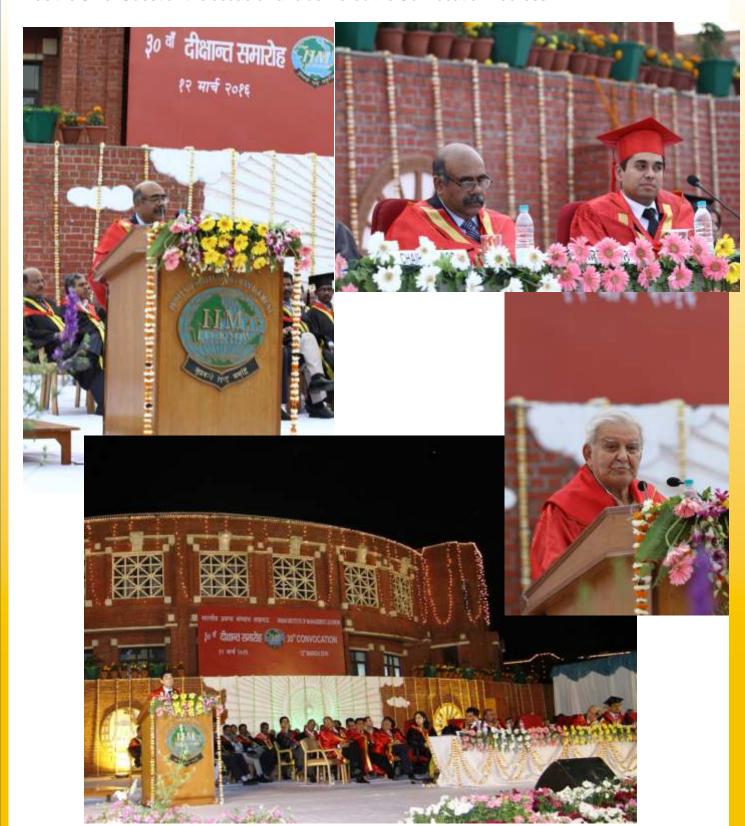
### IPMX (2016-17) 9th Batch Inauguration





#### **Annual Convocation 2016**

The 30th Annual Convocation of Indian Institute of Management Lucknow was held on March 12, 2016 and saw 619 students being awarded their diplomas. Mr. Naveen Tewari, founder and CEO of InMobi, was the Chief Guest on the occasion and delivered the Convocation Address.



### **Annual Convocation 2016**



#### **Leadership Talk Series**

Held on 12 April 2016.

Mr. Ashutosh Sinha a journalist, news editor and news anchor for NDTV and IBN, in his insightful and interactive session narrated his experiences with eminent personalities and leaders from different industries. He shared some of the exciting stories from his book the The Executors, about individuals who had succeeded in life beyond all the hardships.

He laid stress on the importance of ethics in personal and profession lives. Mr. Sinha shared his experiences from his journalism career; these experiences had insightful lessons about building relationship in the community and being passionate about what we wanted in life.





#### **Workshop on Data Visualization Methods & Tools**

Centre for Marketing (CMEE) in association with MRSI (Market Research Society of India) organized 2 day workshop on 25& 26th April 2016 in IIM Lucknow Noida campus and 28th& 29th April 2016 in Mumbai. Participants who attended were marketing professionals & Marketing Research Professionals, IT specialist/Data Scientists/ Data analyst, Academicians/ Doctoral students. Companies who represented were GPI,Research Pacific, Sahaj, TNS, MDRA, Karvy, IPSOS, Hansa, GfK, MRSS,Purple Audacity,i3 consultants, ITC, BrandKare, AbsolutData, IMRB, Millward Brown.

'A visual picture is worth a thousand words especially when one is trying to understand huge data, which could include several thousand or even millions of variables.'

Chairperson of CMEE Prof Satya Bhusan Dash expressed his views saying that 'We always try to bring leading practioners from industry who deliver the best since the level of participants is high so speakers has to be at par excellence. It is a proud moment for me to get appreciations from all the participants and speakers.

One of the participant's feedback- 'The centre is doing incredible job. The speakers were of high repute and were able to deliver both theory and hands on. Now when I have learnt I will be able to apply this in my system. In short the workshop was well organized and it has exceeded our expectations.



Name of the Publication: Hindustan Times

Edition: Lucknow Date: May 25, 2016

#### guestcolumn

# Information technology will drive smart cities



BHARAT BHASKAR

Globally, economic growth and prosperity have always been accompanied by migration of rural population to urban areas for want of better life. India, as a fastest emerging economy, cannot remain an exception. With increasing automation-based development, the migration from rural to urban areas has become a global trend.

It is estimated that 70% of the population will be living in cities by 2050. The inevitable urbanisation of India has made our government realise the need of planning cities that are capable of coping with the challenges of urban living.

Residents of Lucknow have already been experiencing ill impact of this migration in traffic, air quality, health delivery, education, and basic amenities.

Smart city for a common person is a region with evolved infrastructure - communication, transport network, water and electricity - capable of providing essential services like health, education, livelihood, and pursuit of happiness to all residents with ease.

The world is experimenting with information technology for creating such sustainable cities. The key element of this infrastructure includes a ubiquitous gigabits communications network, automated sensor networks and data centre to enable online

decision-making based on live information fed by sensor networks.

With the sensor network, the Internet has become Internet of Things (IoT): objects embedded with sensors and the ability to communicate, sharing data with people and other objects. Here are some examples of its use.

London is using sensor network in congestion charging zones to automatically recognise car number plates for billing, sensor based traffic control system and now adding modern grid with a 3D mapping of surface and under the surface cables, pipes to ease maintenance and construction.

Singapore's Intelligent Transport System includes electronic road pricing (ERP) and sensors attached to taxis that help the government map traffic conditions. ERP, alongside regulation, has helped reduce the number of journeys by private car in Singapore.

Data is at the heart of visions of the future city: For instance, information about traffic, movements of people throughout a city and air quality in the smart city vision, this data can be integrated, analysed and visualised to improve city management.

The predictive analytic techniques can put in hands of city administrators and planners a great decisionmaking capability driven by the past factual data.

(The writer is a professor, IT & systems at Indian Institute of Management, Lucknow)

Name of the Publication: Hindustan Times

**Edition: Lucknow** Date: 8/2/16

### IIM-L achieves 100% final placement in 3 days

COCOOOM: The Indian Institut of Monagement, Locknow has achieved 30% final placement for m 30th batch of 446 students in a record time of just over three

days. Nearly 68% students begged. jobs of sales and marketing fol-lowed by fixance and consulting. The top segments based on

rules offered were sales and marketing (25%), finance (22%), consulting (21%), e-Commerce (15%), systems IT (10%) and gas-eral management (7%), including some extremely weight offer said niche profiles in the finance

The rest of the offers came from domains such as marked research, analytics, business development, occial media machine making malikil smong others. The recruitment drive saw participation from over life domestic and international recruiters.

The highlight of the placoment samon was the participation of esteemed firms title Alvayer and Marsal, BackBeck, MatterCard, Advisors and of Capital. The participation of these firms The rest of the offers come

MOST JOBS FOR SALES, MARKETING

- roles offered were sales and mutating (25%, fearer (25%, cassulting (21%), of commerce (15%), systems/IT (10%) and general management (7%) including some riskle profiles in the finance dynamin.
- The rest of the offers came from denoins such as market repaired, analytics, business development, social media mar-keting and HR. Over 150 demos-

- Highlight of the placement sou-son was the participation of estured firms like Alvarez and Marsal, Baddfock, MasterCard, Advisors and El Capital.
- Assessment are or Capital.

  Same of the top repulsars as different sectors were Accest Adhyn Bilds Grags, Arese or, Austroby, Fighant, Mitedustra Uniteres, PAG, TAS and The Baston Cansulting Grags.



also marked the ascent of IIM-Lucknow as a preferred recruit-ssent destination for marketing. finance and conmitting roles in the country cod/Prof DS Songar.

the country coud-pot DS Sengar.
chairperson, placements.

He said. "The tup four segments based on rules offered
were sails and marketing,
finance, consulting and businesschwelepasent schuling-some
extremely cought after perfiles in
the finance domain."

Equirus Capital and ObsuInternational offered international profiles. Some of the
top recruiters across different

Birta Group, Amozon, Avendus, Flipkart, Hindustan Unilever, P&G. TAS and The Buston

PAG. TAS and The Boston Counditing Group. The first-time recruiters included Avalon Consulting, 164W Group, Kotak Investments and Tata Sky among others.

norW Group, Ectal: Investments and Tata Sky among others.

In the PMCG/consumer goods telecom/digital media sector, 116 offers were made with some of the top firms being Airtst Colgate Palmolite, IF Beddy's, GSK, Handustan Unitered. TC, Neos, P6G, Pepui, Puma, Someting and Star TV.

In addition to the traditional sales and marketing roles, these firms offered roles in supply chain management, IT corporate fluorice, HE and analytics. The banking, financial serv-

The leaning, financial servi-tices and insurance (BPSI) sec-tor are the participation of a number of international firms hiring for a divorce set of pro-files. The campias secured its position as a potential recruiting destination amongst premium recruiting.

recruiters.
The sector-saw offers by firms such as Arga, Avendus Capital, Bank of America, Merrill Lynch.

BlackBock, Citthank, DBS, Edelweise, Equirus Capital, Geldman Suchs, DCCTBunk and of Cigatial among others. The major rokes were in frunt-ered investment bunking, global markets, investment research, corporate wholesale read bens, lng, market research, trading and essentions.

operations.

In the consulting domain,
Accounture, Alvaret and Marsal,
Academ Consulting and Feedback hifrs among others made offers, with Accountive and BOG being the top two recruiters.

The general monagement domain saw participation from companies such as Adityn Buris Group (ABG), Airtel, Loths Group and TAS among others.

Groop and TAS moong others.
AGO and TAS were the highest rocruiters in this domain.
Some of the firms from the IT/WCommerce Technology sectors were Amazon. Flighter (Cough Magdericke, Microoft, Uber and Wigro. These firms opened not only IT/Systems profiles, but also rokes such as catagory management, besiness development, singly chain management, product marketing strategy-callinates, program in strategy-callinates, program in strategy-callinates, programs management, product market-ing strategic alliances, program manager and enalytics.

Name of the Publication: Times of India

**Edition: Lucknow** Date: 8/2/16

## Maximum offers from marketing sector

### 160 Nat'l, Int'l Recruiters Take Pick

TIMES NEWS NETWORK

Lucknow: Sales and marketing topped in jobs offered at the final placements of Indian Institute of Management-Lucknow. Around 22% of jobs offered were in the finance segment while 25% were in sales and marketing.

Consultancy took the third place at 21% and 15% of the total iobs offered were in e-commerce, 10% jobs were in IT and systems while 7% were in the general management sector. The

### SLICES OF JOB PIE

Sales & Marketing | 25% Finance | 22% Consultancy | 21% E-commerce | 15% IT/Systems | 10% General management | 7%

recruitment drive saw participation from around 160 recruiters, domestic and international. The highlight of the placement season was participation of firms like Alvarez & Marsal, BlackRock, MasterCard, Advisors and o3 Capital. Some of the top recruiters across different sectors were Accenture. Aditya Birla Group, Amazon, Avendus, Flipkart, Hindustan Unilever. P&G, TAS and The Boston Con-

sulting Group. First-time recruiters included Avalon Consulting, BMW Group, Kotak Investments and Tata Sky among others. Companies like Equirus Capital and Olam International

#### IIM-L **PLACEMENTS**

offered jobs internationally. In the FMCG/consumer goods/te lecom/digital media sector, a total number of 110 offers were made by Airtel, Colgate Palmolive, Dr Reddy's, GSK, Hindustan Unilever, ITC, Nivea, P&G, Pepsi, Puma, Samsung and Star TV. In Banking, Financial Services and Insurance sector of fors came from firms like Arga. Avendus Capital Bank of Ame rica Merrill Lynch and others.

Name of the Publication: Dainik Jagran

**Edition: Lucknow** Date: 8/2/16

### आइआइएम में विद्यार्थियों का सौ प्रतिशत प्लेसमेंट

आगरण संवादबात, लखनऊ : इतिवन इंग्डीट्यूट औध मेरेजमेंट (आदअकाम) तखरक में विवासियों का सी प्रतितत प्लेसमेंट हुआ है। वर्ष 2014-16 बैच के सभी 446 किरार्थियें क रिकर्ड तीन दिनों में घोरामेंट हुआ है। आह्मक्र्य लक्का के 30 वें बेब के राजी विद्याणियाँ का प्रशेतमेंट शांते से न शिके विदार्वियं बरिक शिक्कों की आंखे भी खुशी से बनक उठी। सेरफ एंड मावेटिंग की क्यानियाँ में समर्श ज्यादा विदायियाँ का प्लेसमेंट हुआ और इसके बाद दूसरे नंबर वर प्राइनेंस सेक्टर की कंपनियाँ ने विद्यार्थियों को जीब दिया। आदशादाम लखनऊ में पिछले काड वर्षी से विकार्वियों के जो प्रतिसन प्लेक्बंट ने संस्थान की साध को मज्यत किया है।

अद्देशकृत्म तावनक में 160 राष्ट्रीय व अंतर्वद्रीय रतर की वंपनियाँ ने प्लेसमेंट में नागीवरी वी। आदआदान लगुनक के वर्ष 2014- 16 वेंच के विदायियों के 100 प्रतिसन प्रोतमीट में सर्वाधिक 25 प्रतिकत प्रेशमेंट सेला व मार्वेन्टिंग की कंपनियाँ में हुआ। को पाइनेंस संक्टर की क्येनियाँ में 22 प्रतिसद क्षश्रादेशी की कंपनियों ने 21 प्रतिमत, ई कॉनर्स में 15 प्रतिमत, शिस्त्रम व आइटी में दब प्रतिशत व जन्मल मैनेजमेंट खेक्टर की व्यक्तियाँ म रहत प्रतिसात किवायियाँ का प्रतिसाद हुआ है। अनुसार बेहतर प्रोसमेंट होने से हम सभी काफी तुरा हैं। उनने भी

#### नौकरी पाकर खिले चेहरे

 आरआगम लखनक के वर्ष 2014-16 वैच के सभी 446

गुप ने पहली बार किया प्लेसमेंट

विद्यार्थियों को मिली नौकरी सेल्स एंड मार्केटिंग की कंपनियों में सबसे ज्यादा प्लेसमेंट, फाउनेंस दूसरे नंबर पर, बीएमउब्ल्यू

ऐसा प्रदर्शन बरकतर रहे इसके लिए मेहनस जारी रहेगी। वह कंपनियां पहली बार अर्ड : आइआएम लखनऊ में प्लतेमेंट के लिए जो अवस्थि पाली कर आई उसमें बीएमां बच्चू हुए.

एवेलीन कंप्रालटिन, कोटक इंकेस्टमेंट, टाटा स्कई और एक्वावरस वैविद्रात व औरस्य इंटरनेशनत आदि शामित हैं। दन कंग्रनियों ने जवविक प्रनेतर्यन किया : पाटपादाय तपहरूस में हुए प्रशामेंट में सर्वाधिक विदार्थियों को जीवशी देने वाली वंगनियों में एरोबर् अदित्व बिहल सुब् एकेसेन् विशिव्यवर्द आहुआहरम लखनक के वेवरफरीन प्लेसमेंट हो. डीएस संगर के प्रीक्टर एंड मेंबल, एवंडस, हिंदुस्तान यूनीलीवर, टीगरस व द बेसटन वंत्रशतिय ग्रंप शामित हैं।

Name of the Publication: Pioneer

**Edition: Lucknow** Date: 8/2/16

### IIM-Lucknow achieves 100 pc final placement in record time

The ILM-Lucknow has achieved 100 per certifical placement for its 30th batch of 46 students in a record time of just over three days.

In an official communiqual from the institute, it was stated that the recruitment strives participation from over 166 damestic and internation, a securitar. The highlight of the placement sensor was the participation of estimated form like. Advarca and Marsal, Illack Rock. MasterCard, Advisors and 00 Cappal. The participation of these firms also marsia of the game of ILM-Lucknow as a preferred recruitment destination for marsial cing. finance and consultancy in the country.

The top lose segments.

included Avalan Consultance, BMW Group, Kotak Investments and Tata Sky among others, International putilists were offered by Ecuiesa Capital and Olam International.

The ton some parts.

multies were offered by Teasieus Capital and Olam International. The top segments based on rules offered were sales and marketing (25 per cent), finance (21 per cent), consulerative (21 per cent). The runnining offers came from domains such as market research, analytics, business development, social media marketing and HR sarrong observation of the consulerative (21 per cent). The running goods telecom and digital marketing and HR sarrong observation of the consulerative (21 per cent). The running goods telecom and digital marketing and the consulerative (22 per per pura). Someong and Star TV. In addition to the traditional sales and marketing solo, these firms offered reden in supply chain manigenies. Tr. corporate finance, HR and analytics with some of them being exclusive roles for IIM. Lucknose, The IRSI series assorted participation of a number ment destination for marsaing, finance and consultancy in
the country.

The top four segments
lused on roles offered were
sales and marketing, finance,
consultancy and business
development, including some
extremely sought after and
riche profiles in the finance
domain. The remaining offers
come from domains such as
operations, supply chain, genard management, explaines, I.T.
market research, analytics and
HR. Some of the top recounters
across different sectors were
Accenture, Addyn Selfa Gooup,
Amanon, Avendus, Highert,
Hindustan Undever, PRG, TAS
and the Booton Consoling
Group.

The first time recruiters

recruiturs. The BESI sector saw offers by firms such as Arga, Avendus Capital, Bank of America. Merrill Lynch. BlackBock. Citibank, DBS,Edelweits. Equitrus Capital, Goldmun Suchs, KIKT Benk and of Capital among sident. The trajor role were in Gost end investment banking, global markots, investment transech, corporate wholesale, restal banking, market resent, trading and operations. In the consultancy domain. Accountars. Abstance and Marsal. Avalon. Consultancy and Feedback

In the consultancy domain, According, Abrara, and Marsal, Avalin. Cunsultancy and Fondhack faith among others made refers, with Accessive and BCG being the top two excruters. The general management demain was puritically for the property of the property

II. e. continuerue, technology acciries were Arnanon, Fliphart. Google, Magichricka, Microsaft, Uber and Wigen. These firms opened not only ITNystems profiles but also roles such as intellegenent, sales enablement, business development, supply chain management, product marketing, strategic alliances, programme manager and analystems of the profile o

Name of the Publication: Hindustan

**Edition: Lucknow** Date: 8/2/16

## आईआईएम में नौकरियों की बहार, तीन दिन में 446 को प्लेसमेंट

• 100 फीसद छात्रों को मिला काइनल प्लेसबॅट

• जानी मानी कम्पनिखें में काम करेंगे छात्र

त्यसम्बद्धाः स्थानस्य स्वरद्धान

इंडियन इंस्टीट्सूट औष कैनेनमेंट आईआईएम) लखना के 30वें बैच के 100% लाज-लक्षाओं की स्तेसमेट मिला है। जाने माने राष्ट्रीय और अंतराज्ञदीय कर्म्यांच्ये के साथ वाड़ों को काम करने का मौबर मिला रैश्वय क्येच के 446 साम-सामाओ

25 फीसदी नौकरी सेल्स व मार्केटिन में

व्हा सकते अक्टब २५ व्हालक नीकरी संलय व मार्किटिंग के क्षेत्र में मिनी हैं।22 प्रतिगत कक्षनेया ३१ वृतिगत कसर्तिष, १५ प्रतिषक्त ई-कॉमर्स, १० प्रतिशास विरादम व आईटी और साल प्रतिकार जनसन मैनेजबंट से सार्वित है।

all five firs in fruit of store & it अवस्था सिला है। नहां, इन हीन दिन में बैकरियां मिल गई। नाबै माबै घरेल् और अंतरराष्ट्रीय कम्मनियें ने इसे सारक्षे के पैकेन्स का अपने बार्ट कराय करने का मौका दिया है। सबसे न्याद



ऑफर सेएस और माब्रिटिंग के क्षेत्र में फिलेटि । अल्बारिन संद मार्गेल क्रीकर्गक, मास्टरकार्ड, एडवाइन्सं और 03 कैपिटान नैसी अंतरास्ट्रीय सम्मानका ने उठतें का चमन कि का। इनके अलाव, बीएस्टब्स्यू हुन,

वर्ध कम्पनियां प्रदानी बार सहयों के बयन के लिए कै स्पन्न पहुंची। श्रोसमेंट वेल के चेपामैन डॉ.डीएव सेंगर ने बताया कि कंपनियों ने चार सेक्टरों में वों को सबसे अधिक जीब ऑफर की है।इसमें बेल्ब पेड मानेटिंग, पाएबेंस, कंपान्द्रीर एंट बिनवेस उपलब्सेट क्रामित है। इसके अलाक संयोगधी ने अवशेतान सम्बद्ध, जा बन बेनेजमेंट, बिस्टम आईटी, मार्केट रिवर्च और एचआर में जॉस ऑफर की है। ये पहली बार है जबहरूरी नाची १०० परिसर्व क्लेसमेंट हुआ है।

#### केकेरी में 19 को जॉब फेयर

तव सहका वीमी वरित्र (वेके में) के एका-छनाओं 19 करारी को प्रोबर्गेट का मैका मिल सकेगा। संस्थान की और से जॉब केयर का आग्रेजन किया जा सा है। इसमें, आहेटी संबद्ध र व किनानेस बॉल्यूलस के लेक में देशाची कवारे बढ़ी मानीनेशास्त कम्पनी इन्कॉरान क्या रोजगार के सुबारे अवकर लेकर आ रही है। कीलेज प्रधान की, एकडी हमी इन्छोंसर व्यक्ति के प्राप्ते का इट्टाइ - साध्यक्त के विश्व आ रही है।

करेगी। उन्होंने बाह्या कि वे इंटरका युन केन्य्यस के तहन होने। यानी केकसी के अनाब दूसरे कॉनजों के प्रता भी इसमें किस्सा ने सकते हैं। रमासक व परास्थातक के प्राची की उनकी योग्यत के आबार का वर्ता अकार उपलब्ध कन्यू उन्नारी। इससे काले भी विद्यो, इन्होरिक्स, टीमीररस आ हवी है। 19 से फार्न करवरी की

Name of the Publication: Amar Ujala

**Edition: Lucknow** Date: March 13, 2016



The of all presents of the cold of the col

COMMA Director artifactions on our upo force of counts affect of parties of counts of the counts of counts





admitted which the first thing body copyer of the of agreem before it, after our copyer plant of that is now about to take at agreem. We so qualitate at each it makes a best of the boar

#### 'खोल-वित, पर्ग-संस्कृति, हर क्षेत्र में हो रही राजनीति

The part of the pa

THE RESERVE OF THE PARTY.

the register stars in the form is register range in the form is register range in the form in the form in the form is register from it is register from its register from it

entered to provide a proper or a registration of an exercise.

The first state of the state of t

कड़ी मेहनत और सफलता : नवीन middle to stopping think it their

A spice of the same of the

profit of the second of the pro-cess of the second of the pro-ting of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the second of the second of the part of the part of the second of the part of the second of the part of pa

#### मेडल प्रकर दिवले प्रकारकों के चेहरे, कहा-साकार करेंगे पीएम के 'मेक इन इंडिया' कार्यक्रम को





guing actor



dimensional different and spiller

























Name of the Publication: Dainik Jagran

**Edition: Lucknow** Date: 13/3/16

तखनक, 13 मार्च 2016

### लखनऊ जागरण



समारोह में मेहन क्रमे वाले विदार्थियों के लाथ मुख्य अतिथि इनमंत्री के लोईओ नदीन शिवरी, वैदार्शन ओओ ईरामी व मिरेशक अभीत प्रसार

जागरण संवादवाता, लखनऊ । ग्रम्पोर वेश में हर पीज में राजनीति होती है। क्रिकेट खेलन पाकिरनान चारत आएगा वा नहीं इस पर राजनीत होती है। खेल में राजनीत, जाति भी ग्रन्ति, संस्कृति में ग्रन्ति। राजनीति में रिटायरमेंट की कोई उस नहीं होती। प्रमंतन भी पक्षप्रं काने बाते विधारियों को मैं सत्ता; देश हूं कि का चननीति में न पहें। यह सताह प्रीतपन इंस्टीट्यूट ऑक मैनिजमेंट (आइआइएम) लक्षणक के 30 वें कैंबीन सम्बद्धि में राज रोग के जायरेक्टर व आह्आहरून लेखनक के बोर्ड ऑफ गर्कीय के नेपापैत हैं। जेते इरानी ने वी। आइआइएम में 2014-16 बैच के कुल 619 बिद्धाविधी की विश्लोप्ट दिया गया। बॅरिट शुन्ती में लहकियों का दक्यका रहा। पीस्ट ग्रेजुस्ट क्रिफ्तीया (चीजीपी) इन मैनवमेंट को साथ क्षेत्र तिकारी को दे गोल्ड मेडल मिले।

गवर्नेंस के चेयरमैन जेने इंग्रनी ने जायन के द्री जीन ई को द्वेन को आमीतन किया का उदाहरण दिया और कहा नहीं पर इंसरती व कंपनी को सबसे रूपर रखा जाता है, लेकिन भारत में इसका उत्तर है वहां पर किया गया। राजनीति कपर होती है। आहआहराम इन्हें मिले मेहल : पीजीपी इन मैनेजमेंट ब लखनक में लहकियाँ का दक्दना नह ग्रा है। वर्ष 2014-16 बैच में कुल 47 प्रतिशत लड़ीकर्ष हैं और मेहल लिस्ट में भी बिहार्षी का बिताब क्षेत्र तिकारी को दिया नेपालैन मेहल, कैशाली को बिजहात

#### दीक्षांत समार्चह

- सर्वबेध्ठ विद्यार्थी बेबा विवारी को दो गोल्ड मेउल
- चेवरमैन बोले. अब लडकों के लिए मेडल रिजर्ब करने की नौंबत

लड़कियें का ही उक्तक है। उन्होंने कहा कि बड़ी डाल रहा ते लड़कों के लिए मेजन रिशर्व काले पर सीचन पहेंगा। कार्यक्षम में আহ্যাহান লাক্সত & লিকাভ বা अनीत प्रसाद ने कहा कि सफानता का कीई भिन्न भौग्रेल नहीं होता। आप नेतिक मून्यों व समान के प्रति अपने दावित्व को बंग से निवार्र । अप्रध्यास्य लखनक रिसर्व व कंपालेंग्री पर जोर दे यह है। उन्होंने कहा कि हमने स्कॉला इन रेबेडेंस प्रीहाम आरआरएम लखनत के बोर्ड और शुरू किया। इसके वहन ईएसकीची पेरिसर गया। कार्यक्रम में 619 किरार्थियाँ को विभिन्न पीनीपी प्रीहाम में क्रिफ्तेमा प्रदान

> पी वीपी इन एडी बिजनेश मैंने बमेंट में कुल आठ मेबल दिए गए। इसमें सर्वेडण्ड

#### कभी न भूलें अपने अभिभावक का त्याग

अववर्त बनवताद वर्तिवार ही बुने और दुनिया को आवते औ उपनीदें है उन वर खता उत्तरने की वरिता करें। यह मुख्या आद्भावताय ताक्रमक्ष के दीवार समावेद में इसके के शास्त्रकात व बीईओ नहींन किसरी ने दिए। उन्होंने रिपलिय व बेहत याने कते राज्ये विद्यार्थिय से अपीत वर इसरे अभिगवदारे के लिए सारिय बजावर आगर प्रटर्शन करवार से देखान सामरेड में उद्योग्डर तीन पदा विशेष हो उद्योग

इन्होंने कितारियां को नामार के कि अस अवअ जात कर भी है अपने माम- विस्त को कज़र ने है। उन्होंने बताया कि जब का आद्भावद्वी में बैटिया का आदिक्षी पेपन देवन पर कारत जान ती उन्हें यह बल कि उनके दिश को कैतर है। इसे अनने के बाद बड़ा दु-15 हुआ बनर दिश ने अपने सामला के तीन मुख्येश बालां : उन्होंने कहा कि आपनो जो पहार हो कर नहीं पर पूर्व दुनिया को अपने नज़रिये में देखी और देश व दुनिया को आयोग विकास की उपनीद है। उन्होंने वका कि मैं ब्रिज़रेश में मुख्यक में तहत्वहाया व केल मी हुए मान आहिए में नकत हुआ। उन्होंने अधिपादकों का आवादन किया कि वह अपने बन्हों को पूरी आजादी दें तभी वह कुछ अस्य वर क्या ।



रकः। चेक्तमैन केल्ब्र मेजन व राज्य गरीन येमीरवन गोल्ड मेडन दिया गया। इसी तरह अधिनव आनंद व तिक्र जैन को बाबरेक्टर मेहल, आनेद बरेट को फैजीपी - बुद्धराजा मेहल और बाल गर्डहर का

मेडल कॉर बेगर स्टूडेंट इन आइटी, अनिका मेहरेत की हरि संकर सियनिया मेहल और बेस्ट औत गर्रक, पूज अप्रवात की मेशत दिया गया।

Name of the Publication: Hindustan Times

Edition: Lucknow Date: 13/3/16-14/3/16

#### hindustantimes

HM-L convocation: 619 students conferred diplomas

Raper Mulick, Binderius Tisses, Lackson 1 Updated. Mar 14, 2016 10:14 207



Silveys Threat have got Chestman's Gelif model and Hechma Saven Mesonish model for best goll student during 10th massel convecation correspony or 254 Lucknews, Lucknew on Savenies. (Theopic Copies SET places)

The silage, after years of land work of stone to roup from, portrait ago for the 617 graduating student when were conducted diploment of the 10th numed conversions of Justine Justines of Management,

As the sun set on the huntion, the cell-britised with of the prenigions II-Libori consultation with land, cheen. Maryle Treat happin Charleson's Gold-bladk and Boulan Nassan Securiti Staket for bein part rankes. Albhars' Assan and Phys Nas vom Dissorm's Madri. Each craitest approach to others' occurs-

There was off to calles as the pound for dumerings after movining the model and diginion from 156-14, dumine 10 Apr. Person, and Newson, Terrors, franche and CSO of 200404, the closed great on the occursion "The Lappy to Laws begind two covered annials," and Theory while yet job with a fluxure computer to Recombine.

This year's gradienting botch was usaged to many ways. "Swelly 47% who bagged diplomas were gith And they gets emperiorated beyon in various parameters," and humber J has, theremes Board of an extraorate of 2014. The common discount accounts of the part and a second parameters.

Other maded witners were. Against Deser bagged PGP Claimann medel, Unstada who received Baldoni Medel for the best medium in subsequence to insolving. Acades Mediums who received Dies Mancher Sugdams Medial for best oil remarket and Possys Agarwaii who bugged Destiranys Medel for best oil remarket.

From part graduate progression to assumptioned the weeking expertises. Diputh his received Chattanan's delici which Solvar Georgia paged Dissovers 5 Medic From the International Progression in Management for Encystors, (EMMC), Assumption the Solvarious Chattanan's Chattanan's Progression in Management for Encystors, (EMMC), Assumption through the Solvarious Chattanan's Chatta



Annual convocation ceremony at IIM-Lucknow in Lucknow on Saturday evening, (Deepak Gupta/ HT photo)

As easily in 40° includes those the 20th bands of Post Geolules Programme in Management, 40° includes than the 10th bands of Post Geolules Programme in Agriculture Statespenson, 7° includes them the doctored programme. (10° shallows Post Statespenson for Working (2001) report (10° 30°) and 41° includes them for the Agriculture for the Statespenson for Statespenson (30°) (30°) better from the 10° includes the Agriculture (30°) (3

Diverse, TM Lockson: Api Passed winded good balk to all 619 graduating onderse. They are divert to result for ratios of stone 5000 EDAL ultimat whose communing support helps build the increase's securities.

Name of the Publication: Times of India

Edition: Lucknow Date: 13/3/16

#### IIM LUCKNOW'S 30\*\* CONVOCATION

### Stay away from politics, JJ Irani tells IIM-L students



HM Lucknow students nose for a photograph after the convocation

Times News Network

Lucknow: Even as the JNU controversy rages across the country, chairman of Indian Institute of Management, Lucknow's beard of governors asked students to "stay away from politics." He was speaking at the 30th convocation of the B-School here on Saturday.

Saturday.

Exhorting the batch of 2016 to carve their own path, Irami said, "India is pervaded by politics in every sphere of life. Infact, 75% of the space in newspapers today is filled with politics. Politics is in sports. In cricket, Palistan's dithering over whether taplay the World Cup or so

grabbed attention recently. That's politics. Even sports like athletics is not left from being politicised," said Irani, appreciating the Supreme Court judgment of de-politicisting cricket.

isingcricket.
"We obviously have politics in religion. There is a place not too far from here which has been embedded in

#### ►FULL COVERAGE: P 6

politics for the last two decades and we are still not out of it," said Irani.

"Whether we have a societal problem, cultural problem, financial problem, the solution is the politician," he said.

> Career in politics, P &

AS AVAY : ANY AMERICAN ANNUA (ANTARAS)

### 3 mantras his dad taught him

D elivering the convocation address for the batch of 2016 at IIM-L, CEO and founder of InMobi, a mobile ad network company, Naveen Tewari shared three things he learned from his father who was on his death bed. Those three things which made little sense then, said Tewari, are his guiding force today.

To begin with, Tewari told students they should do what they love to do. "I know, it sounds generic and is a cliche but coming from a middle class family in Kanpur, it was always the neighbourhood opinions which mattered. After multiple failures, when I tasted success, I was at my creative best, the 'jugaadu'-best," said Tewari.

'Have faith' was the second mantra Tewari shared with students. 'When I started InMobi, I was on the road raising funds. I faced 20 rejections. But when I got the



Chairman of the Board of Governors JJ Irani (R) with InMobi founder and CEO Naveen Tewari

funds, they came from best venture capitalists," he said.

An entrepreneur at heart,
Tewari said the third thing
students must do was to be
crazy which is actually good.
"People gave me fund because I
had the craziest idea. So, being
crazy is being good," said
Tewari.

Name of the Publication: Times of India

**Edition: Lucknow** Date: 13/3/16











## **B-SCHOOLED IN EXCELLENCE**

### Passing out didn't do everyone apart

Six IIM-L Grads To Join Same Firm

Mobile Toward | 100

Statistical Tenset's in the process of the process









#### WINNERS ALL THE WAY

66 I am happy to get a job offer in consulting which I had dreamt of. The night mess will be the most missed. This was the place where we sat with friends after finishing with the

My friends will be working in different sectors like finance, marketing and consultancy. I too have picked up a job but I eventually want to own my start-up in the field of education I joined IMM-L to get knowledge but ended up meeting the best people

Abbinov Around ( postero's se

When it comes to girls, the one thing in common from IIM-L memory would be night mess as it's the most relaxed place. We have spent our best moments here. IIM-L will truly be missed

1 will miss the extra co-curricular campus activities and the mega fest, Varchasava where we won a gold medal in squash, the mi nostalgic part of IIM days

Not just the diplomas and memories, IIM has given true friends and best mentors. The place has been caring and loving but full of academic stress



### 'New director is well worth the wait'

howering praises on newly-appointed director Aid Pressal and wishing him nearlier term, chairman, based of Georgius, DAL, Jamebert J Irani said, o strugglied for early in meants to get ermanent director I absald not say o wears the horsoner and responsi-ty of making us wan for only 18 eths."

#### NEW SCHOLARSHIP

#### HEALTHY INITIATIVE

happointment of Pyrand as discretized as discretize

#### Girls raise the bar... bar bar



Name of the Publication: Inext

**Edition: Lucknow** Date: 13/3/16





## डिप्लोमा के साथ मिला नया लक्ष्य

LUCKNOW (12 March), तान तामको पहाँ पूर्व भरी हो हो है जार वा जामको 'जाको पढ़ाई' मूरू हो हो है, जाने कहा के तिहा लाफको प्रकारकार कोच जानक होत तामें प्रकारक मिली, जो कहा, जोपका 

#### बील वीजे लाइफ में इनेशा दिलाएं में सकलता

प्रभाव ही पूर्व की बार्ग अपन में प्रमान कर है पहेंचा कर की भी बार है की पांच कि प्रमान कर है का पांच है कि प्रमान है की पांच है की प्रभाव कर है में पांच कर है का प्रभाव कर है में पांच कर है की प्रभाव के प्रभाव अर्थित में कीर प्रशास में कारत का उसीत ए हैंदर में किसी सभी कार भीत कहा कि बिता कीर में



#### नेया को पेयरने न मेडल

dan warn o don uptru of Sada wallow, pude orde tige bloke utes à em de fest et émit : de as-uporba na pub se a abrila urbrasiles asrain au el egiça din m.

#### 619 को डिस्टोमा

the large state or \$1.80 to the local field and regions of the large states of the lar

#### धानों के शिए अब तुरु करता होता वेस्ट नेडल

#### इनको भिला मेडल

स्ट्रीटान्स का termer. principles.

Summe. gine termine

कारीमा अञ्चलीता अस्तिकात जीनपुरस्रों प्रनदक्तरे

#### जब बोले मेराबी

होत्र प्रतिकारण प्रमुखको वीतर्कित कर्ण रहते हु इसे का रिवर है कि में इसके से प्रमुख्य करावारण करावार त्यां व्यवस्थातिकारण स्वांद् श्रेषातिको

Statement of other series are profess to perfer and perference it and it

की गुण को के बर गाउ उपेनकाडर राज है, उसन का केल मिलने के बाद की इस बन को में उपीतन कर रिका

### Team Samavaya

Corporate Communication & Media Relations Indian Institute of Management, Lucknow. Prabandh Nagar, IIM Road Lucknow - 226013 Email: ccmr@iiml.ac.in