

AIMA News

AIMA'S MONTHLY E-MAGAZINE

M A N A G E M E N T T I M E S

JANUARY 2018



Dear Readers,

It gives me great pleasure to present the January issue of AIMA News.

The advent of the new year has kept us busy at AIMA. The 5th edition of the South Asia Region Public Procurement Conference was held in New Delhi recently hosted by Public Procurement Division (PPD) of Ministry of Finance, Government of India and AIMA. It was held under auspices of South Asia Region Public Procurement Network (SARPPN), which is sponsored and facilitated by the World Bank, Asian Development Bank and Islamic Development Bank. Mr. Arun Jaitley, Finance Minister and Minister of Corporate Affairs delivered the inaugural address and the welcome remarks were given by Mr. Ajay Narayan Jha, Secretary (Expenditure), Ministry of Finance.

AIMA also organised the 3rd Global Procurement Summit in partnership with Department of Expenditure, Ministry of Finance and National E Governance Division, Ministry of Electronics & Information Technology, Government of India and The World Bank. Mr P Radhakrishnan, Minister of State for Finance & Shipping, Ministry of Finance inaugurated the event and Mr Ajay Narayan Jha, Secretary (Expenditure), Ministry of Finance, delivered the keynote address of the inaugural session. The event was well received with 200 participants from 10 countries. Brief reports are carried inside.

Mr TV Mohandas Pai, President, AIMA & Chairman, Manipal Global Education Services addressed a special session organised by Lucknow Management Association on AIMA's theme of the year - 'Leadership in the Age of Disruption'. The programme covered various aspects of disruptive technologies and their implications.

Continuing its mandate of providing various platforms for building management skills and capability, AIMA conducted the 2nd edition of its unique Management Olympiad at Lucknow recently. The Olympiad provided an opportunity for students to foster their creativity and innovation through the various competitions and activities organised throughout the Olympiad.

AIMA also organised a Shaping Young Minds Programme in collaboration with Navsari Management Association. Young professionals and management students had the unique opportunity to interact with achievers from various fields. The SYMP which was addressed by iconic leaders, witnessed active participation. More details can be found in this issue.

AIMA continued to offer its education and training programmes to both aspiring and practicing managers. In addition several thousand students across India gave the MAT test recently, bringing them closer to the B-Schools of their choice.

This edition of AIMA News also brings you updates from the Local Management Associations and some interesting articles on management.

In a few days from now, AIMA will be celebrating its Foundation Day & National Management Day on 21st February 2018 at New Delhi. We hope you would be able to join us on this special occasion and you can obtain further details from our website www.aima.in

I hope you enjoy this issue of AIMA News and look forward to your feedback and suggestions.

Warm Regards

Rekha Sethi
Director General

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13th Global Advanced Management Programme

AIMA
ALL INDIA MANAGEMENT ASSOCIATION

*Disruptive Innovation &
Open Business Models
in the Changing Global
Landscape*

24 June to 30 June, 2018
at Silicon Valley, USA.



Programme Director

Solomon N Darwin

Executive Director, Center for Corporate Innovation
Haas School of Business, University of California, Berkeley

Programme Objectives

- Insights into the latest models and frameworks for understanding business problems
- Strategies for identifying new opportunities and capitalising on them
- Rethinking business models and management approaches as a global leader
- Deeper understanding of organisational dynamics to improve implementation of new initiatives/ideas

Programme Framework

- i Class Room Lectures and Interactions
- ii Keynotes by Silicon Valley Startups and CEOs
- iii Visits to and interaction with the top management teams of companies and institutes like Google, Intel, Cisco Systems, Wells Fargo Bank, Standard Chartered Bank, PayPal Inc, IBM Research, VISA, GE Co-Innovation Lab, Fujitsu Open Innovation Center, UC Berkeley Campus amongst others.

Participation Fee

Delegate Fee per participant: INR equivalent of USD 8500 per Participant

Inaugural Discount: USD 750 per participant for registrations received along with participation fee by 31st March, 2018.

Early Bird Discount: after 31st March, 2018 a discount of USD 500 per participant available for registrations received along with participation fee by 05th May, 2018.

GST: 18% as applicable on the date of fee payment will be charged on the participation fee.

AIMA GSTIN No. 07AAATA1644A1ZH AIMA PAN no.: AAATA 1644 A

Online registration available, please visit www.aima.in

Nitin Saxena

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5th South Asia Region Public Procurement Conference



Mr. Arun Jaitley, Finance Minister and Minister of Corporate Affairs, Government of India with distinguished speakers at the South Asia Region Public Procurement Conference

The 5th edition of the South Asia Region Public Procurement Conference was held in New Delhi on 5-7, February 2018 on the theme 'Public Procurement and Service Delivery'. It was hosted by Public Procurement Division (PPD) of Ministry of Finance, Government of India and All India Management Association (AIMA).

It was held under auspices of South Asia Region Public Procurement Network (SARPPN), which is sponsored and facilitated by the World Bank, Asian Development Bank and Islamic Development Bank.

Mr. Arun Jaitley, Finance Minister and Minister of Corporate Affairs, Government of India delivered

the inaugural address and the welcome remarks were given by Mr. Ajay Narayan Jha, Secretary (Expenditure), Government of India. Ms Rekha Sethi, Director General, AIMA also addressed the inaugural session along with several thought leaders. The closing address on day two was delivered by Mr. Subhash Chandra Garg, Secretary, DEA, Government of India.

The conference enabled heads of Public Procurement and other key stakeholders in 8 South Asian countries (Bangladesh, Bhutan, India, Pakistan, Maldives, Sri Lanka, Nepal and Afghanistan) to meet and learn from one another and from experts in the field of public procurement.

3rd Global Procurement Summit



(L-R) Dr. Raj Agrawal, Director – CME, AIMA; Mr. Nikhil Sawhney, Treasurer AIMA, Vice Chairman and Managing Director, Triveni Turbine Limited; Mr P. Radhakrishna, Minister of State for Finance and Shipping, Government of India; Mr Ajay Narayan Jha, Secretary (Expenditure), Department of Expenditure Ministry of Finance and Mr. Vinay Sharma, Director, Global Governance Practice, World Bank

AIMA in partnership with Department of Expenditure, Ministry of Finance and National E Governance Division, Ministry of Electronics & Information Technology, Government of India and The World Bank organised the 3rd Global Procurement Summit (GPS) on 8-9 February 2018. The theme of the two-day Summit was 'New Frontiers faced in the Transformation process of Procurement Today' and the discussions aimed at addressing the changes in the nature and environment of the procurement function.

Mr P. Radhakrishnan, Minister of State, Ministry of Finance, Government of India inaugurated the event and Mr Ajay Narayan Jha, Secretary (Expenditure), Ministry of Finance, delivered the keynote address of the inaugural session.

The eminent speakers who addressed the

Global Procurement Summit 2018 included government officials from India, US and UK besides senior leaders from World Bank, public



Mr P. Radhakrishna, Minister of State for Finance and Shipping, Government of India addressing



(L-R) Prof. Gustavo Piga Professor of Economics, University of Rome; Ms. Caroline Nicholas Senior Legal Officer, UNCITRAL Secretariat, Vienna; Mr. Vinay Sharma Director, Global Governance Practice, World Bank; Ms. S Radha Chauhan, IAS, CEO, Government e Marketplace (GeM), Government of India and Mr. O P Tiwari General Manager Information System. Indian oil Corporation Ltd.

and private sector companies and global consultants. Some of the speakers included Mr. Sanjay Aggarwal; Director, Department of Expenditure, Ministry of Finance, Government of India; Mr K Rajaraman, Joint Secretary, Department of Expenditure, Government of India; Mr. Rajiv Aggarwal, Joint Secretary, Department of Industrial Policy and Promotion, Ministry of Commerce & Industry; Ms. S Radha Chauhan, IAS, CEO, Government e Marketplace (GeM), Government of India; Mr. Nikhil Sawhney, Treasurer AIMA, Vice Chairman and Managing Director, Triveni Turbine Limited; Mr. Vinay Sharma, Director, Global Governance Practice, World Bank; Mr. Shanker Lal, Lead Procurement Specialist, World Bank; Ms. Elmas Arisoy, Practice Manager, Global Governance Practice, World Bank; Prof. Gustavo Piga, Professor of Economics, University of Rome; Ms. Caroline Nicholas, Senior Legal Officer, UNCITRAL Secretariat, Vienna; Mr. O P Tiwari, General Manager Information System, Indian oil Corporation Ltd.; Mr. Kalesh Kumar, Capacity Building Coordinator, Procurement, Global Governance Practice, World Bank; Mr. Srinivasa Raghavan, Senior Technical Director,

National Informatics Centre; Mr. Rajneesh Rana General Manager, Business Development & Contracts, Energy Efficiency Services Limited; Ms. V. Hekali Zhimomi, Secretary, Department of Medical, Health & Family Welfare, Government of UP; Mr. William T Woods, Director U. S. Government Accountability Office (GAO); Mr. Kevin Bates Head of commercial and

Procurement, National Health Services (NHS), UK; Mr. Majed M. ElBayya, Lead Procurement Specialist, World Bank Washington; Mr. Subhash Singhal, Chief General Manager, (C & P), GAIL; Mr. Sanjay Kumar, General Manager, DFCCIL, Ministry of Railways, Government of India; Mr. Shivanshu Chauhan, Executive Director, PricewaterhouseCoopers; Mr. Bhaskar Narang, Retd. Principal Executive Director, Railway Board, Ministry of Railways; Mr. Michael Graeme Osborne, Senior Procurement Specialist, World Bank; Mr. Vasanth Rajasekaran, Partner, Phoenix Legal; Mr. Anand Kumar Srivastava, Procurement Specialist, World Bank and Mr. Plamen Kirov, Senior Procurement Specialist, World Bank

The event was well received with 200 participants from 10 countries. The topical themes and in depth discussions were highly appreciated by participants. This Summit helped bring into focus many important developments in procurement that countries in the region are presently addressing.

Conference on Leadership in the Age of Disruption



Mr TV Mohandas Pai President, AIMA & Chairman and Ms Rekha Sethi, Director General, AIMA with delegates at the special session in Lucknow

A special session on 'Leadership in the Age of Disruption' with Mr TV Mohandas Pai, President, AIMA & Chairman, Manipal Global Education was organised in collaboration with Lucknow Management Association and Dr APJ Abdul Kalam University on 30th January 2018. Ms Rekha Sethi, Director General, AIMA and Prof Vinay Pathak, Vice Chancellor, Dr A P J Abdul Kalam University also addressed the inaugural session. The programme had presentations on disruptive technologies. The presentations were made by Mr Mukul Mathur Vice President - Global Business Partners and System Integrators IBM India and South Asia; Dr (Prof) Arun Prasad, Senior Bariatric Surgeon & Chief of Obesity and Metabolic Surgery, Centre Department



Mr TV Mohandas Pai, President, AIMA & Chairman addressing



Panel discussion with Mr Mohandas Pai, President, AIMA & Chairman, Manipal Global Education on Leadership in the Age of Disruption

Mr Sachin Agarwal, Chairman & Managing Director, PTC Industries; Mr Akshay Kulkarni, Founder & CEO, Ozz.ai, Hyderabad (Chatpot); Mr Vijay Raghav, Varada Founder & CEO, Fracktal Works, Bangalore (3D Printer); Mr Milind Raj, Founder, Inverotech Lucknow (AI/Drone) and Mr Kumar Ranjan, Director, AI Mean Metal Motors, Bangalore (Electric/Driverless Car).

of Minimal Access Surgery (Gastro intestinal, Robotic & Thoracoscopy), Apollo Hospital, New Delhi; Mr Swapan Johri, Executive Vice President & Head, APAC Business, HCL Technologies;

The sessions were very well received and was a good opportunity for the participants to learn more on the interesting and contemporary theme.

Interactive Session

AIMA organised an Interactive Session on 'HRM for Next Gen Employees' with Mr Abhay Kapoor, Head-HR Northern Region, AMAZON on 6th February 2018. Mr Kapoor shared some of the latest strategies and tools adopted by the HR today to attract young talent and blend them with the earlier generations of employees. Mr Sumit Chaudhuri, Chairperson and Managing Director, Third Millennium Business Resource Associates Private Limited chaired the session.



(L-R) Mr Sumit Chaudhuri, Chairperson and Managing Director, Third Millennium Business Resource Associates Private Limited and Mr Abhay Kapoor, Head-HR Northern Region, Amazon

Shaping Young Minds Programme



Justice N Santosh Hegde, Former Lokayukta, Government of Karnataka inaugurating the event

All India Management Association (AIMA) as a part of its initiative for the youth of today, organises a unique programme called 'Shaping Young Minds Programme' (SYMP). This programme provides a platform for young professionals and management students to interact with achievers from various fields. The programme aims at helping the participants synchronise personal and career goals through exposure to experience and wisdom of successful people.

AIMA organised Shaping Young Minds Programme was held on 20th January 2018 at Navsari in collaboration with Navsari Management Association. The programme was



Mr Raghunath Medge, Nutan Mumbai Tiffin Box, Mumbai Dabbawala's.



Dr Shikha Nehru Sharma, Managing Director, Nutri Health



Mr Vineet Agarwal, Managing Director, Transport Corporation of India Ltd

addressed by Justice N Santosh Hegde, Former Lokayukta, Government of Karnataka; Dr Shikha Nehru Sharma, Managing Director, Nutri Health; Mr Vineet Agarwal, Managing Director, Transport

Corporation of India Ltd; Mr Raghunath Medge, Nutan Mumbai Tiffin Box, Mumbai Dabbawala's. The programme was well received with an audience of over 800 participants.

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Management Olympiad



(L-R) Ravi Jangra, Deputy Director, AIMA; Ajit Prasad, Director, IIM Lucknow; Col R K Jaiswal and Col M B Jauhari

AIMA organised the second edition of Lucknow Region's Olympiad on 24th & 25th January 2018. Mr. Ajit Prasad, Director, IIM Lucknow was the chief guest of the inaugural session.

Several activities were conducted during the event ranging from Quiz competition to Business Simulation competition. The poster making competition focused on team work and understanding along with facilitating creative thinking and extensive research and reading. All the activities in the event were designed to test not only the team spirit of the participants but also to help foster creativity and innovation.



Winners of Management Olympiad 2018

Jaipuria Institute of Management emerged as the champions of AIMA Management Olympiad 2018. Around 650 graduate and post graduate students from various colleges across Lucknow and the nearby region participated

New Additions in AIMA Library



Professional Services Marketing Handbook:

How to build relationships, grow your firm and become a client champion / Clark, Nigel.
New Delhi : Kogan Page Limited, 2015



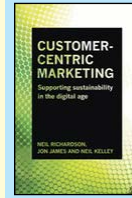
Marketing Analytics:

A practical guide to real marketing science/Grigsby, Mike .New Delhi: Kogan Page Limited, 2015



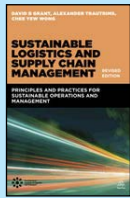
Field Visual Merchandising Strategy :

Developing a national in-store strategy using a merchandising service organization/ Russell, Paul J.
New Delhi : Kogan Page, 2015



Customer-Centric Marketing :

Supporting sustainability in the digital age/Richardson, Neil;James, Jon; Kelley, Neil.
New Delhi : Kogan Page, 2015



Sustainable Logistics and Supply Chain Management

Sustainable logistics and supply chain management, revised edition/Grant, David B.;Trautrim, Alexander;Wong, Chee Yew.
New Delhi : Kogan Page Limited , 2015



Leading Digital Strategy:

Driving business growth through effective e-commerce/Bones, Chris ;Hammersley, James.
New Delhi : Kogan Page Limited , 2015



Kapferer on Luxury

How luxury brands can grow yet remain rare/Kapferer, Jean-Noël.
New Delhi : Kogan Page Limited, 2015



Social Media Risk and Governance :

Managing enterprise risk/ Mennie, Phil.
New Delhi : Kogan Page, 2015



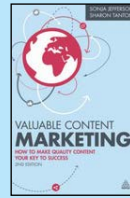
The Agile Organization:

How to build an innovative, sustainable and resilient business/ Holbeche, Linda. New Delhi : Kogan Page , 2015



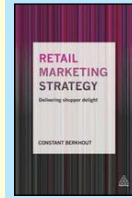
The future of Indian economy

The future of Indian economy :past reforms and challenges ahead/Yashwant Sinha, Vinay K. Srivastava. New Delhi: Rupa Publications India Pvt. Ltd.,2017, P. 361.



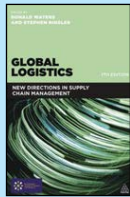
Valuable Content Marketing:

How to make quality content your key to success, 2nd edition/Jefferson, Sonja ;Tanton, Sharon.
New Delhi : Kogan Page, 2015



Retail Marketing Strategy :

Delivering shopper delight/Berkhout, Constant. New Delhi : Kogan Page, 2015



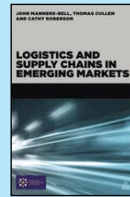
Global logistics :

New directions in supply chain management, seventh edition/ Waters, Donald; Rinsler, Stephen.
New Delhi : Kogan Page, 2014



Leading Procurement Strategy:

Driving value through the supply chain/ Mena, Carlos ;Hoek, Remko van ; Christopher, Martin.
New Delhi : Kogan Page, 2014



Logistics and Supply Chains in Emerging Markets:

Logistics and supply chains in emerging markets/Manners-Bell, John; Cullen, Thomas ;Roberson, Cathy.
New Delhi : Kogan Page, 2014



Supply Chain Risk:

Understanding emerging threats to global supply chains Manners-Bell, John.
New Delhi : Kogan Page, 2014



Procurement

AIMA and The World Bank offers Professional Diploma in Public Procurement (PDPP)

PDPP caters to procurement practices across the globe and the endeavor is to enable anyone interested in Public Procurement to get an overview of the field and to understand the rationale behind Public Procurement decisions.

The course is delivered as a blend of e-Learning, instructor-led-sessions, self-study and social learning. The delivery of this course is governed by the 'Charter on Public Procurement Studies' (CPPS). The ILT sessions (face to face) are spread over five days. At the end of comprehensive online and offline training, a summative assessment will be conducted. On successful completion of the programme, the partner institute will award the Professional Diploma in Public Procurement(PDPP).

Will benefit :

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When You Have to Carry Out a Decision You Disagree With

Art Markman | February 09, 2018



One of the great frustrations of being a middle manager is that senior leaders make decisions that go against what you would have done had it been up to you. Sometimes you are part of the decision process, and other times the decision is simply handed down. Either way, you are now responsible for ensuring that the plan is carried out.

A natural reaction in this situation is to begrudgingly go along with the chosen course of action. You might even be tempted to communicate to your peers and supervisees that you're not convinced this is the right way to go.

Resist that temptation. Your job is to help your

organization succeed. You won't be fulfilling that role if you — intentionally or unintentionally — undermine the decision. Instead, start by asking yourself whether you trust the organization you work for. If — deep down — you don't feel that senior management makes good decisions, it's probably time to start looking for another job.

But if you do trust the organization, then begin by convincing yourself that the decision is actually a good one. This is what I did early in my academic career when I received peer review comments on a paper I'd submitted for publication. Without fail, there would be at least one reviewer who hated the

paper. They did not get the point of my argument or they had reservations about the studies I had done.

When this first started happening, I hated those reviewers and assumed they hadn't read my paper carefully. Eventually, though, after I served as a reviewer on enough papers to realize that the authors whose papers I was reviewing probably wanted to dismiss my comments as well, I began to trust that the reviewers had valid points. Perhaps those points reflected my own bad writing, or (perish the thought), perhaps my experiments were not as brilliant as I thought they were. Ultimately, trusting that they had valid points made my papers better.

To convince yourself of the decision, put yourself in the shoes of someone who believes deeply in the decision that was made. Ask yourself why someone would make this choice. Look for factors you may not have considered before that would make this option a good one. While you're at it, also be explicit about all of your objections. Those will be useful as well.

Once you've wrapped your head around why this decision was reasonable, you're ready to start working with your team to carry out the new plan.

This approach helps you – and your team – in two ways.

First, how much effort your team puts into making a plan succeed depends in large part on how much they believe in it. If you communicate a new course of action halfheartedly, you'll get less than peak effort because people will sense that you're not enthralled with the job to be done.

About Author:

Art Markman, PhD, is the Annabel Irion Worsham Centennial Professor of Psychology and Marketing at the University of Texas at Austin and founding director of the program in the Human Dimensions of Organizations. He has written over 150 scholarly papers on topics including reasoning, decision making, and motivation. He is the author of several books including Smart Thinking, Smart Change, and Habits of Leadership.

Disclaimer:

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Also, even the best plans run into some difficulties for a variety of reasons: the plan might be failing, more effort might be required, or the team needs to innovate to find the right way to implement it. How the people you work with interpret inevitable problems and what's required to remedy the situation depends on their commitment to the plan. If, spurred by your trepidation, they're already looking for reasons why the option will fail, they are much less likely to be motivated by difficulties they face than if they believe deeply that the plan will succeed. Communicating a plan with confidence can help create a self-fulfilling prophecy.

Second, the reservations you have about the decision can strengthen the plans you develop with your team. That list of objections you made when convincing yourself the plan is a good one comes in handy here: it reflects your beliefs about the potential obstacles to success. You are already aware of some of the reasons why the plan could fail. Use this list of obstacles to develop contingencies to handle what you think can go wrong. Research suggests that the better prepared you are for problems before they happen, the better able you'll be to handle them when they arise.

Finally, teach this method of dealing with disappointing decisions to the people who work for you. When you move up in the organization, you are likely to make decisions that fly in the face of what some of the people believe is right. You want them to treat your choices with enough respect to give them the best chance to succeed.

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Learning From Uber’s Mistakes

What fast-growing startups — and their boards — must understand about building culture.

January 26, 2018 | by Bill Snyder



Uber’s missteps provide valuable lessons to other fast-growing startups. | Reuters/Brendan McDermid

After months of scandal, management missteps, and a consumer boycott that reportedly saw hundreds of thousands of users delete their Uber apps, the company’s board of directors stepped in and fired co-founder and CEO Travis Kalanick.

Uber’s precipitous fall from grace was detailed in an article for Stanford’s Closer Look Series by David Larcker, a professor of accounting at Stanford Graduate School of Business, and Brian Tayan, a researcher at the business school. “Over time, competitive, operating, and governance problems

popped up like a game of whack-a-mole,” they wrote.

The company’s terrible year is something of a case study in poor corporate governance and holds numerous lessons for other companies, particularly fast-growing startups, Larcker says. “Uber is an example of a company that started small with a good idea, grew rapidly, became disruptive, and grew into a monolith. But along the way, [management] didn’t pay enough attention to how they wanted to do business from a cultural and ethical standpoint.”

Here, Larcker discusses the lessons of the Uber

debacle and what other fast-growing startups should know to avoid a similar setback.

Uber grew explosively; is fast growth a particular problem in this context?

Really fast growth can become disruptive. You are focusing more of your attention on the product and service you are providing. When you're very successful, it can be hard at a board or management meeting to say, "Let's stop and look at claims or issues," when the world is moving at light speed. But at some point you have to do a gut check and say, "We are really successful, but what problems are being caused by the way we're doing things?"

How important is the CEO's personality and behavior in influencing the collective behavior in an organization?

Culture is embedded throughout an organization, so it's not just about replacing a person or two. You've got to show you're very serious by bringing in experts to assess the situation, and you've got to put concrete processes in place.

David Larcker

Founders are revered and their personality is embedded in the company's culture, especially when the CEO is charismatic. Founders have different personality types, some conducive to developing a good culture. But on the other hand, you have some people who are not that type, and you need to worry about that if you're on the board. When

the CEO is a founder, the board has to be especially diligent about asking questions. You've got to have the instinct to tell you how this person will behave and what you need to look out for.

Were Uber's board members too close to Kalanick? Is there a lesson here about how independent directors should be?

That's an interesting question to raise, but you can't jump to the conclusion that those people are not independent. They have the same duties and loyalties as others on the board. Just because you have people who are connected somehow, it doesn't mean that the culture or the ethics of the company are somehow inappropriate.

What can a board do to recover after a series of disasters?

You need to bring in outside experts, and you have to be pretty transparent about what you find and what the corrective actions will be. Not the least of which you have to admit there was a problem and you have to own it. [Uber hired two law firms and former U.S. Attorney General Eric Holder to investigate the allegations and the company's culture, and make recommendations for change.]

How does a corporate culture change?

Culture is embedded throughout an organization, so it's not just about replacing a person or two. You've got to show you're very serious by bringing in experts to assess the situation, and you've got to put concrete processes in place. You need to hold town meetings and say, "This isn't how we're doing business anymore."

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Rahul Bhatia - Programme Manager

All India Management Association

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Ahmedabad Management Association

AMA organised an exclusive workshop on Learning Ikebana (the Japanese Art of Flower Arrangement) which was inaugurated by Madam Roselle Noda, wife of the Consul General of Japan at Mumbai. The workshop attracted a huge number of participants. The highly appreciated workshop was conducted by Mrs Nalini Doongurse, President, Bombay Chapter, O'Hara School of Ikebana.



Ikebana Workshop

Several lecture programmes were organised during the month. Mr Avinash Jhangiani, Chief Innovation Officer, Omnicom Media Group India, addressed on 'How to Build a Creative Culture to Accelerate Digital Transformation in Organisations' on 5th January. Mr Chintan Shah, Director of Operations, BIC Inc. Toronto, Canada, addressed on 'Employment Opportunities in Supply Chain Industry' on 6th January. Dr Chirag Andhariya, Shankus Natural Health Centre, addressed on 'Lifestyle Management for Health and Happiness' on 12th January. Mr Sanjay Chakraborty, Marketing Communication Advisor, EssKsee Consultancy, addressed on 'Celebrity Branding – The Concept & Latest Trends' on 13th January. Ms Niketa Dedhia, Principal Consultant, Exponent Consultancy Services, addressed on 'Research and Higher Education Opportunity in Germany' on 17th January. Mr Bhaskar Joshi, Management Consultant & Trainer, addressed on 'Business Transformation through Technology' based on the book 'The Digital Matrix' by Venkat Venkatraman on 19th January. Prof. Amit Bhatt, DAICT, addressed on 'Career Choices and Future Job Trends' on 27th January.

A discussion was organised on 6th January with Ms Tarana Patel Chatterjee, Founder & CEO, LearnEd: Cutting Edge Training Solutions for Effective English Communication. The topic for discussion was 'I understand English, but can't speak well – Break through your fears to achieve effective English Communication.'



Tarana Patel Chatterjee addressing on English Communication

Mr R Gopalkrishnan, Former Director, Tata Sons Ltd., addressed on 'A Biography of Innovations from Birth to Maturity' on 18th January. AMA also released a book on the same subject written by Mr R Gopalkrishnan.

The Speakers' Forum was held on 20th January. Mr Suresh Mashruwala coordinated the Forum on the topic 'Pleasure in the Job puts Perfection in the Work'.

AMA conducted 56 MDPs and 4 In-Company Programmes in this month focusing on a variety of subjects. Total 1197 participants benefitted from these programmes.

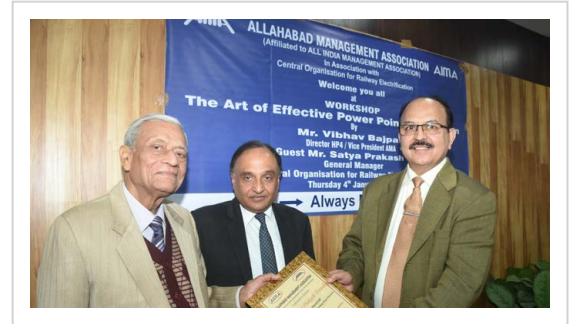


R Gopalkrishnan at the book launch

Allahabad Management Association

Management Workshop

Allahabad Management Association organised a workshop for the officers of the Central Organisation for Railway Electrification (CORE), Allahabad on 4th January at the conference room of CORE. The topic was 'The Art of Effective Power Point Presentation'. The Chief Guest of the evening was Mr. Satysa Prakash Trivedi, General Manager, CORE. Mr Sandeep Sharma IAS (Retd.) and member, Board of Revenue welcomed the Chief Guest. Mr. Vibhav Bajpai Director HP4 / National Computer Systems and Vice President, AMA gave a presentation highlighting the art of making presentations followed by a question/ answer session. Mr. G.K. Khare, Ex. Chairman, Railway Board presented a memento to the Chief Guest.



Mr. GK Khare Ex. Chairman Railway Board presenting a memento to the GM CORE

ECM and Launch of 2018 AMA Calendar

Allahabad Management Association organised a special meeting of the executive committee members on 12th January. The meeting was called to launch the AMA 2018 calendar and to introduce the new members. Dr N. C. Agarwal, President released the special calendar in the presence of the executive committee members. The Chief Guest of the evening was Prof. K. K. Bhutani, Director, UPTTEC and Past President AMA. The proposed visit to the all UP LMAs event at Lucknow on 30th January was finalised and ten members gave their consent to attend the event.



President, Secretary and Vice President, AMA releasing the 2018 AMA calendar

Baroda Management Association

Seminar

BMA had organised Co-operative Seminar in the memory of Late Shri Sarvesh Chandrajji, Past President, BMA on topic 'Drip, DBT & Use of Fertilizer' on 9th January. Mr Dileep Sanghani, Chairman, GUJCOMASOL, Ahmedabad was the chief guest of the seminar. Mr. Gaurish Vaishnav, President, BMA delivered the welcome address and Mr. Rajiv Thakkar, Vice President, BMA introduced the Chief Guest. Mr. Devanshu Vaishnav, Chairman, Co-operative Committee, BMA gave an overview of the event.



Mr. Dileep Sanghani, Chairman GUJCOMASOL, Ahmedabad addressing

Some of the other eminent speakers included Mr. C.K Patel, Sr. Manager, Agronomy, Netfim Irrigation India Pvt Ltd; Mr. Manu Asodaria, Sr. Marketing Manager, GSFC; Mr. Janak Kumar Mathasoliya, Dy. Director of Agriculture (INPUT), Vadodara and Mr. N. S Patel, Sr. State Marketing Manager, IFFCO; Mr. Bhupendra Kataria, Manager, Fertilizer, Gujcomasol; Mr. J.J Rupapara, Chief State Manager (Marketing), Kribhco and Mr. Sourabh Dixit, State Head, Hindalco Industries Ltd. The seminar was very well received by the participants



Panel Discussion

Management Development Programme

BMA organised a Management Development programme on Advance excel on 30th January. Mr Nilay Shah was the speaker of the programme. The MDP focussed on formulas and functions, advanced financial functions, advanced logical & error functions, advanced text functions, advanced date & time functions, advanced lookup & reference functions.



Participants at the MDP



Mr. Himanshu Buch addressing

Special Talk

A special talk was organised on the topic 'The Great Management Laughter Challenge' on 5th January. Mr Himanshu Buch was the speaker. The talk was very well received by participants

Friday Evening Talk

A Friday talk on Intrapreneurship of individual & organisational success was held on 12th January with Mr. Hemang Desai. Another talk was organised on 19th January on 'Nourish Yourself to Flourish' with Ms. Huma Vora.



Mr. Hemang Desai addressing

Bharuch District Management Association

Women's Conclave

BDMA organised its First Women's Conclave on 10th January at Bharuch. The theme for the conclave was 'Women as A Human Capital Perspective'. Mrs. Ratna Pathak Shah, Actress & Director & Mrs. Geeta Gorardia, Entrepreneur & CEO, Jewel Consumer Care Pvt. Ltd. graced the event as Chief Guest & Guest of Honour simultaneously. Also, the conclave included 2 panel discussions on 'Go Beyond Boundaries' & 'Women in Socio Economic Development'. The conclave witnessed 200 female participants. Distinguished speakers at the conclave included Ms. Tanvi Bhatt, Founder, Panache Studio; Ms. Ruzan Khambatta, Entrepreneur; Ms. Urvi Chauhan, Founder, Urvi Chauhan Studio; Ms. Deepti Beri, Chief Commercial & Financial Officer, Sheroes.com; Ms. Surabhi Mittal, Vice President, Lanxess India and Dr. Anita Gautam, Consultant Psychiatrist, Gautam Hospital & Research Center.

Talk

BDMA organised Tea Talk under Finance & Taxation Forum on 24th January. Mr. Kamaljit Kamal, Asst. Commissioner, CGST, Ankleshwar, Advocate Jigar Shah & Advocate Anand Nainavati, Lakshmikumaran & Sridharan, Ahmedabad were the esteemed speakers at the talk. Finance professionals across various industries & individuals attended the Forum.

Bhatinda District Management Association

India is the largest democracy in the world, good governance can't happen in isolation without the effective participation of its citizens. Keeping this in mind, Bathinda Management Association organised a session on 'Citizen Participation in Good Governance' on 20th January. The Chief Guest of the event was Deputy Commissioner Mr. Diprava Lakra (IAS). Over a 100 participated in the event which was a great success.



Mr. Ashok Jain, Director, BDMA & Mr. Parag Sheth, President, BDMA along with Chief Guest, Mrs. Ratna Pathak Shah & Guest of Honour, Mrs. Geeta Gorardia



Mr. Ashok Jain, Dir., BDMA (left) presenting a memento to Mr. Kamaljit Kamal, Asst. Commissioner, CGST, Ankleshwar



Felicitating the chief guest

Bhopal Management Association

The Bhopal Management Association and Rotary Club East Bhopal successfully organised an Interactive Session on ‘How Ayurveda Is Related With You’ on 22nd January. Dr. G. Vinod Kumar, M.D. (Ayurveda), Retd. Professor, Govt. Ayurveda College, Trivendrum, Kerala was the Guest Speaker. Prof. Rajpal Singh, Higher Education Advisor to Governor of M.P. and Chairman, Higher Education Faculty Development Program, BMA also shared his views on the occasion. About 50 members of BMA and Rotary Club East Bhopal attended the programme.



Dr. G. Vinod Kumar addressing

The programme was coordinated by Mr Vishnu Khanna, President, Rotary Club East Bhopal and EC Member, BMA. Mr R.G. Dwivedi, EC Member BMA gave the vote of thanks.

Workshop

PHDCCI and The Bhopal Management Association successfully organised a Workshop on ‘Strategic Management of Intellectual property for MSMEs and Start-Ups’ on 25th January. Dr. Navin Chandra, Director General, MPCOST was the Chief Guest. Members of BMA Mr. Vipin Jain, Secretary General, MPSSIO; Mr. Pradeep Karambelkar, MD, Vision Advisory Services Pvt. Ltd, Bhopal were the Guest Speakers. Technical sessions were taken by Dr. N.K Choubey and the young speakers, Mr. Ankur Pastor and Ms. Priyamvada Shukla. Mr. Mahendra Mishra of PHDCCI gave the vote of thanks and the workshop was coordinated by Mr R.G. Dwivedi, Regional Director, PHCCI and Member BMA. About 80 members of BMA and PHDCCI from different industries, institutions and professions attended the programme.



Chief Guest Dr. Navin Chandra addressing

The Bhopal Management Association, MPSSIO and QCI successfully organised an Awareness Programme on ZED – Zero Defect Zero Effect on 31st January. Mr. Ajay Kumar,



Mr. Ajay Kumar addressing

Certified Master Trainer and Consultants, ZED – Zero Defect Zero Effect qualified by Quality Council of India (QCI) and Life Member, BMA was the Guest Speaker. More than 50 members of BMA and MPSSIO from different industries attended the programme and more than 30 industries registered under ZED.

Bhubhneswar Metropolis Management Association

Bhubaneswar Metropolis Management Association (BMMA) organised a Seminar on 'Emotional Marketing' on 30th January. The Chief Speaker was Prof. MN Tripathi, Senior Faculty Member of the Xavier Institute of Management, Bhubaneswar. Mr Syed Maqbool Ali, Management Consultant & Working President welcomed the delegates and Prof. Gopal Nayak, Director International Institute of Information Technology also addressed the delegates. Dr. SK Tamotia, Director General, Bharatia Vidya Bhavan presided over the Seminar.



Seminar on 'Emotional Marketing'

Bombay Management Association

BMA-NHRDN jointly presented the Convention on 'Industrial Relations: 4 Codes, A Roadmap for Labour Market Reforms' with TISS as the Knowledge Partner.

Some of the speakers included Mr. M D Agrawal, President, BMA, Mr. M Lakshmanan, NHRDN, Mr. Rajiv Dubey, Mahindra & Mahindra; Mr. Bharat Goyal, Advocate; Dr. S Parasuraman, TISS; Dr. Krishna Murthy, IR Institute of India; Mr. Suhas Lohokare, BMA; Dr. Bino Paul, School of Management and Labour Studies; Prof. Vijayan Pankajakshan, WE School; Mr. Yogi Sriram, Larsen & Toubro Ltd; Mr. Dada Samant, Union Leader; Mr. Salil Lal, Manesar Vehicle Plant Maruti Suzuki Ltd; Ms. Emrana Sheikh, Asian Paints; Mr. K A Narayan, Raymond Ltd; Dr. Anjali Bedekar, UNI Global Union; Dr. Tanaya Mishra, Accenture; Mr. Narendran Nair, Voltas; Prof. N S Iyer, TISS and Ms. Chhaya Sehgal, BMA.



Felicitation of Dr. S Parasuraman, Director, TISS

Calcutta Management Association

Member's Forum

CMA organised its 1st edition of 'Member's Forum' on 11th January. The motive of organising such a forum is to increase interactions amongst members and also to allow CMA reach its members on more regular basis. The forum was very well received by the members.



Session by Mr Bhattacharjee



Session in progress at Siliguri

Money Skills – A Symposium on Equity Market

CMA jointly with District Industry Centre, Jalpaiguri organised Money Skills – A Symposium on Equity Market, Commodity Market and GST on 10th January. The audience were mostly from MSME sector in and around North Bengal.

Workshop

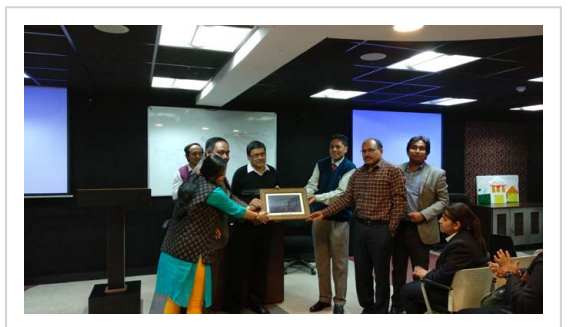
CMA organised workshop on 'The New Age Man – Changing profiles of modern day Man' on 19th January. Mrs Madhumita Basu, Past President, CMA, Member Executive Council and Chief-Sales, Marketing & Innovation, Lafarge India Limited; Mr Sumit Ray, Past President, CMA & Chief Operating Officer, All India Technologies Ltd; Dr Ujjal Kr Ghosh, Founder Secretary, Asian Yoga Research Institute; Ms Paramita Chaudhuri, Consultant, Mr Siddhartha Chatterjee, Vice President, CMA & Country Head, Trustline Securities were faculty members of the workshop.



Mrs Madhumita Basu, Past President, CMA, presenting a memento to Mr Sumit Ray, Past President, CMA.

Student Orientation Programme

Student Orientation Programme in collaboration with MDI, Murshidabad was organised on 20th January. The programme was designed to help MBA aspirants know the GD/PI process better. The programme was very well received by the students.



CMA presenting a memento to MDI, Murshidabad

Members Meet

CMA's Members' Annual Get Together was organised on 27th January. CMA Members appreciated the networking platform.



Members Annual meet

Calicut Management Association

Interactive Session

Calicut Management Association organised an In-House Interactive Session on the theme 'Balettan's Meenkada – A Story of Native Entrepreneurship' on 20th December. Mr. Balakrishnan Pachchatil (Balettan), who runs a small lunch joint popularly known as Baletende Meenkada – the best destination for fish preparations shared his success story. The session which was of a different kind, was very interactive and shared insights on how an entrepreneur should look at customer experience which is key to success.



A token of appreciation from CMA to Mr. Balakrishnan by Mr: K. T. Thomas, SVP, Mr: K. A. Ajayan – President, Mr: Anil Balan – Secretary.

Lecture Sessions

CMA organised a Lecture Session on - 'Scaling up Startup to Enterprise' on 20th December with Mr. Afsal Salu, Co-Founder & CEO, BestDoc Technology Pvt. Ltd., an intelligent Patient Relationship Management (PRM) for hospitals. He shared his entrepreneurial journey and success. He also shared details about his new venture and future ambition. Members had a very interactive and informative session which was well received.



Token of appreciation to Mr. Afsal Salu by Mr. Anil Kumar K, Immediate Past President CMA, with Mr: K A Ajayan, President; Mr: K T Thomas, Sr. Vice President CMA; Mr: Anil Balan, Secretary and Mr. Asif T, Jt. Secretary-CMA.

A Lecture Session on 'Boost Your Business Through Facebook' was held on 15th December with Mr. Abdul Latheef, CEO –

Examssummary.com & Facebook Boost your Business SMB. The workshop helped the participants learn how to boost business via Facebook and Facebook marketing tips & tricks. The session was conducted jointly by Kerala Small Scale Industries Association (KSSIA) and was sponsored by Entrepreneurship Development Institute of India, EDI. More than 80 members participated in the session and was well received.

Training

Calicut Management Association (CMA) conducted a training on Interpersonal Skill Development & Stress Management for all police officers of Kozhikode at Police Club, Kozhikode on 14th December. The session was conducted by Adv. Dinesh A, Past President CMA on ‘Interpersonal Skill Development’, Mr. Sreenivasan M on ‘Stress Management & Meditation’ and Mr. Anil Balan, Secretary-CMA on ‘Social Media & Digital Impacts’. Mr. S. Kaliraj Mahesh Kumar - IPS, City Police Commissioner was the Chief Guest. He participated in the training session along with police officers such as DCP, SI, CI and administrative staff.

CMA conducted a training session on 26th December at NCC Group Head Quarters, Kozhikode for specially selected NCC cadets from Kerala & Lakshadweep on ‘Interview, Group Discussion, Communication skills and Motivation’. NCC Cadets will be representing the state in the Republic Day Parade in New Delhi and will also be participating in various competitions.

Mr Anil Kumar, Past President conducted the session which was well appreciated. Mr. K. A. Ajayan, President CMA and Lt. Commandant Rajesh also joined the session. The initiative is taken with the intention to educate youngsters and to improve their confidence during interaction.



Lecture Session by Mr. Abdul Latheef - ‘Boost Your Business Through Facebook’.



Training Session by Adv. Dinesh, Past President CMA at Police Club, Kozhikode



Participants with Mr. Anilkumar A, IPP, Mr. K. A. Ajayan, President – CMA, Col. Damodaran. P and Lt. Commandant Rajesh



Mr. Anil Balan, President & COO Splendre EyeMag Pvt. Ltd.; Mr. M. Sivasankar - IT Secy, Govt. of Kerala; Dr. Saji Gopinath - CEO, Kerala StartUp Mission (KSUM); Ms. Sonia Mohandas, CEO-Waferchips Techno Solutions Pvt. Ltd.; Mr. Nijil Y, Co-Founder & COO – Mashinga and Mr. Vishnu M S, Co-Founder – Evelabs

Moment of Honour

Mr. Anil Balan, Secretary – CMA was one of the delegates from Kerala to participate in an event – SLUSH2017 at Helsinki, Finland. Mr. Anil Balan, President & COO of Splendre EyeMag Pvt. Ltd., a company incubated in IIMK Live was one of the startups selected as a delegate for the event. The team was fortunate to have Mr. M. Sivasankar, IT Secy, Govt. of Kerala and Dr. Saji Gopinath, CEO, Kerala StartUp Mission (KSUM) as part of the Kerala delegation.

Training Programme

CMA organised two day motivational training programme on ‘Service orientation : Motivational Training’ on 4th-5th January. The programme was conducted by Mr. Anil Kumar M, Immediate Past President & Corporate Trainer and Chief Guest of the programme was Dr. Venugopal P. P., Executive Director – ANGELS. The session was well appreciated and more than 80 members attended the training session.



Session in progress

LMA Meet

The Local Management Associations of Kerala Meet was conducted on 20th January in the august presence of Mr. Sanjay Grover, Director – LMA Relations, AIMA. Mr Sanjay Grover in his address, stressed on the need of regular interactions between LMAs and congratulated CMA for organising the meet of Kerala based LMAs. Prof S



Sanjay Grover, Director, AIMA addressing



Release of CMA CLIMAGE

Balasubramanian, Mentor Southern Region LMAs and Director, GRG Centre for Advanced Studies, Coimbatore conducted a mentoring session. This was followed by a brief presentation by Mr Vivek Krishna Govind, President- KMA. Mr. K. A. Ajayan, President – CMA thanked all the 9 LMAs for their presence and participation. The welcome address was delivered by Dr. Saji Kuriakose, Vice President – CMA.

On the occasion, second edition of CMA's Quarterly Magazine CALIMAGE was released by Prof S Balasubramanian, Mentor Southern Region LMAs and Director, GRG Centre for Advanced Studies, Coimbatore and a copy was handed over to Mr Sanjay Grover, Director AIMA – LMA Relationship, AIMA.

Annual Management Convention

Calicut Management Association's flagship event, 21st Annual Management Convention (AMC) was organised on 20th – 21st January on the theme 'Brick Building Enterprises – Vision to Action'. The Chief Guest of the programme was Mr Hari Menon, CEO & Founder, BigBasket.com and Mr Hrishikesh Nair, CEO – IT Parks, Govt. of Kerala was the Guest of Honour. Mr. Parivesh Chugh, General Manager (R&D), GAIL was the Guest Speaker and the felicitation was done by Mr. Sanjay Grover, Director-LMA Relationship, AIMA and Dr. V K S Menon, Founding President – CMA.



Inauguration of 21st Annual Management Convention

On the occasion, Management Leadership Excellence Award; C. K. Prahalad Award for Institutional excellence; Young Manager Award; Young Entrepreneur Award and Woman Entrepreneur Award were presented. The programme was well received and appreciated by the delegates.

Student Chapter

Mr. Anil Balan, Secretary-CMA, Prof. Philip Antony, Past President and Mr. Vijayakumaran, MC Member addressed the students of management studies at NIT Calicut. Around 30 management students participated in the convention.

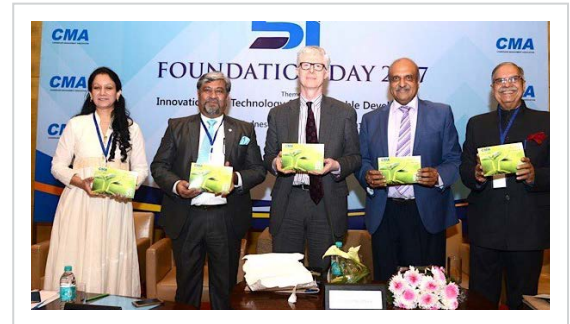
Social Commitment

Calicut Management Association is actively working with the Kozhikode Commissioner of Police and team on setting up Cyberdrome at the district with the support of Mr. S. Kaliraj Mahesh Kumar, IPS., District Police Chief & Commissioner of Police, Kozhikode City. Mr. Anil Balan, Secretary, CMA is actively engaged in providing the support and expert advice in this activity on behalf of CMA. This project is undertaken as a social commitment of CMA by providing contributions in the field of technology and management.

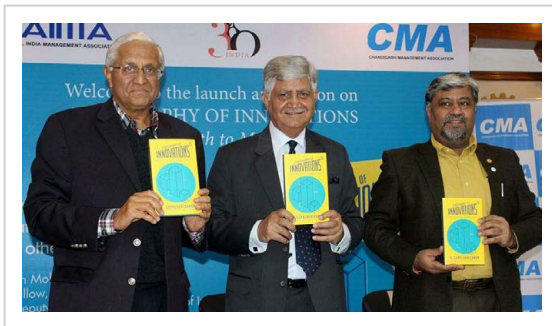
Chandigarh Management Association

51st Foundation Day

Chandigarh Management Association (CMA) celebrated its 51st Foundation Day on theme 'Innovation and Technology for Sustainable Development' on 13th December. Dr. Christopher Gibbins, Consul General, Consulate of Canada and Mr. Partap K Aggarwal, Managing Director, IDS Infotech Ltd. were the Chief Guest and Guest of Honour. More than 100 CMA members attended the event. A coffee table book depicting the events conducted by CMA since July 2017 was also released by the Chief Guest



(L-R) Dr. Pooja Chopra, EC member CMA; Mr. Deepak K Dhingra, President, CMA; Dr. Christopher Gibbins, Consul General, Consulate of Canada; Mr. Partap K Aggarwal, Managing Director, IDS Infotech Ltd; Col. (Dr.) P K Vasudeva, Past President, CMA releasing the Coffee Table Book on 51st Foundation Day of CMA



(L-R) Mr. R Gopalakrishnan, Author; Gen. V P Malik, Chief Guest and Mr. Deepak K Dhingra, President, CMA, releasing the Book 'A Biography of Innovations from Birth to Maturity'

Book Release

CMA organised the book launch 'A Biography of Innovations from Birth to Maturity' authored by Mr. R. Gopalakrishnan, on 23rd December. General V P Malik, PVSM, AVSM 19th Chief of Army Staff of Indian Army was the chief guest of the event and Mr. Deepak Dhingra, President CMA, delivered the welcome address. The talk was followed by a question answer session from the audience that comprised of around 75 CMA members.

Publications Initiative

CMA celebrated the New Year with its members on 28th December laying special emphasis on the publication's initiative. The publication initiative has a dual purpose for the New Year-Spread the management education through the literary works and to make CMA a promoter of literary skills for its members. Six blogs were received for CMA website, which would be published on approval of CMA's Publications Committee.



CMA members celebrating New Year.

Community Outreach Programme

Chandigarh Management Association organised an outreach programme and a session on 'Managing Emotional and Social Quotient' on 17th January. A total of 60 participants attended the event including the GRIID Faculty and CMA Members.

As part of CMA's social responsibility, Mr. Deepak Dhingra, President CMA alongwith the executive committee members and Dr. (Mrs.) Vani Ratnam, Officer Incharge, GRIID, distributed winter uniforms to 48 needy students of GRIID. Mrs. Abha Chaudhary, President IMPA, Chandigarh Chapter, was the expert speaker on the topic.



CMA members distributing winter uniforms to poor and mentally challenged children at Government Rehabilitation Institute of Intellectual Disabilities, Chandigarh



CMA members at the Industrial Visit

Industrial Visit

A delegation of members of Chandigarh Management Association visited Auro Textiles Unit-II of Vardhman Textiles Limited, Baddi (Himachal Pradesh) on 20th January. It was a mutually beneficial learning experience. CMA delegation also shared some of their expertise / experiences in the area of Human Resource, Chemical processing and Security & Safety with the company officials.

Innovative Workshop

CMA participated in a three day innovative workshop on Peace and Leadership Development through Sports for young persons with disability on wheelchair, hosted by the Association of Professional Social Workers & Development Practitioners (APSWDP) from 20th-22nd January. This three day workshop was inaugurated by H.E. Prof. Kaptan Singh Solanki, Hon'ble Governor of Haryana.

Seminar-cum-Panel Discussion

Chandigarh Management Association jointly with Quick Relations Private Limited and Public Relations Consultants Association of India (PRCAI) organised a seminar cum panel discussion on 'Changing Role of PR in Business Management' on 31st January. Mr Atul Sharma, Genesis Burton Marsteller, Mr Pradeep Wadhwa, V.P. Corporate Immunisations, ReNew Power, Mr Vivek Atray, CEO, Ex IAS and a TED Speaker and Mr Amulya Shukla, Coach SAMBHAV were the esteemed panellists and the session was moderated by Mr. Khurana of Quick Relations. Mr. Deepak Dhingra, President CMA gave his inaugural address and Ms. Jyoti Lahari, Secretary General, PRCAI welcomed all delegates. Around 40 CMA members, professionals of companies from Chandigarh and about 50 students from Chitkara University attended the event.



Deepak K Dhingra, President CMA giving his inaugural address

Coimbatore Management Association

CMA's 'Monday Musings' is a 45 minute, popular, interactive programme on a topic concerning Individual and Institutional Management. Monday Musing is conducted every Monday and is usually attended by more than 30-40 people. Mr. R. Ramanathan Somasundaram, CEO, vSocialise, Coimbatore addressed members on the topic on 'Improve Website Conversion' on 22nd January.



Mr. R. Ramanathan Somasundaram, CEO, Socialise, Coimbatore addressing members

Cuttack Management Association

National Youth Day

National Youth Day was celebrated by Cuttack Management Association, Cuttack in Sai International College of Commerce and Economics on 12th January on the theme 'Spirituality is the Soul of India'. Dr. Nandita Mohapatra, Fulbright Scholar was the judge assisted by Dr. Manjushree Patnaik. They advised students how to develop speaking skills. 12 students from 6 colleges took part in competition and prizes / mementos were distributed. A large number students, CMA members and guests were present to encourage them.



Prize distribution to students

Session

Mr. Ashok Kumar Mahapatra, Retd IAS, Ex Secretary Shipping, Govt. of India and Chairman, AAIFR spoke to students of Revenshaw School Of Management Studies on 17th January on 'Idea of Integrity in Management'. More than 100 students, faculty members, CMA members and guests were present in the occasion. The seminar was followed by lively question answer session in which he shared cases from his vast experience.



Mr. Ashok Kumar Mahapatra answering questions of students

Delhi Management Association

TIEcon Delhi-2017

In its continuous efforts to foster entrepreneurship in the country, The Indus Entrepreneur (TIE) organised its annual conference on the theme of Doers Are Different on 15th -16th December. The conference witnessed participation from entrepreneurs, investors and industry leaders. The two day mega event was packed with enlightening and informative sessions by successful entrepreneurs who shared their experiences and challenges. The conference was duly supported by DMA.

Interactive Ideas Meet

DMA in collaboration with ICPI and NHRD Network organised an interactive ideas meet on 'The Future of Leadership – Are We Ready' on 19th December. Mr. Deepak Bharara, Director, ICPI welcomed the Eminent Speaker Mr. Sandeep Nagpal, Leadership Expert from LMI and the fellow participants. He shared that leaders will need to be motivated by personal values, rather than just financial performance, in order to address the development issues we face. Mr. Rakesh Seth, Director, ICPI thanked Mr. Nagpal for sharing his words of wisdom with the participants.



Mr. Deepak Bharara & Mr. Sandeep Nagpal

Workshop

New Delhi Institute of Management in collaboration with Delhi Management Association organised a workshop on Advanced Research Techniques and Case Method from 15th to 21st December at New Delhi. Some of the speakers who addressed the workshop included Prof. A. K. Mishra from J.N.U; Prof. M.G. Shahnawaz of Jamia Millia Islamia; Prof. Sanjeev Mittal of GGSIP University; Prof. Sombala N, from NDIM; Dr. Vikas Gautam of NDIM; Prof. P.C. Joshi from University of Delhi; Prof. V. Sekhar, a renowned management practitioner and an accomplished academician; Prof Shailee Choudhary of NDIM; Prof. BVL Narayana of Indian Railways and Prof. Anuradha Basu from San Jose University.



Participants at the Workshop

The workshop concluded with a valedictory speech by Mr. V. M. Bansal, Chairman, NDIM. The workshop was attended by a diverse group of participants with different disciplinary backgrounds.

Seminar

In the age of fast changing world and disruption, DMA organised a seminar on ‘Self-Learning Leadership’ on 20th December. Mr. Rajan Pandhi, Director, DMA welcomed Mr. Vikas Jain, Founder, Adhyan and the fellow participants. In the open-house session participants queries were answered by the speaker. The programme was very well received.



Participants at the programme

Workshop

DMA with the support of Navsamvardhan organised an experiential and interactive workshop on ‘Enriching Togetherness’ on 13th January. The workshop was facilitated by Ms Pallavi Misra, Founder - Director, Navsamvardhan and a relationship Counselor, Advance NLP Practitioner, CBT Practitioner and Master Trainer (Soft Skills). The workshop was attended by professionals from diverse background including doctors, psychologists, Psychology students, Corporate Executives and Couples.



Participants at the programme

Seminar

DMA organised a Seminar on ‘Air Pollution: Impact on Work & Life’ on 24th January. Mr. Rajan Pandhi, Director, DMA welcomed Mr. Gaurav Arora and Mr. Bhawani Bhateja, Co-Founders of BreatheFresh Solutions. Mr. Rakesh Seth, Director, ICPI was the Session Chairperson. The seminar was very well appreciated by the members.

Leadership Boot-Camp

DMA in collaboration with ICPI and NHRD organised a Leadership Boot-Camp on 31st January. Some of the eminent speakers included Mr. Sumit Chaudhuri, Chairman and Managing Director, Third Millennium Business Resource Associates; Ms. Lovely Kumar, Director, Coach, Facilitator & DISC assessor, Larks Learning Pvt. Ltd; Mr. Ajay Bhatia, Sr. Management Professional; Mr. Vikas Jain, Founder, Adhyan; Mr. Jeet Chatwal, Management Consultant & Leadership Trainer; Mr. Deepak Bharara, Director, ICPI; Mr. Ajay Sahoo, Founder Director, Influencer Resource Humaine Solutions LLP; Mr. Kiriti Sen, Life, Career and Relationship Coach; Mr. Rakesh Seth, Director, ICPI; Dr Vidya Iyer, Professor, Fortune Institute; Major Avtar Singh, Coach; Ms. Anubha Maurya Walia, Consultant; Dr. Mukul Jain and Dr. Maninder Singh Khalsa; Mr. Dinesh Kumar, Entrepreneur and Mr. Rajeev Kapoor, Business Consultant.



Participants at the Programme

Faizabad Management Association

Faizabad Management Association conducted a seminar on the topic Digital Transaction ‘Friend or Enemy’. The speakers of the event were from Vijaya Bank and Bank of Baroda Faizabad and included Mr. Vishal Shukla (IT Incharge BOB); Mr. Rahul (Marketing Officer BOB); Mr. Satyam Jain (Assistant Manager Vijaya Bank) and Mr. Nagendra Nath (Vijaya Bank)



Dr. Shailendra Chaturvedi during the session

Honorable Chairman Mr. L.K. Jhunjhunwala greeted the guests and spoke about the history of digital transaction as well as its use in future. Mr. Satyam Jain spoke about various apps which made human life quick and easy. Mr. Vishal Shukla spoke about the security process of digital transactions. Mr. Rahul shared his view about banks support to customers and healthy process of transaction to ensure bank’s responsibility. Mr. Anil Agarwal, Member of Faizabad Management Association spoke about the cons of banking system. Dr. Shailendra Chaturvedi, Director, J.B.S concluded the seminar.

Ghaziabad Management Association

Ghaziabad Management Association organised its 28th National Convention on 20th January on the theme ‘Leadership in Age of Transformation - An Opportunity for Development’. The welcome address and brief on the theme was delivered by Mr. Amit Agarwa, President- GMA & Deputy Managing Director- Ghaziabad Precision Product Ltd. The keynote speaker, Dr. T.S. Parmar, CEO, Albert David Ltd. discussed about the core changes in transformation, evolution and disruption.



Mr Nalin Shinghal, CMD, Central Electronic Ltd addressing



Releasing of Souvenir

Dr. Nalin Shinghal, CMD, Central Electronic Ltd. was the Chief Guest. In his inaugural address, he talked about the political changes in different countries and frequent transformation in technology. A souvenir was also released by the Chief Guest on the occasion.

The Chief Guest for the Valedictory session was Mr. Ajit M Sharan, IAS (Retd.), Former Secretary to the Government of India, Department of AYUSH who shared his views on governance and compliance for sustainable development. He gave away the awards to students who won SCROLLS, a Technical Paper presentation competition conducted by AKGEC in October 2017. Mr Vinay Gupta, Executive Director, GMA proposed the vote of thanks.

Goa Management Association

Goa Management Association (GMA) in collaboration with Saldots Academy organised a one-day workshop on 'Customer Management : Creating Moments of Magic' on 18th January. The workshop facilitator was Dr. Pradeep B Salgaonkar PhD (Customer Service), Consultant and Corporate Trainer. The workshop was very interactive. The workshop concluded with the valedictory address by Mr. D Kumar Pillai, Immediate Past Chairman, GMA followed by presentation of certificates.

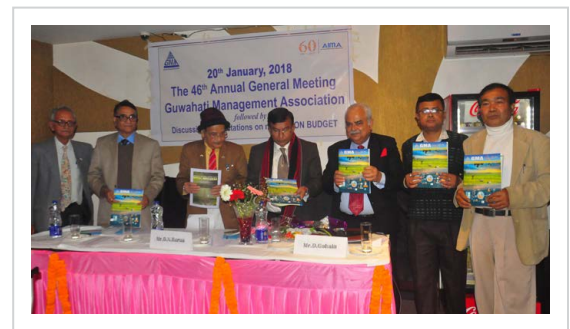


Dr. Pradeep B Salgaonkar conducting the workshop

Guwahati Management Association

Annual General Meeting

Guwahati Management Association organised it's 46th Annual General Meeting on 30th January. Mr D Gohain, General Secretary, GMA gave a report on the working of GMA and Mr Mukul Bora, Treasurer presented the financial report. An open meeting after the A G M was held where the guest speaker Dr Amiya Sharma, E D, Rastriya Gramin Bikash Nidhi, spoke about the economy's expectation from the ensuing Union Finance Bill. Around 45 members participated in the AGM.



Releasing of Financial Report

Hyderabad Management Association

Interactive Lectures

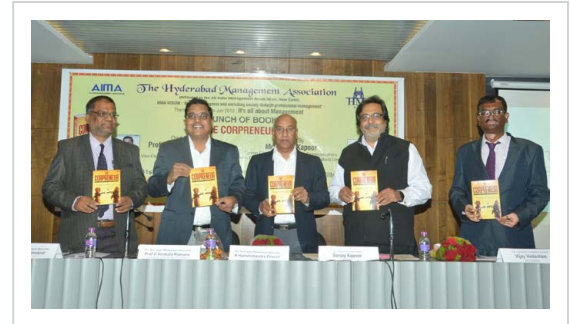
The Hyderabad Management Association conducted Management Interactive Lectures on 'Management Challenges in PPP Models' by Mr T Krishna Prasad, IPS, Director General of Police, Railways & Road Safety, Govt. of Telangana and on 'New Dimensions in Women's Cancer – Towards Personalised Medicine' by Dr Geetha Nagasree N., Consultant Surgical Oncologist, Continental Hospitals, Hyderabad on 24th January.



Chief Guests and Managing Committee members of the Hyderabad Management Association

Book Launch

The Hyderabad Management Association organised a Book Launch event on ‘The Corprenneur’ by Chief Guest, Prof V Venkata Ramana, Vice Chairman of TSCHE, Govt. of Telangana. Authored by Mr Sanjay Kapoor, Former GM and Head, Corporate Communications & Non-Fare Business of L&T Metro Rail (Hyderabad) Limited on 31st January.



(L-R) Mr Ravi Kumar Peesapati, Vice President, HMA; Chief Guest Prof V Venkata Ramana, Vice Chairman of TSCHE, Govt. of Telangana; Mr K Harishchander Prasad, President, HMA; Mr Sanjay Kapoor, Author of the Book and Mr Vijay Vedantam, Joint Secretary, HMA

Indore Management Association

Quest for Leaders

Indore Management Association organised its 19th Quest for Leaders (QFL) 2017 on 12th January at The Daly College Business School. The programme was very well received.



Winners of the Quest for Leaders



Winners of the Young Manager's Competition

Young Managers Competition

Indore Management Association organised its 23rd Young Managers Competition (YMC) 2017 on 13th January at The Daly College Business School. Several young managers participated and the programme was very interactive.

Curtain Raiser

Indore Management Association organised the Curtain Raiser event of its 27th International Management Conclave 2018 along with a Rendezvous – An Exclusive CEOs Dinner Meet, with Mr. Raman Roy, Chairman NASSCOM on 24th January on the topic ‘Bharat Bhagya Vidhata: Innovate and Lead’.



Unveiling the 27th International Management Conclave 2018 logo

Kerala Management Association

Scripting My Story

An evening lecture titled ‘Scripting My Story’ was held on 10th January. The Chief Guest for the evening was Ms. Pamela Anna Mathew, Past President, KMA and Managing Director, O/E/N India Ltd. The session was led by Mr. Sunil Zakariah, Past President KMA & Managing Director, Futuristic Consultancies Ltd.



Ms. Pamela Anna Mathew in conversation with Mr. Sunil Zakariah



Mr. George Kulangara addressing the gathering

Business Success Forum

Business Success Forum for the month was held on 17th January. The Chief Guest for the evening was Mr. George Kulangara, Founder Chairman, Labour India Group. The interactive session, moderated by Mr. K. Rajan George, Chairman, Committee of Innovative Initiatives, Kerala Management Association, threw light on the insightful lessons from the business journey of Mr. Kulangara.

Management Leadership Award

Management Leadership Award is the highest honour conferred by Kerala Management Association for outstanding contribution in the field of management in Kerala. The recipient of this year’s Management Leadership Award was Mr. Elias George, IAS, Former Managing Director Kochi Metro Rail Ltd. The honours were done by the Honourable Chief Minister of Kerala, Mr. Pinarayi Vijayan on 18th January.



Mr. Elias George, IAS receiving the Management Leadership Award from Honourable Chief Minister, Mr. Pinarayi Vijayan

Women Managers Forum

The inaugural event of Women Managers Forum for the year 2018 was held on 24th January. The event based on the theme ‘Braving the odds’ had Capt. Radhika Menon, India’s first Women Merchant Navy Captain and Ms. Uma Preman, a renowned Social Activist as the keynote speakers. They shed light on their brave journey through the various challenges in their lives.



Capt. Radhika Menon and Ms. Uma Preman inaugurating the Women Managers Forum

Evening Meeting

An evening lecture by Mr. Sanjeev Kumar G., MD and Principal Financial Planner, Progno Financial Planning System (P) Ltd was held on 31st January. The session titled ‘Uncommon People and Common Mistakes’ threw light on the common errors people make while dealing with financial matters. The attendees included the members from the business community and B school students.



Mr. Sanjeev Kumar addressing the gathering

Condolence Meeting

A meeting to condole the demise of Padma Bhushan Prof. Emeritus Dr. M. V. Pylee, Former Vice Chancellor, Cochin University and Past President of KMA was held on 2nd January. Among those who paid respects were, the KMA fraternity and B School heads in Cochin.



KMA fraternity paying respect to late Padma Bhushan Prof. Emeritus Dr. M. V. Pylee

Lucknow Management Association

Annual General Meeting

LMA organised its 38th Annual General Meeting and election of new office bearers. Mr Anoop K. Pandey was elected as President, Mr. A.K. Mathur as Senior Vice President, Mr. Pravin Dwevedi as Vice President, Dr. Dheeraj Mehrotra as Secretary and Mr. Devesh Agarwal as Treasurer. For his invaluable contribution to LMA, Mr. Alok Ranjan, the outgoing President was appointed as Patron.



Annual General Meeting 2018

Conference with the AIMA President

LMA in collaboration with AIMA and Dr. A.P.J. Abdul Kalam University organised a Conference on ‘Leadership in the Age of Disruption’ on 30th January. The Guest of Honour and Keynote Speaker was Mr. T.V. Mohandas Pai, Chairman, Manipal Global Education and President, All India Management Association. Ms. Rekha Sethi, Director General, AIMA and Prof Vinay Pathak,



Mr TV Mohandas Pai, President, AIMA & Chairman addressing

Vice Chancellor also spoke in the inaugural session. There were eight presentations on disruptive technologies by IBM, HCL, Apollo Hospital, and PTC and by start-ups in Chatbot, 3D printers, Robotics and Electric Driver-less cars. All Local Management Associations of Uttar Pradesh were partners in the event.

Workshops

LMA organised a Workshop in collaboration with Amity University Entrepreneurship Cell on 10th January on Pitching with a Workable Start-up Business Plan for an event scheduled in February 2018. Mr. Kumar Ranjan, Director, AI Mean Metal Motors, Bangalore conducted the Workshop. Six teams of students discussed their ideas for start-up companies and worked on business plans to be taken forward under guidance of Mr. Ranjan. Mr. A.K. Mathur, Sr. Vice President, LMA; Major Gen K K Ohri, Pro Chancellor, Amity University and several Deans and Professors of the University attended the workshop.

Young Managers Forum of LMA in collaboration with National Post Graduate College Lucknow organised a workshop on 'Smart Study Skills' on 18th January 2018. The speaker was Mr. Devesh Agarwal, Chartered Accountant and Coordinator YMF.

LMA in collaboration with BBD University organised a Workshop on 'Presentation of Business Plans' on 23rd January. The workshop was conducted by Mr. Kumar Ranjan, Director, Artificial Intelligence Mean Metal Motors, Bangalore.



Workshop on 'Presentation of Business Plans'

Industry interaction

In its endeavour to promote and facilitate UP's trade and investment Exim Bank has embarked on a study to assess the export potential of Uttar Pradesh. To understand and get deeper insights, LMA, FICCI, and Exim Bank organised an industry interaction on 12th January. Some of the speakers included Mr. L.K. Jhunjhunwala, Chairman, FICCI U.P. State Council; Mr. Prahalathan Iyer, Chief General Manager, Exim Bank; Mr. Anil Kumar, Principal Secretary, MSME & Export Promotion and Mr. Alok Kumar, Principal Secretary, Infrastructure and Industrial Development. Mr. Anoop Chandra Pandey IIDC Uttar Pradesh and President LMA chaired the session.



Interactive Session on Export Potential of Uttar Pradesh

Out-reach programmes

LMA has been supporting a non-profit 'I Care India' in its project to transform 100 Government primary schools in and around Lucknow- mostly in rural areas. On 9th January out-reach programmes were held at schools in

Salauli village and at village Misa. Prof Kriti Bardhan Gupta of IIM Lucknow and Dr. Shirin Abbas, CEO, Mediacom Consultancy joined the interactive session in the outreach programme

LMA organised another programme on 17th January at Village Kalli Pashchim for improving financial literacy of women self-help groups by Mr. Pravin Dwivedi, Vice President, LMA and his Awoke India Foundation and others.



Visit to school in Salauli village



Outreach programme

LMA conducted an Employability Enhancement outreach programme for underprivileged young men and women on 19th January by Dr. Rajan Johri, Managing Director, LeadWynn



Dr. Rajan Johri addressing

LMA in partnership of LeadWynn launched a Pilot Programme 'Enhancing effectiveness of Rastriya Kaushal Vikas Yojna' with assistance of Hindustan Latex Ltd on 30th January. It is proposed to take the outcome of the pilot study to the State Government for affecting necessary modifications in the programme. LeadWynn faculty conducted the programme under leadership of Dr. Rajan Johri, Managing Director, LeadWynn.

Panel Discussion

LMA collaborated with The Associated Chamber of Commerce and Industry of Uttar Pradesh and The Business Standard in a Pre-Union Budget Panel Discussion on 16th January. Panelists included Mr. B.B. Jindal, Chartered Accountant & Past President LMA; Mr. B.C. Sethia, Industrialist; Mr. Shailendra Jain, President, ASSOCHAM UP and Business Standard.



Pre-Union Budget Panel Discussion

Group Discussion

LMA interacted with Mr. Douglas Fowler, Economic Officer, U.S. Embassy, North India office, New Delhi and Mr. Daniel Mitchell, Economist, Center for Freedom & Prosperity in a joint LMA-Cuts International Focused Group

Discussion on 'India and the US-Learning from One another's Experience vis-vis Competitiveness and Ease of doing Business on 19th January. LMA research group on EODB in Uttar Pradesh presented an overview of the methodology and findings and gave an update on implementation of its report to Govt. of U.P.

Interactive Sessions

LMA Young Managers Forum collaborated with FolkTales @ Golden Future in a session on 21st January with Ashwin Kailasnath, Senior Manager, Hero Motorcorp; Surabhi Jain, Nutriologist & Founder Nutriwell India; Chandra Shekhar Varma, Author & Entrepreneur; Kena Shree, Senior HR, NTPC & Writer and Najaf Risvi, VP and Regional Head ICICI Securities. Tea Stories is a venture of FolkTales @ Golden Future started by Raj Smriti and Shobhit Narain.



International Focused Group Discussion

LMA had conducted a research study on Ease of Doing Business in Uttar Pradesh during 2016-17. An interactive session was organised on 29th January in which besides, the members of LMA research group, Departments of Industrial Development, Commercial Taxes, Environment, and Power participated. The Departments shared various actions taken by the Government on recommendations made in the report. IIDC, U.P. Government chaired the session.

AIMA Management Olympiad 2018

LMA organised the AIMA Management Olympiad 2018 on 24th and 25th January with multiple events over the two days. Shri Ramsawroop Memorial Group of Professional Colleges hosted the event. Professor Ajit Prasad, Director, IIM Lucknow was the Chief Guest in the inaugural session and Mr. Anup Chandra Pandey, IAS, Infrastructure and Industrial Development Commissioner, Govt. of Uttar Pradesh who is also President LMA gave away the medals and trophies. The AIMA team supported the event. This was the second Olympiad organised at Lucknow, the first was held on the same dates in the year 2017.



Panelist at AIMA's Management Olympiad 2018

Ludhiana Management Association

Seminar

Ludhiana Management Association organised a Seminar on 'National Security Challenges for India' to discuss about the internal and external developments that pose a challenge to our National Security. Lt. General Dr. Arvinder Singh Lamba, former Vice Chief of Army Staff mentored the Seminar.

Diploma in French Language

The graduation ceremony of the 2nd batch of four month Diploma Course in Foreign Language, held from September to December 2017, was held on 24th January. 60 entrepreneurs/executives from different member organisations attended the programme conducted by Ms Kawinder Kalsi. The diploma certificates were presented to the successful participants by Dr KNS Kang, Past President & Mr Kamal Wadhera, President, LMA.

Meerut Management Association

Session

Meerut Management Association organised a talk on 'Blockchain Technology - What it is and it's Applications' on 6th January. Mr. Dharmendra Khanna, Linux Certified Blockchain Expert was the distinguished speaker. Meerut's renowned entrepreneurs, industrialists, professionals and guests were present during the programme. Mr. Vibhor Agrawal, Secretary, Meerut



Members at BHEL, Haridwar

Management Association was the Programme Convenor.

Factory Visit

A visit to Bharat Heavy Electricals Ltd. (BHEL) Haridwar in association with the Haridwar Management Association was organised on 20th January. The visit was very well appreciated by all the attendees.



Gen A S Lamba, Former Vice Chief of Army Staff, India Army addressing the participants



Participants of the Diploma in French Language



Dr. Brij Bhushan, Chairman, Apex Group of Institution and Council Member, MMA presenting a token of appreciation to the speaker.

Republic Day Celebration

Meerut Management Association celebrated Republic Day on 26th January with Dayal Gyanoday Vatika. Various cultural programmes were conducted by students of Dayal Gyanoday Vatika. MMA donated a sum of Rs.11000/- to Dayal Gyanoday Vatika. Snacks hampers were distributed by Mr. Ankur Jaggi, President MMA; Mr. Gaurav Jain, Vice President MMA; Mr. Abhay Kumar, Former President, MMA; Mr. Puneet Anand, Former President MMA; Mr. Naresh Goel, Former President MMA; Mr. Avinash Singh Alag, Former President, MMA and Mr. Kapil Gahlot, Executive Director, MMA.



L-R:- Mr. Abhay Kumar, Mr. Ankur Jaggi and (Retd.) Col. Naresh goel

Workshop

A Workshop on E-way Bill System was organised by Meerut Management Association in association with Indian Industries Association. The distinguished speaker was Adv. Manu Rishi Jain. MMA and IIA members and council members were present during the workshop. The panel discussion helped in solving many doubts and queries of the members.



Mr. Sunjeev Gupta, Immediate Past President, MMA presenting a memento to Adv Manu Rishi Jain.

Navsari Management Association

'New Age-Selling and Marketing'

Navsari Management Association organised a full day workshop on 10th January on the subject 'New Age - Selling and Marketing'. Corporate Trainer, Business Coach and Innovation Expert Mr. Vikas Chawda was the facilitator. The workshop was proved very fruitful for the 29 participants from different corporate and retail houses.



Consultant Mr. Vikas Chawda addressing the participants

Shaping Young Mind Programme

Navsari Management Association was presented an opportunity by AIMA to host a Shaping Young Mind Programme on 20th January at Navsari. It was a full day event with eminent speakers. The programme was addressed by Justice N Santosh Hegde, Former Lokayukta, Government of Karnataka; Mr Raghunath Medge, Nutan Mumbai Tiffin Box, Mumbai Dabbawalas; Mr. Vineet Agrawal, Managing Director, Transport Corporation of India; Dr. Shikha Nehru Sharma, Managing Director, Nutri Health and Ambassador Dr. Deepak Vohra, Special Advisor, Prime Minister of Lesotho and Guinea-Bissau, Special Advisor – Ladakh Autonomous Hill Development Council, Kargil and Leh. All five sessions were moderated by senior members of NMA. There were 750+ participants from different management colleges of Navsari and nearby areas.



Justice Mr. N Santosh Hegde inaugurating SYMP at Navsari



Ambassador Deepak Vohra addressing the participants

Noida Management Association

As part of its activities, every year Noida Management Association organises social services and Feeding the Poor Programme. Being a non-profitable organisation NMA serves the public by providing healthcare to the poor and needy. During the acute cold in the month of December-January, Noida Management Association organised a 'Blanket Distribution Programme' on 24th December and distributed more than 300 blankets to the underprivileged, needy and poor people.



Distribution of blankets

On the occasion Mr Pankaj Singh, MLA, Gautam Budha Nagar; Mr S N Singh President NMA and his team, Mr S S Verma and others joined hands for this noble cause.

Pathankot Management Association

Seminar on Retail Marketing

Pathankot Management Association organised a Seminar on Retail Marketing on the theme 'Digital Retailers Hitting the Ground' on 9th January with Ms. Shweta HR Manager, Shoppers Stop. She explained how Shoppers Stop expanded its reach through retail stores and the digital marketing. 50+ management students participated in the seminar.



Ms. Shweta addressing on online retail marketing by Shoppers Stop.

Marketing Strategies in Indian Pharma Sector

A session on 'Marketing Strategies in Indian Pharma Sector' was held on 19th January with Dr. A. N Kalia, Director Pharmacy, Sri Sai Group of Institutes. In his address he explained the various marketing strategies requirements & types of marketing strategies in Indian pharma sector. 60+ students and faculty members participated in seminar.



Dr. A. N Kalia addressing on marketing strategies in indian pharma sector

Workshop

A Workshop on Improving Attitude & interview skills on the theme 'Future of Workplace, Talent & Jobs' was held on 29th January with Dr. Sarbjit Kaur who has a Ph.D in Management. She addressed the students about the future of workplace and how to crack interview. 70+ students participated in the workshop.



Dr. Sarbjit Kaur addressing about interview skills

Quilon Management Association

Quilon Management Association (QMA) arranged family get together and new year programme on 4th January. Dr. C.V. Ananda Bose IAS was the chief guest of the day. Mr Rajendra Prasad President QMA chaired the meeting. Dr Reji G Nair welcomed the chief guest. and Dr J Sasidharan Pillai introduced the Chief Guest. Mr Franklin Daniel Secretary, General of QMA. Membership certificates were issued to newly joined QMA members.



Dr C V Ananda Bose IAS addressing QMA members

Rohilkhand Management Association

Rohilkhand Management Association held meetings to plan celebration of Annual Management Week. Several programmes have been planned including a Management Run, Seminar, Paper presentations, Business quiz and Conclave.



Programme Committee members at the meeting

Tarapur Management Association

Industrial Visit

TMA organised an Industrial visit to one of the leading global steel companies TATA Steel Ltd on 12th January. The manufacturing facilities is located at MIDC, Tarapur and the officials of TATA Steel assisted the visiting members of TMA by sharing the brief production process and arranged a walkthrough of the plant. TMA Secretary Mr Ashish & Executive member, Mr Arun Sawant accompanied the group of other members during the visit. Overall the visit was a great learning experience for all the members and the students of ADIS course conducted by TMA.



TMA members at TATA Steel plant during the visit

Social Cause

Management Association facilitated a get together programme with the residents of ADHAR – An association of Parents of Mentally Retarded People on 17th January. TMA President, Mr GVS Kumar, Past Presidents Mr V D Sudame, Mr Partha Ghosh and Secretary Mr Ashish were present along with the other members during the session.



TMA members with the residents of ADHAR centre

Film Show

TMA organised a film show on 'How Bill Gates Made Microsoft' on 12th January. The film shows the journey of Bill Gates and how he created the global corporate Microsoft. The film show was very inspiring and was well attended by the executives from the industries and the TMA members.

Thrissur Management Association

Guest Lecture

TMA organised monthly guest lecture on ‘Entrepreneurship in Agriculture, Opportunities in India and Abroad’ on 22nd January. Mr. Shivdas B Menon, Managing Director, Sterling Group of Companies was the speaker of the lecture. Around 70 delegates participated in the programme. The session was very well received by the delegates.



Mr. Shivdas B Menon, Managing Director, Sterling Group of Companies addressing

TMA ABLE

TMA organised The 2nd Edition of ‘Academy for Building Leadership and Empowerment Programme’ on the topic ‘Secrets of Leadership without Authority’ on 19th January. Mr Shamim Rafeek, international trainer and motivational speaker was the speaker of the programme. The programme was packed with real life presentations, role plays, mental exercises and discussions. More than 100 participants attended the programme

In another programme, TMA bi-monthly magazine TMA Management Voice was released on 22nd January.



Mr. Shamim Rafeek, international trainer and motivational speaker addressing



Release of TMA bi-monthly magazine, TMA Management Voice

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Note: Experience will be counted subsequent to achieving the requisite PG Degree or equivalent qualification.

Accreditation Session is conducted normally on the second Friday of each month at Delhi

Accreditation Session is held selectively in other cities also.

Register online at <https://applyadmission.net/amt>

For further information, please contact:

Manager (AMT), Centre for Management Service,

All India Management Association, 15, Link Road, Lajpat Nagar 3, New Delhi -110024

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AIMA Events Calendar

Event	Programme Chairman /Director	Venue	Date
Shaping Young Minds Programme		Patna	17 February 2018
Foundation Day & National Management Day		New Delhi	21 February 2018
National Competition for Managers		Mumbai & New Delhi Grand Finale New Delhi	23 February 2018 08 March 2018
Shaping Young Minds Programme		Thrissur	28 February 2018
AIMA-CMA Regional Management Conclave		Kolkata	08 March 2018
3rd Digital & Social Marketing Retreat	T V Mohandas Pai, President, AIMA & Chairperson, Manipal Global Education Services Pvt Ltd & Vikram Chandra, Consulting Editor, NDTV	Goa	09-11 March 2018
National Leadership Conclave	Sanjiv Goenka Chairman R P Sanjiv Goenka Group	New Delhi	14 -15 March 2018
Pragati- A Women Quiz		New Delhi	22 March 2018
Managing India Awards 2018	Sanjiv Goenka Chairman R P Sanjiv Goenka Group	New Delhi	18 April 2018

Event	Programme Chairman /Director	Venue	Date
2nd AIMA Conference with Imperial College	Sunil Kant Munjal Chairman, The Hero Enterprise	London	30 April 2018
National Management Business Simulation Games (NMG)		Bengaluru Mumbai Bhubaneswar New Delhi	May - June 2018
HR Leadership Retreat	T V Mohandas Pai, President, AIMA & Chairperson, Manipal Global Education Services Pvt Ltd	Goa	18-20 May 2018
CEO's Delegation to China	Sunil Kant Munjal, Immediate Past President, AIMA & Chairman, The Hero Enterprise	China	04-08 June 2018
13th Global Advanced Management Programme 2018	Solomon N Darwin Executive Director, Center for Corporate Innovation Haas School of Business, University of California, Berkeley	California, USA	24-30 June 2018

To view full calendar please visit www.aima.in

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