

Dear Readers

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

During the last month AIMA organised the 7th edition of its HR Leadership Retreat on the theme 'Disruptive HR: How People Practices are Changing the Business Landscape' at Goa. The Retreat was chaired by Mr T V Mohandas Pai, President, AIMA and Chairperson, Manipal Global Education Services and Ms Nandita Gurjar, Former Global Head HR & Member Executive Council, Infosys, Advisor to the Board of Startups was the Programme Director. The participants gained useful insights into current HR practices and challenges faced by today's practitioners, from several renowned domain experts and industry leaders. A detailed report in carried inside.

Keeping true to its mandate of spreading management thought in aspiring and practicing managers, AIMA orgainsed several interactive programmes and competitions to help young professionals enhance their management capability.

The 44th edition of AIMA's popular National Competition for Young Managers, was held pan India on the theme 'Reimagining India: Contribution to make it Innovative, Inclusive, Invincible', with over a 100 teams participating in this keenly fought competition. In addition the 27th National Competition for Business Management Games (NMG) popularly known as 'Chanakya' was also conducted successfully across the nation. The champion and runners up teams shall go on to represent India at the Asian Management Games later this year.

AIMA continued to offer its customisable admission and recruitment testing services to several institutions and organisations. In addition AIMA's workshops, training programmes, and faculty development programmes were conducted during the period. This issue also carries updates from the Local Management Associations and some interesting articles on management.

The forthcoming month will see AIMA's customary change of guard at the 45th National Management Convention to be held at New Delhi on 26-27 September 2018 which will be addressed by industry thought leaders and policy makers. We hope you would be able to join us there and further details can be obtained from the website at www.aima.in

I hope you enjoy reading this edition of AIMA News and look forward to your comments, feedback and suggestions.

Warm Regards



AIMA OFFICE BEARERS

JULY 2018

PRESIDENT

Mr T V Mohandas Pai

Chairman

Manipal Global Education Services Pvt Ltd

SENIOR VICE PRESIDENT

Mr Harshavardhan Neotia

Chairman

Ambuja Neotia Group

VICE PRESIDENT

Mr Sanjay Kirloskar

Chairman & Managing Director Kirloskar Brothers Ltd

TREASURER

Mr Nikhil Sawhney

Vice Chairman and Managing Director Triveni Turbine Limited

IMMEDIATE PAST PRESIDENT

Mr Sunil Kant Munjal

Chairman

The Hero Enterprise

DIRECTOR GENERAL

Ms Rekha Sethi

Published by

AIMA, Management House, 14. Institutional Area.

Lodhi Road, New Delhi-110003

Tel: 01124645100 Fax: 01124626689 E-mail: dlma@aima.in Website: http://www.aima.in

Managing Editor Ms Smita Das



CONTENTS



7th HR Leadership Retreat

AIMA SNAPSHOTS

06 NATIONAL COMPETITION FOR YOUNG MANAGERS 2018



07 27TH NATIONAL COMPETITION FOR BUSINESS MANAGEMENT GAMES (NMG)



08 TRAINING PROGRAMMES



FEATURES

12 WHAT THE BEST NONPROFITS KNOW ABOUT STRATEGY



16 CAN AD-SKIPPING BE GOOD FOR ADVERTISERS?



21 NEWS FROM LMA



2 AIMA EVENTS CALENDAR



60+ Years of Legacy in Management Development AICTE Approved* P.G. Courses in Management



PGDM

Post Graduate Diploma in Management (2 Years)

- Business Analytics
- Digital Marketing
- Financial Research & Valuation Modeling
- Hospitality Management
- · Retail Marketing
- Supply Chain Management
- Human Resource Management
- Marketing Management
- Financial Management
- · Operations Management
- International Business
- IT Systems

PGDITM

Post Graduate Diploma in Information Technology Management (2 Years)

- HR Systems
- E-Commerce
- Financial System
- Data Analytics & Business Intelligence

PGCM

Post Graduate Certificate in Management (1 Year)

- Business Analytics
- Digital Marketing
- Supply Chain Management
- Financial & Valuation Modeling
- Human Resource Development
- Marketing Management
- Financial Management
- Operations SystemsInternational Business
- Retail Management
- Pharmaceutical Marketing

AIMA Advantages

- Employment Oriented Curriculum Globally Recognised Blended Mode of Learning Eminent Faculty from Academia & Industry
- Online Access to Library Access to Live Industry Sessions Scholarship to Economically Disadvantaged Convenient Weekend Class Schedule
 - 60,000+ Strong Alumni 30,000+ Institutional & Professional Members

AIMA **SNAPSHOTS**

AIMA | SNAPSHOTS | JULY 2018



7th HR Leadership Retreat



Participants of 7th HR Leadership Retreat

AIMA organised its 7th HR Leadership Retreat with the theme "Disruptive HR: How People Practices are Changing the Business Landscape" held from 20 - 22 July, 2018 at Goa. The Retreat was chaired by Mr T V Mohandas Pai, President, AIMA and Chairperson, Manipal Global Education Services and Ms Nandita Gurjar, Former Global Head HR & Member Executive Council, Infosys, Advisor to the Board of Startups was the Programme Director.

Some of the other eminent speakers who addressed the participants included Mr S Y Siddiqui, Chief Mentor, Maruti Suzuki India; Mr Pankaj Bansal, Co-founder and CEO, PeopleStrong; Mr Yuvaraj Srivastava, Group CHRO, MakeMyTrip.com; Mr Steve Correa,



Mr T V Mohandas Pai, President, AIMA and Chairperson, Manipal Global Education Services addressing





Mr S Y Siddiqui, Chief Mentor, Maruti Suzuki India at the retreat

AMANAGEMENT ASS

Nandita Gurjar, Former Global Head HR & Member Executive Council, Infosys, Advisor to the Board of Startups addressing

CHRO, Diageo India; Mr Ajay Kukreja, Country HR Director, Honeywell India; Mr Udayan Dutt, Regional HR Director, Africa, Middle East & South Asia, Reckitt Benckiser; Mr Jawahar Bekay, Executive Chairman, Tao Automation; Mr Shrikant Latkar, Founder, Oust Labs; Mr Pravin Agarwala, Co-Founder & CEO, Betterplace Safety Solutions.

The retreat was designed to learn from the experiences of successful leaders and organisations on how HR will need to drive change by engaging strategically in workforce planning and employee engagement and develop leaders both for business and HR in this new digital paradigm shift. The Retreat provided direction to the HR leaders to deeply involve in

preparing for the rise in automation not only to tackle the issue of redundancies but also on reskilling and capacity-building at a faster pace.



Mr Udayan Dutt, Regional HR Director, Africa, Middle East & South Asia, Reckitt Benckiser



National Competition for Young Managers 2018



National Champions team Bosch Ltd with Jury Members of 44th National Competition for Young Managers

The 44th National Competition for Young Managers was held on the theme 'Reimagining India: Contribution to make it Innovative, Inclusive, Invincible'. The Regional Rounds were successfully conducted on 6 July in Kolkata, 13-14 July in Bangalore & Mumbai and 20-21 July in Delhi. The Grand Finale was held on 27 July 2018 at New Delhi.

Bosch Ltd emerged as the National Champions, Bharat Petroleum Corporation Ltd were the 1st Runner-up and Robert Bosch Engineering & Business Solutions were the 2nd Runners-up. The Best Young Manager was shared by Ms Akanksha Takyar from Avery Dennison & Ms Namitha Parthasarathi from Bosch Ltd.

This years jury members at the grand finale were Mr Richard Rekhy, Former CEO KPMG in India; Mr Mario Schmidt, Director - Lingel Window and Doors Technologies Ltd; Colonel Naveen Nijhawan, Officer on Special Duty Ministry of External Affairs; Ms Rosita Rabindra, Co-Founder Diversity Dialogs; Mr Rajdeep Sahrawat, Head International Business & Strategic Initiatives, Tata Consultancy Services and Mr Rajiv Khurana, International Management Consultant, Trainer & Author. Around 110 teams participated in the competition.

6



27th National Competition for Business Management Games (NMG)



Indian Oil Corporate Ltd National Champion team of NMG 2018

The 27th National Competition for Business Management Games (NMG) popularly known as 'Chanakya' is a National Competition for corporates, organised by All India Management Association. AIMA has been conducting this competition for the last 26 years in the country. NMG for the year 2018 successfully concluded on 13th July 2018 at New Delhi.

The 27th NMG competition was held in the Northern, Western, Eastern and Southern Region. Mr. D. V. Shastry – E. D (HR), GAIL was the chief guest for the event.

'Chanakya' is a computer based simulation game that sensitises and strengthens business acumen in participants where they are handed over a hypothetical company to run. A team of 4 members form a company and run it in a virtual environment.

This year more than 150 teams participated in the competition. Indian Oil Corporation Ltd emerged as the national champions; SAIL and Maruti followed as the first and second runners up in NMG-2018. The champion and runners up teams shall go on to represent India at the Asian Management Games later this year.



Training Programmes



Participants of Training Delivery Skills programme

AIMA organised an training programme on topic 'Training Delivery Skills' on 19-29 July 2018 at AIMA, New Delhi. The programme was covered topics like principles of adult learning,

converting training needs into training deliverables, structurina training delivery, designing training methodology and breakers. The programme also covered role effective communication and body language was also discussed. The participating group was a mix of technical and management trainers professionals who and aspire to be trainers. The programme was very well received by the participants.

Another two day training Labour programme on Law was organised on 9th - 10th August 2018 at New Delhi. Mr Rakesh Seth, Ex CHRO, Lloyds; Mr Deepak Bharara Ex CHRO, Lanco; Mr. Vilas Bhujang Ex ED, Airport Authority; Mr Satinder Singh, Ex. CHRO, Caparo; Ms Smita Tandon, Ex. Unilever were the faculty of programme. Topics of the on Managing Contract Labour System which is widely deliberated

industries and legislature & media were covered. The programme was very well appreciated by the participants.



Participants of In-Company training programme



National Career Service Portal

National Career Service, a national ICT based portal by Ministry of Labour & Employment, Government of India, through AIMA is reaching out to its members, to provide career and employment related services.

National Career Service (NCS) project is an initiative launched by the Ministry of Labour and Employment, Government of India as a mission mode project for establishing quick and efficient career related services. NCS portal brings together stakeholders like Job Seekers, Employers, Counsellors, Local Service Providers, Trainers and Placement Organisations to facilitate convergence of information and create synergies through these associations.

The key features of the National Career Service (NCS) portal include:

- Services to Employers
- Local Service Providers
- Counselling Services

You can find more information at www.ncs.gov.in

- Capacity Building through Training
- Model Career Centres
- Career related services to Job Seekers

Stay in touch

Download the AIMA app today



Get the AIMA app for your Android and iPhone smartphones by clicking on App Store logo below





New Additions in AIMA Library



Participation Marketing

Brito Michael, unleashing employees to participate and become brand storytellers/Brito, Michael. New Delhi: Kogan Page, 2018, P238



Financial planning

Madhu Sinha, Chennai: McGraw Hill Education (India) Private Ltd., 2017, P266



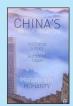
Digital Branding

Daniel Rowles, a complete step-bystep guide to strategy, tactics and measurement/Daniel Rowles.2nd ed. New Delhi: Kogan Page, 2018, P213



Leading Digital Strategy

Christopher Bones, driving business growth through effective e-commerce/ Christopher Bones, James Hammersley . New Delhi: Kogan Page, 2015, P232



China's Transformation:

Manoranjan Mohanty, :the success story and the success trap/Manoranjan Mohanty. New Delhi: Sage Publication India Pvt. Ltd., 2018, P P376



Data Analytics:

Anil Maheshwari. Chennai : McGrawg Hill Education (India) Private Ltd.,2017, P250



Video Marketing Strategy

Jon Mowat, harness the power of online video to drive brand growth / Jon Mowat. New Delhi : Kogan Page, 2017, P277



Brand Protectionin the Online World

David N Barnett, a comprehensive guide / David N. Barnett. New Delhi : Kogan Page, 201, P277



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



Social, Mobility, Analytics and Cloud

Feroz Khan, digital disciplines building digital enterprise/Feroz Khan. Chennai : McGrawg Hill Education (India) Private Ltd.,2017, P P248



Big Data

Anil Maheshwari Chennai: McGraw Hill Education (India) Private Ltd., 2017, P236



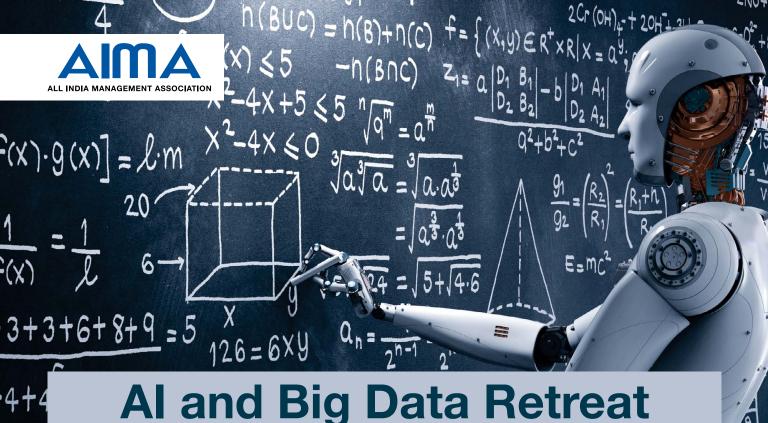
Internet of Things

Raj Kamal, architecture and design principles/Raj Kamal. Chennai: McGraw Hill Education (India) Private Ltd., 2017, P532



Macroeconomics

R. Glenn Hubbard, Anthony Patrick O'Brien. Sth edition. Noida: Pearson India Education Services P.Ltd., 2017, P734



Smart Business: Putting Al and Big Data to work

12-14 October, 2018 I Hotel Taj Fort Aguada, Goa

Co-chairmen



Soumitra Dutta
Former Dean and Professor of
Management at Cornell SC Johnson
College of Business, New York



TV Mohandas Pai President, AIMA and Chairman Manipal Global Education Services

Speakers



KK Natarajan Executive Chairman Mindtree



Sriram Raghavan Vice President- IBM Research & CTO, IBM India



Manish Singhal Founding Partner Pi Ventures



Umair Muhammad Founder Wigzo Technologies

For registration & further details please contact:

Mansoor Hassan - Manager CMD

AIMA **FEATURES**

AIMA | FEATURES | JULY 2018



What the Best Nonprofits Know About Strategy

Kevin Barenblat | August 09, 2018



After years of working in tech startups, which strive to transform underdog status into competitive advantage, I dove into the nonprofit world. The contrast was striking: Too few nonprofits use the advantages of their nonprofit status. In doing so, they miss out on a huge opportunity. The nonprofit model has a strategic edge beyond tax exemption, and the best nonprofit leaders learn to leverage it.

I call this approach nonprofit judo, a reference to the martial art that emphasizes how an apparently disadvantaged player can succeed through a strategy that turns weaknesses into strengths. My experiences with nonprofit entrepreneurs have revealed patterns in the strategic choices that successful leaders make. Many of these nonprofits use technology, but the way they transform perceived weaknesses into strengths — nonprofit judo — can inspire any social venture.

Customers: Segment them differently

While most for-profit companies start with product and then subsequently segment customers based on profit potential (higher lifetime value and lower acquisition costs), the most successful nonprofits commit first to reaching an underserved population,



which often includes higher acquisition costs and lower lifetime value. This unwavering focus on an underserved market segment, even when there are others who could benefit from the nonprofit's programs, drives all aspects of the organization's strategy, pushing successful nonprofits to design the best solutions for that customer's situation.

Consider TalkingPoints, a nonprofit with a mission to increase student achievement by meaningfully connecting teachers and families through mobile technology. Other companies provide parent engagement tools, but they are largely designed for higher-income customers. Founder Heejae Lim wanted to focus on the needs of low-income families of color. While a for-profit would face investor pressure to pursue the most profitable market segment, TalkingPoints focuses on under-resourced teachers, leading to a product strategy that prioritizes translation in 20 languages and doesn't require a smartphone. TalkingPoints' focus on underserved customers positions the organization to dramatically increase parental engagement in high-needs schools, cultivate a loyal user base, and acquire partners who share these priorities.

Product: Build on openness, goodwill, and the wisdom of crowds

Compared with for-profit products and services, which are often proprietary and protected with secrecy, nonprofits frequently share data, processes, and ideas in ways that spark multiplier effects for the greater good. Open-source and volunteer models can be interpreted as weaknesses, but sophisticated nonprofit entrepreneurs turn this to their advantage.

Crisis Text Line provides free text-messaging crisis intervention 24 hours a day throughout the United States. Founded by experienced nonprofit entrepreneur Nancy Lublin, the organization

designed its product strategy around a squad of unpaid counselors who volunteer 200+ hours a year to the service. The product remains free thanks to product integrations with Verizon, Sprint, T-Mobile, and AT&T, which waive charges for messages sent to the hotline. This arrangement wouldn't be possible as a for-profit. Moreover, the mobile carriers omit texts to the hotline from billing records, protecting hotline users from alerting abusive family members. The volunteer counselors and corporate product contributions are Crisis Text Line's nonprofit judo, saving hundreds of thousands of dollars in costs and enabling the exchange of more than 75 million messages with people in crises.

Crisis Text Line also created crisistrends.org, which aggregates anonymous text-message data into the largest open-source database of youth crisis behavior in the country. This open approach to product strategy builds influence in the field and generates ripple effects of value in the broader ecosystem, as Crisis Text Line helps to shape the national dialogue and spur research into crisis prevention and treatment.

Marketing: Forge aligned partnerships

Salesforce spends about \$4 billion a year, half of its \$8 billion budget, on sales and marketing. No nonprofit comes close to that marketing spend, but the best nonprofits pursue unique sales and marketing opportunities not available to their forprofit peers, creating tremendous value without spending billions of dollars.

The College Board, the nonprofit that administers the SAT test, faced criticism that admissions tests favored students from wealthier families, who are able to pay for costly prep classes and materials. Given this criticism, the College Board was averse to forging partnerships with for-profits that would



exacerbate the situation, despite years of persistent inquiries from test-prep leaders like Kaplan and Princeton Review.

Eventually, the College Board partnered with Khan Academy, the nonprofit committed to providing a free, world-class education to anyone, anywhere. Together they launched Official SAT Practice, a set of free, personalized tools that allow any student to prepare for the SAT and college-level courses. Khan Academy's nonprofit mission catalyzed the partnership. Today more than half of SAT test takers in the United States, across income levels and backgrounds, use Official SAT Practice to prepare for the exam, giving Khan Academy access to students that might otherwise be hard to reach.

Revenue: Embrace a unique path to financial sustainability

For-profits embrace selling as an important aspect of financial sustainability. Nonprofits often view fundraising with dread, wanting instead to focus on fulfilling their mission. However, the most successful nonprofits think of fundraising like sales: They're as thoughtful about the benefits to the funder as about those to the beneficiaries they serve, often creating mission-aligned products or experiences tailored to a specific type of funder. This is hard to do. Most for-profits are lucky if they can find product-market fit, and nonprofits need to find that fit for every new source of capital, without drifting from their mission. When done well, finding a sustainable funding source enables mission-minded leaders to focus on impact rather than an exit.

Careervillage.org crowdsources career advice for low-income students. After years of separately fundraising and recruiting volunteers to provide high-quality answers to student questions, founder Jared Chung identified an aligned opportunity to turn his reliance on volunteers into a strength: leveraging the volunteers' employers partnerships for careervillage.org. By connecting Fortune 500 companies with accessible digital volunteering, careervillage.org found a sustainable revenue model. This nonprofit judo has become a major driver of the website's rapid growth and provides more benefit to the organization than would be possible in a for-profit model that sells only to schools.

When markets function optimally, for-profit companies can achieve great things. In cases where the commercialization of products or services aligns with the creation of social value, all the better. However, market forces often fail to solve (and in some cases have caused or worsened) the world's biggest problems, in areas from health care to education to human rights.

We need more leaders and organizations that are equipped to leverage every strategic advantage as they push for impact. Social entrepreneurs can wield unexpected power if they design strategies that exploit the unique advantages of nonprofit status. Going nonprofit is more than a tax-exempt move; it is a strategy with unique advantages for tackling the toughest social problems of our time.

About the Research: Kevin Barenblat is co-founder and president of Fast Forward, a tech accelerator for nonprofits. A seasoned tech entrepreneur, Barenblat co-founded social marketing company Context Optional and served as CEO through the company's acquisition by Adobe. He holds a bachelor's degree in engineering from Stanford and an MBA from Harvard Business School.

Disclaimer:

This article is republished with permission from Harvard Business Review. https://hbr.org/2018/08/what-the-best-nonprofits-know-about-strategy



LEAD THE FUTURE

Accredited Management Teacher (AMT) Certification

Do you have the desire to be a management teacher?

(You need not be in the academic profession)

If so, apply to be an Accredited Management Teacher

Accreditation of Management Teacher is a service initiated by All India Management Association (AIMA) to overcome shortage of full time and guest management faculty in B-Schools.



Eligibility

Qualification: Post Graduate Degree or equivalent in any discipline relevant to management education.

Experience: Post graduate level regular teaching experience of minimum 3 years OR Industry/ Consultancy/ Training/ Research experience of minimum five years.

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:



Can Ad-Skipping Be Good for Advertisers?

TV sponsors will soon know when you click away, and that's valuable information.

July 13, 2018 | by Lee Simmons



Coming soon to your living room TV: targeted ads based on your shopping history.

"Viewers aren't passive," says Harikesh Nair, a professor of marketing at Stanford Graduate School of Business. "Traditionally, we've thought of advertising as something that's done to an audience. But it's really more of a transaction: People can choose whether to 'consume' an advertisement, sort of like with any other product."

In the past there was no way to observe that choice, so marketers had no reason to dwell on it. But digital technology is changing that. On the web, of course, firms can not only target ads to individuals — based on things like your search and browsing history — they can also potentially see how much of a video ad you watched or how fast you scrolled past their



banner.

Now, those same capabilities are coming to your living room. Today, TVs are often hooked up to the internet, letting you watch "what you want, when you want," as service providers like to say. But there's a catch: Your watching can also be watched. And when you click away in the middle of a Verizon commercial, the system can take note.

For the big brands that advertise on TV, that kind of information is certain to change the game. But how exactly can, or should, companies incorporate data on household ad viewing into their marketing strategies?

That's the question posed by Nair, along with fellow Stanford GSB professor Pedro Gardete and Anna Tuchman of Northwestern University's Kellogg School of Management, in a recent paper in Quantitative Marketing and Economics. It turns out that ad viewing and product purchases are related in complex ways. But by using some new data, the researchers were able to model alternative strategies. Bottom line: Zeroing in on consumers who are less likely to skip an ad is more profitable than the old blanket approach.

And for consumers? While it may feel creepy to know your late-night clicks on the remote are being logged, the study finds that viewers may also benefit when such targeting shifts ads to those who value them more. Or hate them less.

Demand for Advertising?

This only works if firms can predict with some accuracy who's more or less likely to watch a commercial, and very little work has been done on

that, Gardete says. "Why do some people skip an ad? Why do they skip one ad and watch another? What factors determine an individual's ad choices? These are questions no one's really asked before."

The key, the researchers realized, was to understand that ad viewing is to some extent a choice. Maybe not always — you can't close your eyes to avoid billboards on the highway — but certainly in electronic media, and increasingly so with the advent of ad-blocking technologies. To bend the old saw: You can expose a horse to advertising, but you can't make it watch.

The researchers had the idea, then, of treating advertising as a good, like any other, from which consumers derive some benefit — or utility, as economists say — and for which they have an implicit "demand." Sure, some commercials have negative utility, but after seeing those once, you can skip them cost-free. Any that you do watch, then, must offer something you like.

That could be helpful information about the product, but it almost never is. "In the vast majority of ads," Nair observes, "it's just beautiful young people doing amazing things."

Why We Watch Ads

Instead, they thought, advertising — good advertising, anyway — might be a "complementary" good, meaning that watching an ad boosts your enjoyment of the product, and vice versa.

"It's an association. The memory of the ad enhances the experience of having a Pepsi," Nair says. And then maybe the fact that you're a Pepsi drinker gives you some pleasure and validation when you watch the ad: Hey, these are my people!.



Traditionally, we've thought of advertising as something that's done to an audience. But it's really more of a transaction.

Harikesh Nair

This theory was suggested by economists Gary Becker and Kevin Murphy years ago, Gardete says, but there was no way to test it. Until now: The researchers used a new data set that tracked household purchases in a major product category and each household's actual viewing of TV ads in that category — down to the fraction of each ad seen before viewers clicked away. The data covers more than 100,000 purchases and about 1.4 million total ad exposures over the course of a year and a half.

When the researchers crunched the numbers, they found that, as expected, people were more likely to buy a brand after watching an ad for it. But it also went the other way: They were more likely to watch an ad if they'd recently purchased the brand. "That's a less intuitive result," Gardete says, and it supports the idea that ads and products are indeed complements: Consume more of one and you then want more of the other.

Leveraging the Data

For marketers, this is a powerful insight. On one hand, it offers an interpretation for the kind of adviewing data they'll soon have access to: People who skip a brand's commercials are less inclined to buy that brand anyway, so why pay for exposures to those households?

And it means that past purchases can help predict ad-viewing behavior. Of course, it's only part of the story. "Whether you watch an ad also depends on personality traits that can't be observed," Nair says. Maybe you just like to watch Matthew McConaughey sit in a parked car. "But this is one bit of information that can be leveraged," he says.

Does it work? To find out, the researchers used their data to construct a model, then simulated a variety of ad strategies in a world where such ad-skipping data is available to companies. In each case, they found, targeting households on the basis of their ad choices increased profits.

"The reason it works," Nair explains, "is that by serving ads to people with a low propensity to skip, you're indirectly targeting people with a high propensity to buy" — which means more bang for your advertising buck. Ad viewing, in effect, is a rough proxy for product demand.

That world is not far off. Most TV ad buys are still targeted on shows, using broad audience demographics. But as televisions become "addressable" devices — with unique IP addresses like computers — TV advertising is bound to become more like online advertising, where different ads can be shown to different viewers and viewer engagement can be automatically tracked.

Already, firms such as Nielsen Catalina Solutions are merging records from shopper loyalty cards with household data on TV viewing. And one can imagine the sale of ad spots moving toward a system like the TrueView ads on YouTube, where viewers are free to click ahead after 5 seconds and advertisers pay only for those who don't click away.



A Positive View of Advertising

Discussions of advertising have always focused on the advertiser's choices — the supply side, so to speak — because that's what we could observe. But airing a TV ad accomplishes nothing if the audience doesn't watch; as in any exchange, there has to be a demand.

The onus is on companies, then, to create ads that people are willing to see over and over. By bringing that demand side into focus, ad-skipping data may well encourage the creation of better and more entertaining, or at least less annoying, ads.

"We live in a world where there's a lot of advertising in our face, and we all complain about it," Nair says. "But maybe it's not as bad as we make it out to be. By acknowledging that viewers have agency, our approach offers a more positive view of advertising.

"It's not like TV commercials give you any real information to help you make better choices at the supermarket. But they can increase the satisfaction you get from the products you buy."

And if they don't? "Change the channel."



Bringing you one step closer to the B-School of your choice

Schedule	Paper Based Test (PBT)	Computer Based Test (CBT)
Test Date	02 September 2018 (Sunday)	15 September 2018 (Saturday)
Last Date for Online Registration	24 August 2018 (Friday)	08 September 2018 (Saturday)

Fee

For Paper Based Test (PBT)	₹ 1550/-
For Computer Based Test (CBT)	₹ 1550/-
For Both PBT & CBT	₹ 2650/-

- Candidates can apply for both PBT and CBT
- Candidates who have appeared for any previous MAT administrations, also may apply again

Eligibility

Graduates / Final year students of any Graduate Course

How to Apply

Register online at website link: https://mat.aima.in/sep18 with Credit Card/Debit Card (ATM Card) or Net Banking.

For further information, please contact:

15 Link Road, Lajpat Nagar, Part III, New Delhi-110024

Helpline: +91 11 47673000, 8130338839 E-mail: mat@aima.in Website: www.aima.in

AIMA NEWS FROM LMA

AIMA | NEWS FROM LMA | JULY 2018



Ahmedabad Management Association

The highlight of this month's activities was the talk on 'Innovative Approaches and Practices in Industrial Waste Management: Challenges and Opportunities' delivered by Dr Hardik Shah, IAS, Ministry of Environment, Forest & Climate Change, Government of India on 3rd July.

Several lecture programmes were organised during the month. Mr Ruturaj Pathak, Sr Product Manager, Inventec, Silicon Valley



Dr Ganesh Natarajan addressing on 'Industry 4.0'

addressed on 'Artificial Intelligence – Scope and Challenges' on 2nd July. Mr Achal Rangaswamy, Motivation Speaker & Trainer addressed on 'Power of Imagination' on 7th July.

Dr Ganesh Natarajan, Chairman, 5F World.com addressed on 'Industry 4.0 – Building a Roadmap for Successful Transformation' on 10th July. Mr Dipesh Shah, Head, GIFT IFSC addressed on 'GIFT City as India Offshore Hub – Offshore Financial Services Opportunities' on 12th July.

Mr Atanu Chakraborty, IAS, Secretary, Department of Investment & Public Asset Management (DIPAM), Ministry of Finance, Government of India addressed on 'Opportunities arising out of Disinvestment Programme of Government of India' on 19th July. Mr Saumya Joshi, Famous Poet and Playwright addressed on 'Experience in Creative Narration of Stories' on 20th July. Mr Vivek Joshi, Advisor, A-Joshi Strategy Consultants (P) Ltd addressed on 'Perspectives of Strategy' on 21st July.



Mr Atanu Chakraborty deliering the talk



Mr Saumya Joshi sharing his experiences

Mr Nehal Sheth, Associate Partner, Tax & Regulatory Services, Ernst & Young LLP addressed on 'Succession Planning for Family Businesses' on 27th July. Mr P V Sivaram, Chairman-Non Executive, B & R Industrial Automation Pvt Ltd addressed on 'IloT for Everyman (Industrial Internet of Things)' on 28th July.

During the month, two Forum Meetings were organised. The 13th AMA Learners' Forum was conducted by Mr B N Dastoor on the topic 'The Problem of Managing Outstandings (Ughraani)' on 8th July. Mr Suresh Mashruwala coordinated the Speakers'

Forum organised on 28th July on the topic 'Friendship flows in two Directions: You must Give as well as Receive'.

AMA conducted 52 MDPs and 4 In-Company Programmes in this month focusing on a variety of subjects. A total of 1027 participants benefitted from these programmes.



Allahabad Management Association

Industrial Visit and Internship

The student chapter of Allahabad Management organised an industrial tour and internship of B.Voc (IT) students of Ewing Christian College Allahabad from 12th July -17th July to Feeders Electric & Engineering Company Ltd, BHEL Haridwar, Uttarakhand. The tour coordinator was Mr. Vibhav Bajpai, President, AMA. It was a great learning experience for the students. They learnt the details of raw material procurement, production, finishing and IT interface.



Industrial Visit Student Chapter Allahabad Management Association

Workshop

A special workshop on 'How to secure your life in a shrinking environment' was organised by Allahabad Management Association in collaboration with Max Life Insurance Allahabad on 27th June. The presenter was Mr. Pavas Prakash Jaiswal, Associate Vice President, Max Life Insuance Allahabad. The programme was organised at the corporate office of Max Life Civil Lines Allahabad. Mr Jaiswal and his team including Mr. Pranjal Sen Manager Training & Development and Mr. Shravan Pandey AADM were welcomed by AMA Vice President, Mr. Ravi Prakash and the office bearers. The event started with a presentation - 'How to secure your life in a shrinking



Mr Vibhav Bajpai President AMA presenting a memento to Mr Pavas Jaiswal, AVP Max Life Insurance

environment' by Mr. Pavas Jaiswal. The question -answer session followed next wherein Mr. Jaiswal replied to the queries of AMA members. It was a successful session appreciated by all and conducted deftly by AMA Secretary, Mr. AK Prasad.

Baroda Management Association

Management Development Programmes

A Management Development Programme on 'Finance for Non Finance Managers' was held on 13th July. CA Rajiv Khatlawala addressed the programme.



CA Rajiv Khatlawala with participants



Another MDP on 'Management of Contract Labour System in Service & Manufacturing Industry' was held on 27th July with Mr. K B Lele. A Management Development Programme with Mr. Paresh Shah on 'Problem Solving Technique' was held on 28th July.



Dr. Smita Gautam addressing the FET



Mr. Paresh Shah with participants

Friday Evening Talk

Several Friday Evening Talks were held during the period. On 6th July Dr. Smita Gautam spoke on 'Weight Loss: On (un) Successful Journey Again!'

On 13th July Dr. Darshan Banker spoke on 'Future of Cardiology'. Ms. Nandini Kannan spoke on 'Getting more from Life' on 20th July. On 27th July Ms. Ekata Mehul presented a 'Case study for making Graduates Industry Ready'.



Dr. Darshan Banker addressing the FET

Bharuch District Management Association

Executive Certificate Course in GST

BDMA started its 2nd batch of 'Executive Certificate Course in GST' from 8th July. After the successful completion of the 1st batch of 'Diploma in GST', BDMA took the responsibility to take the initiative further and extended its benefits. 'Executive Certificate Course in GST' is a 40 hrs professionally designed course covering all the important aspects of GST spread across 8 Sundays with 5 hours each. BDMA is successfully organising the course classes in collaboration with C.K. Shah Vijapurwala Institute of Management (CKSVIM), Vadodara.



Expert faculty taking GST Class



Women's Forum Meet

On 21st July, BDMA organised its monthly 'Women's Forum Meet' on 'The Journey of Banking – From Conventional to Digital Banking' under the chairpersonship of Mrs. Sujata Rao. The Guest Speaker on the occasion was Ms. Sanchi Saxena who is Branch Manager of State Bank of India, Chavaj branch at Bharuch.

MDP on 'Train the Trainer'

BDMA organised an MDP on 'Train the Trainer' for industry professionals and leaders on 24th July. The expert faculty of the programme, Mr. Dipak Dhomse has years of experience in training the professional leaders and trainers. The full day training programme was very well received.



Mr. Dipak Dhomse training the trainers



Dr. Nimesh Rajput addressing the members of the meet

19th HR Forum Meet

After successfully organising the 1st National HR Conclave in the month of June, BDMA had its 19th HR Forum Meet on 27th July on 'Blue Ocean Strategy'. Dr. Nimesh Rajput, Founder & CEO – Focus Enabling Pvt. Ltd., Jamnagar was the guest speaker at the meet.

Business Excellence Forum Meet

Newly chartered Business Excellence Forum Meet has been doing well since its establishment. Continuing the legacy, BDMA organised Business Excellence Forum Meet on 28th July on 'How to Implement LEAN Management for Chemical and Process Industries'.



Mr. Ashok Jain speaking at the session

Bhopal Management Association

Workshop

Bhopal Management Association, Rabindranath Tagore University and CRISP jointly organised a workshop on 'Research Methodology' on 12th July. Prof. (Dr.) A.K. Gwal, Vice Chancellor, Rabindranath Tagore University





Participants of workshop on 'Research Methodology'

presided over the function. Dr. L.N. Koli, CRISP; Dr. Ashish Pandey, IIT Mumbai were the resource persons and Mr. N.K Chhibbar, Jt. Secretary, BMA was the Guest of Honour. The programme was coordinated by Dr. Sangeeta Jauhari and Dr. Deepti Maheshwari. About 80 research scholars and PHD students attended and appreciated the programme. Mr D.R. Badhwar, EC Member, BMA was also present in the programme.

Expert Lecture

Bhopal Management Association successfully organised an Expert Lecture on 'Internet of Things: A Vision of Smart World' on 27th July. Dr. Priti Maheshwary, Associate Professor, Rabindranath Tagore University was the guest speaker. Mr Rajesh Tiwari, Vice President, HR, Vardhman Ltd. shared his practical experience of the corporate world. On the occasion membership certificates were presented to the new members of BMA introduced by Prof. Rajpal Singh. The programme was coordinated by Mr G.K. Chhibbar and the vote of thanks was given by Mr. Mrkant Phatak, Life Member, BMA.

Bhopal Management Association and PHD Chamber in association with Konrad Stiftung Germany (KAS) organised a workshop on 'Industry 4.0' on 29th June. Mr. Rajeev Agrawal, Managing Director, Ananya Pacakages Pvt. Ltd, welcomed the guests. Dr. Jatinder Singh, Director Innovation and Skill Development Committee, PHDCCI New Delhi gave a detailed presentation about evolution of industrial revolutions. Other speakers included Mr. Tilak Raj Kapoor, Chief General Manager, MP State Electronic Development Corporation, Govt. of MP; Mr Urvesh Goel, Sr. Fellow, DYSRUPT Technologies; Mr.



Dr. Priti Maheshwary addressing



Dignitaries on the Dias

Swapnil Tripathi, CEO, My Skills Pvt. Ltd. and Mr. Reji M Vergheese, Managing Director, Adonai Consultant. Mr. R G Dwivedi, EC Member, BMA and Regional Director, PHD Chamber moderated the workshop and delivered the vote of thanks. The workshop was very well appreciated by the participants.



Bombay Management Association

Soft Skill Development

BMA organised a training on Soft Skills for the Sales & Editorial team of Lokmat newspaper on 20th July. It was a 2 hours session conducted by Ms. Farha Zeba a Level 1 NSE Certified Market Professional & a Soft Skills Trainer. Participants were taught how effective and harmonious interactions with others are determined by Soft Skills. They also navigated on other aspects of Soft skills, which included communicating, problem solving, leadership and team building, selling, inspiring and motivating.



Ms. Farha Zeba addressing the participants

Leadership Development Series

BMA in association with GyanamGanga espousing the cause of empowering the differently abled citizens of Mumbai and Maharashtra, under the stewardship Mr. S.K Agarwal, President Scout Maharashtra; Mr. Vishnu P Agrawal, President Scout, Mumbai Chapter; Dr. Rajesh Shukla, Chairman, GyanamGanga; Mr. Ranjan D Sawant, Ex BPCL; Mr. Kamlesh Gupta, Hemophilia Society of Mumbai and Ms. Asha Gupta and team; organised a one day debate competition for 30 visually impaired participants as part of the ongoing Leadership Development Series on 22nd July.



Participants at the programme on Ban of Plastic Material which was Good?

The event commenced with traditional lighting of lamp followed by an opening address by Colonel A.R Khadar,

Executive Director and address by other dignitaries, present. The topic of the debate was 'Ban of Plastic Material which was Good?' keenly contested by opposing teams. Mr. SK Agarwal and his team thanked Mr. MD Agrawal, President BMA, for supporting this noble cause specially organised for the differently abled citizens of Mumbai.

Annual General Meeting

The 64th Annual General Meeting of BMA was held on 28th July. The AGM was preceded by an insightful talk on 'How Museums Enrich Cultural Lives of Communities Living in the City' by Mr. Sabyasachi Mukherjee, Director General, Chhatrapati Shivaji Maharaj Vastu Sangrahalaya. Dr. Murtaza Khorakiwala, Managing Director, Wockhardt Limited took charge from Mr. M D Agrawal, Advisor & Director Downstream COE, Global Oil & Gas Practice, Tata Consultancy Services and shared with the members his vision and plans.





Mr. M. D. Agrawal, Past President pinning the Lapel Pin of 'President' on Dr. Murtaza Khorakiwala the new President

The other new office bearers include Vice President – Ms. Chhaya Sehgal, CEO, The Winning Edge; Hon. Secretary - C.A. Ms. Pushpa Shah, Director, Samrat Compuprints Pvt Ltd; Hon. Treasurer – Mr. R S R Murthy, Consultant, RSR Murthy & Associates.

Calcutta Management Association

Money Skills Programme with MAR

Calcutta Management association jointly with Management Association Rourkela organised a money skills programme aimed at providing financial awareness to people on issues of investment in general and in 'Capital Markets' and 'Commodity Markets' in particular. Mr Somnath Mazumdar, Executive, CDSL, elaborated on 'Investments in Capital Markets and



Faculty members, and office bearers of MAR and CMA

other avenues like Mutual Funds, SIPs etc' and Mr Arunava Chattopadhyay spoke extensively on 'Investment in Commodity Markets'. The event was graced by the presence of Mr Gautam Banerjee, President; Mr C R Mohapatra, Vice President, and Mr Sudhanshu Panda, Secy, from Management Association Rourkela and Prof Asok Kr Banerjee, President and Mr Ramen Barua, Director from Calcutta Management Association. CMA is looking forward to organising many such programmes with the Local Management Associations in this region, with the support of AIMA.

CMA Member's Forum

CMA organised a Lecture by Dr Manodip Ray Chaudhuri, Asst Prof in Management (HR and OB), Xavier Business School, St Xavier's University. Dr Prof Ray Chaudhuri spoke to members of CMA on The topic 'Spirituality in Workplace'. This initiative was very well received by the members.



Dr Ray Chaudhuri accepting a memento from Mr Apurba Sarkar, member of CMA



Calicut Management Association

KSUM- Round Table Meet

Kerala Startup Mission (KSUM) is the Nodal agency of Government of Kerala for implementing the Technology Startup schemes for the state. In-order to connect all the dots to make ecosystem more nourishing, a Round Table Meet was organised by KSUM at Kozhikode on 23rd July wherein all the key partners were invited to deliberate on the ongoing activities and longterm vision of each organisation. The meeting was chaired by Dr. Saji Gopinath, CEO-KSUM and was attended by Mr. K A Ajuayan, President and Mr. Anil Balan, Secretary CMA.



Kerala Start-up Mission Meeting Chaired by Dr. Saji Gopinath, CEO was represented by Mr. K A Ajayan, President and Mr. Anil Balan, Secretary CMA

SYMP - Launch of Brochure

The release of the brochure of Shaping Young Minds Programme (SYMP) was done by Prof. Philip K Anthony, Chairman, SYMP in the presence of the organising committee and managing committee members on 13th July. A meeting to appraise the progress, plan to address the registration by visiting to all the management colleges of Calicut and organising the programme was conducted. Mr. K. A. Ajayan, President expressed his confidence to make this event a memorable one.



Release of SYMP Brochure

New Office Bearers

Installation Ceremony of the President & Office Bearers of CMA for the year 2018-19 was done on 27th July. The Chief Guest of the day was Dr. G. Madhavan Nair, Former Chairman of Indian Space Research Organisation (ISRO) & Secretary to the Department of Space, Government of India and the Guest of Honour was Mr. S. Kaliraj Mahesh Kumar IPS, City Poilce Commissioner, Kozhikode. Office bearers who took charge for the year 2018-19 are Mr. K. A Ajayan, President; Capt. KK Haridas, Secretary; Mr. M A Mehboob, Sr. Vice President; Dr. Saji Kuriakose, Vice President; Mr Anil Balan, Vice President; CA. V. Ramakrishnan, Treasurer.



Lighting of the lamp by the Chief Guest and Guest of Honour.



In addition the inauguration of Shaping Young Minds Programme (SYMP) registration was done by Mr C. P. Kunhi Muhammed, Secretary-FIMS. He handed over the registration to Prof. Philip K Anthony, Chairman, SYMP.



Inauguration of Shaping Young Minds Programme registration by Mr C. P. Kunhi Muhammed, Secretary-FIMS

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 20-30 participants. Mr. Akash Mahagaonkar, Co-Founder, Relativity Management Solutions (I) Pvt. Ltd., Coimbatore spoke on the topic 'New Rules on Tax Returns & How to avoid notices/penalties' on 2nd July.



Mr. Akash Mahagaonkar, Co-Founder, Relativity Management Solutions (I) Pvt. Ltd., Coimbatore addressing members

Chandigarh Management Association

Interactive Session

An Interactive session with Australian Delegation from Swinburne University of Technology Melbourne was held on 19th July on the theme 'Augmented Reality and Virtual Reality'. Members of CMA and EON Reality Inc. California shared their thoughts. Dr Ambrish Kulkarni from Swinburne University and Mr Akhand Pratap Singh, Business Development Manager, EON Reality addressed the session. About 35-40 people participated in the event.



CMA President, Mr. Lalit Bajaj welcomes the Chief Guest, Dr Ambrish Kulkarni along with Vice President, Prof J.P.S. Nindra & Sr Member, Mr. J.S. Bedi



Talk

A Talk on the topic 'Challenges before the administration' was organised on 21st July to appraise the members about the challenges faced by the administration in implementing the orders. Mr. Lalit Jain (IAS), Deputy Commissioner of Sirmour (HP) was the key note speaker. Around 45 people participated in the event.



CMA members with the Speaker. (L-R) Mr. S. B. Khullar, Joint Secy; Prof. J.P.S.Nindra (VP); Dr. Balram Gupta, Director, Judicial Academy Chandigarh; Keynote Speaker Prof. Dr. Paramjit. S. Jaswal, VC, Rajiv Gandhi National University of Law; Mr. Lalit Bajaj, CMA President and Mr. Karun Kashmiri, Gen. Sec



CMA President Mr. Lalit Bajaj & VP Prof J. P. S. Nindra presenting a memento to the Keynote Speaker Mr. Lalit Jain (IAS), Deputy Commissioner Sirmor (HP)

An Interactive session on 'Rule of law and Positive Attitude' was conducted on 29th July. Prof Paramjit Jaswal, Vice Chancellor, Rajiv Gandhi National University of Law was the keynote speaker. Dr Balram Gupta, Director, Judicial Academy - Chandigarh also gave his views. More than 100 people participated in the event.

Delhi Management Association

'City Book Leaders'

The inaugural session of 'City Book Leaders' - a platform where senior thought leaders review inspiring books was held on 21st July. This presentation forum has been curated and conceptualised by Mr. Mohit Gupta, an entrepreneur and a Go To Market consultant. The keynote speaker Mr. Vineet Nayar, Former CEO HCL Technologies and Founder, Sampark Foundation presented his experiences from his journey as an entrepreneur and gave insightful anecdotes from his bestseller management book' Employees First, Customers Second'.



Mr. Vineet Nayar addressing



Some of the other speakers included renowned RJ Mr. Sarthak; ex Chief Income Tax Commissioner; notable artist, painter and poet Ms. Sangeeta Gupta; Management Coach & Author, Ms. Nirupama Subramaniam; Girnarsoft's chief of marketing Mr. Gaurav Mehta & Psychiatrist Dr. Satyen Sharma and was hosted by Ms. Divya Pall, Head of Marketing with a leading MNC and a noted Odissi dancer. Mr. Rajeev Kapoor presented to audience the real intent of this initiative through a learning of a book. The programme was attended by large number of professionals who appreciated the efforts of 'Special Initiatives Committee' of DMA led by Mr VM Bansal, Chairman, NDIM.

Seminar

DMA Finance Committee organised a Seminar on 'Preparedness for Annual Return (GSTR-9) and GST Audit' under the leadership of Mr. V R Gupta, Former Director- Finance, CWC and Chairperson, DMA Finance Committee and Vice President, DMA on 24th July. Mr. Gupta welcomed the eminent speakers CA Raman Kumar Gupta, Partner Apra & Associates, Chartered Accountants and CA Atul Gupta, Central Member, ICAI and the members. Mr. Rajan Pandhi, Director, DMA thanked the eminent speakers for sparing their valued time and sharing their expertise with the participants. The programme was attended by large number of professionals from finance sectors.

6th National CSR Summit

The 6th National CSR Summit 2018 on 'Building Brand India: CSR for Promoting Art, Culture and Heritage; Section 135, Companies Act 2013' was organised by Shikhar Foundation with DMA as Management Partner on Thursday, 26th July. The programme was supported by Ministry of Culture, Government of India.



Dr. Mahesh Sharma addressing the participants

Dr. R K Suri, Summit Director & Advisor-Shikhar welcomed the participants. Padma Shri J.S. Rajput, Indian Representative to

the Executive Board of UNESCO delivered the Special Address and Dr. Mahesh Sharma, Hon'ble Minister of State for culture (I/C), Govt. of India addressed the Inaugural address.

Some of the other speakers included Mr. M.S.D. Bhattamishra, Executive Director-CSR, NTPC; Mr. Ratish Nanda, CEO, Agha Khan Trust for Culture; Mr. Vijay Singh, Head-CSR, Pl Industries; Ms. Mayuri Mishra, Managing Partner, Shaktishi; Mr. Pooran Chandra Pandey –CEO, DOC Research Institute-Berlin, Germany; Mr. Sudhir Sinha, Principal Consultant, CSR Inc; Ms. Seema Chowdhary, editor-CSR, Philantropy and Business Life, HT Mint; Ms. Shobhana Radhakrishna, Chief Functionary, Gandhian Forum for Erthical Corporate Governanace; Ms. Lopamudra Priyadarshini, Head-CSR, Sonalika Tractors; Dr. Harivansh Chaturvedi, Director, BIMTECH.

The programme was attended by delegates from the Government, NGO's, corporate foundations, industry government departments, media and relevant stakeholders.



Interactive Ideas Meet

DMA in collaboration with ICPI and NHRD Network organised an interactive ideas meet on 'Mindfulness and Happiness for Personal & Professional' on 26th July. Mr. Sanjay Anand, M. Tech. IITD, Gurukul Scholar from London School of Economics and Dr. Urvashi Makkar, Director, GL Bajaj Institute of Management & Research were the eminent speakers shared their thoughts in achieving excellence in personal and professional life using mindfulness & happiness.



Meeting in progress

Book Launch & Panel Discussion on HR

The book 'HR Here & Now' written by Mr. Harish Devarajan, Mr. Ganesh Chella and Mr. VJ Rao was ceremoniously released by Mr. P Dwarakanath, Non Executive Chairman, GSK Consumer Care in the presence of intellectuals, HR Leaders, consultants, teachers, students and mentors on 28th July. Mr. S Varadarajan coordinated the ceremony. This was followed by panel discussion with the authors anchored by Mr. G P Rao. The Event was hosted by NDIM under the leadership of Dr. VM Bansal and supported by NIPM, DMA, NHRDN and ISTD. The audience included veterans like Mr. Vineet Nayyar, Mr. Gurdeep Singh, Mr. Udai Upendra, Mr. A Sudhakar, Mr. B



Mr. P Dwarakanath launching the book with Mr. V M Bansal (L to R) Mr. S Varadarajan, Mr. Ganesh Chella, Mr. Harish Devarajan, Mr. V J Rao and Mr. G P Rao

Srikant, Dr. Aquil Busrai, Mr. Brij Chandiramani, Mr. HM Jha, Mr. Udayan Dutt, Mr. Sushil Baveja, Mr. Mukesh Jain, Mr. T Kumar and Mr. Subir Mitra etc.

Ghaziabad Management Association

Ghaziabad Management Association, in collaboration with the Department of Business Administration, ABES Engineering College organised a one day workshop on 'Advanced Excel Techniques on 21st July. The programme was inaugurated by the Head of Department, Prof. (Dr) R K Singhal and Mr. Vinay Gupta, Executive Director, Ghaziabad Management Association. The workshop was conducted by Mr Shreyans Naval, Senior Manager, BSES Rajdhani Power Ltd and Dr Ajay Singh, Associate Professor, Marketing & Operations from ABES Engineering College.



Workshop in progress



25 participants from different organisations such as Sukriti Udoy Ltd, Shriram Piston, ITCL, UNICHEM, ABES EC etc participated in the event. The participation certificates were issued to all participants at the end of the programme by Dr R K Singhal, and Mr. Vinay Gupta.



Distribution of participation certificates

Goa Management Association

Goa Management Association (GMA) in its endeavour to disseminate management knowledge, organised 'GMA HR connect' on 21st July. Two eminent professionals heading HR functions of reputed organisations Mr. S Y Siddiqui, Chief Mentor, Maruti Suzuki India Ltd., and Mr. Udayan Dutt, Head Human Resources, Reckitt Benckiser, were the two speakers who spoke on HR issues in present day scenario.

The welcome address was done by Dr. Pradeep B Salgaonkar, Chairman, GMA, the introduction of the speakers was done by Mr. D Kumar Pillai, Immediate Past Chairman, GMA. The event was attended by many HR managers, industrialists, entrepreneurs, professionals and students. The vote of thanks



L to R: Mr. Udayan Dutt, Head — HR, Reckitt Benckiser; Mr. S Y Siddiqui, Chief Mentor, Maruti Suzuki India Ltd; Ms. Rekha Sethi, Director General, AIMA and Mr. Amin Ladka, Hon. Treasurer, GMA

was presented by Mr. Amin Ladak, Hon. Treasurer, GMA. Ms. Rekha Sethi, Director General, All India Management Association (AIMA), was also present for the event

Around 25 participants from different organisations participated in the event. At the end of the programme, participation certificates were issued by Dr R K Singhal, HOD, Department of Business Administration and Mr. Vinay Gupta, Executive Director, Ghaziabad Management Association.

Guwahati Management Association

A monthly meeting on 'Possibilities of export from Assam to ASEAN countries' was organised on 27th July with Dr. Arup Mishra, Director, ASTEC; Dr. Jaya Chaudhary, Innovator and exporter; Mr. S. Debnath, Scientific officer, ASTEC.



Dr. Arup Mishra explained the requirement for export and the importance of GI and IPR registration. He has also indicated the indigenous items already registered under GI and IPR, and list of other articles pending for registration. Dr. Jaya Chaudhary explained the work she had done to identify and export traditional Assamese Jewellery. Mr. S. Debnath explained the procedure for registration of GI and IPR and also explained about the already registered GI items. The meeting attended by over 50 participants, ended with a vote of thanks.



Meeting on 'Possibilities of export from Assam to ASEAN countries

Hyderabad Management Association

Managing Committee Meeting

The Hyderabad Management Association (HMA) has elected Mr Ravi Kumar Peesapati as it's President at the first Managing Committee Meeting held on 10th July. The other Office Bearers elected are Vice President Mr Vishwanatham Nagesh, CEO, Sankalp Filters; Secretary Mr Vijay Vedantam, Director, Humint Global Technologies Pvt Ltd; Joint Secretary Prof K V Achalapathi, Retired Professor of Commerce Osmania University and presently, the Director, Dhanwantari Institute of Science and Technology and Mr Shivadhar Soma, Co-founder & Senior Partner at the Consulting Board.



Mr K Harishchandra Prasad outgoing President welcoming Mr Ravi Kumar Peesapati incoming President. (Seen from L to R) Mr Vishwanatham Nagesh, Mr Vijay Vedantam, Mr Sanjay Kapoor, Mr Shivadhar Soma and Prof K V Achalapathi.

Lecture Meeting

The Hyderabad Management Association conducted a Lecture Meeting titled 'Thought Leadership for 21st Century' by Mr Ravi Parthasarathy, CEO/Director, People Plus Consultants, Singapore on 20th July. Mr. Ravi Parthasarathy spoke on how small companies grow into large companies, and also how small nations can transform into great nations. He gave examples of how thought leadership and strategies work in converting a small Indian company into a Large Multinational company like Dr Reddy's Laboratories. Mr. Ravi Kumar Peesapati, President of HMA, presided over the occasion and Mr Vijay Vedantam, Secretary of HMA, gave the vote of thanks.



Mr Ravi Parthasarathy speaker addressing the gathering. Others (seen L to R) Mr Vijay Vedantam, Secretary, Mr Vishwanatham Nagesh, Vice President, Mr Ravi Kumar Peesapati, President and Prof K V Achalapathi, Joint Secretary.



Workshop

HMA in association with Rajeev Gandhi Memorial College of Engineering and Technology, Nandyal, an Institutional Member of HMA conducted a two day Workshop on Logistics and Supply Chain Management titled 'Supply Chain - Engine for Change' on 20th & 21st July. Major General M.S.S. Krishnan,VSM, Global Mentor and Country Board Advisor, International Supply Chain Education Alliance (ISCEA), HMA Individual member represented HMA in the programme.

Student Development Programme

HMA in association with MLR Institute of Technology an Institutional Member of HMA conducted a Student Development Programme on 'Creativity, Business and Communication skills (Interacting with people) for becoming a better Entrepreneur' on 28th July. The objective of the programme was to create awareness on Entrepreneurship for the second year engineering and management students. HMA Corporate (Small Scale) Mr. Sri Harsha Govardhana, Managing Director, Sarvagnya Solutions Private Limited addressed the



Mr. Sri Harsha Govardhana addressing the Students Development Programme at MLR Institute of Technology

Students Development Programme at MLR Institute of Technology on the subject mentioned. The programme was attended by more than 200 students.

Indore Management Association

A Rendezvous - An Exclusive CEOs Meet

Indore Management Association organised Rendezvous - An Exclusive CEOs Meet with Mr. Amitabh Kant on 13th July. Mr. Amitabh Kant is the CEO, NITI Aayog (National Institution for Transforming India). The programme was highly engaging and very interactive.



Mr. Amitabh Kant addressing the participants.



Mr. Amber Arondekar addressing the participants.

Evolution for Excellence

Indore Management Association (IMA) organised its Evolution for Excellence, a one-day workshop for the corporate people on 'Mental Toughness for Business Success' by Mr. Amber Arondekar on 19th July. Mr. Amber Arondekar is currently the founder and Mentor of Impact Learning.



Training @ Doorstep

Indore Management Association organised Training @ Doorstep workshop on the topic 'Supervisory Skills: Developing Ownership and Accountability Culture' on 21st July. The trainer for this session was Capt. Jaison Thomas, Chief Mentor at Incisive Training Pvt. Ltd.



Capt. Jaison Thomas addressing the participants.



Mr. Kasliwal addressing the participants.

Centre of Excellence – IMA Ujjain Chapter

Indore Management Association (IMA) Ujjain Chapter organised COE on Freedom from the 'I', Knowing the Real You on 21st July at Ujjain. The facilitator for the session was Mr. Shashank Kasliwal, Director at Emotional Intelligence Inc.

HR Forum Meeting

Indore Management Association organised HR Forum Meeting, on the topic 'Future of Work: Will Robots Steal Our Jobs?' The programme was organised on 4th July. The facilitator for the session was Mr. Rajendra Joshi, SBU head at AVTEC Limited, Pithampur.



Mr. Rajendra Joshi addressing the participants



Ms. Dipti Gami addressing the participants

Contemporary Learning

Indore Management Association organised contemporary learning session on the topic 'How yoga and meditation can help managers' on 12th July. The facilitator for the session was Ms. Dipti Gami, a certified and experienced Yoga Master of Indian traditional Classical Yoga.

Readers Clique

Indore Management Association organised Readers Clique on the book 'The Power of Moments: Why Certain Experiences Have Extraordinary Impact' for management professionals and students. The programme was





Mr. Pratik Uppal addressing the participants

Center of Excellence

Indore Management Association organised Center of Excellence on the topic, 'Strategic Management through Six Sigma' for management professionals and students on 26th July. The facilitator for the session was Mr. Tarun Chhugani, Six Sigma Black belt with 15 + years of experience in the field of Business Excellence & Quality.



Mr. Tarun Chhugani addressing the participants

organised on 18th July. The narrator for the session was Mr.

Pratik Uppal, Director of JJM Hospitality & Security Ltd.

Kerala Management Association

All Kerala CSR Conclave

The Kerala Management Association (KMA) launched the first ever All Kerala CSR Conclave on 6th July. The one day Conclave was intended to help both Corporates and NGOs understand the nuances of CSR implementation and the opportunities that are available.

The Chief Guest was Mr. Venu Rajamony IFS, Indian Ambassador to the Kingdom of Netherlands. Mr. Kochouseph Chittilappilly, Founder Chairman, V Guard Industries Ltd and Mr. Navas Meeran, Chairman, Eastern Group of Companies



Venu Rajamony IFS, Indian Ambassador to Netherlands inaugurating All Kerala CSR Conclave of KMA

were the Guests of Honour. There were 30 eminent speakers from different NGOs as well as Corporates for the one day event.



KMA Annual Awards

The KMA Annual Awards 2018 was held on 6th July. The Chief Guest for the same was Mr. Tom Jose IAS, Chief Secretary, Govt of Kerala and the Guest of Honour was Padma Shri T. N. Manoharan. The Management Leadership Award for the year was given to Mr. Shyam Srinivasan, MD & CEO, The Federal Bank Ltd and the IT Leadership Award was given to Mr. Siby Vadakekkara,

Founder and

Chairman,

Marlabs



Mr. Shyam Srinivasan, Managing Director & CEO of Federal Bank receiving the KMA Management Leadership Award



Chief Secretary Mr. Tom Jose IAS inaugurating the Annual KMA Awards 2018

Group, USA & India. Mr. Johnson Mathew, Vice President HR, Popular Vehicles and Services was chosen for the KMA Manager of the Year Award. Some of the other awards included KMA-Excellence Award, KMA – Nasscom IT Awards, Young Managers Awards, All Kerala B - School Awards, and CSR Awards for different sectors like Public, Bank/ NBFC, NGO, General.

8th MKK Nayar Memorial Lecture Meeting

The 8th MKK Nayar Memorial Lecture Meeting was held on 17th July. The Chief Guest, Mr. N. S. Madhavan IAS (Retd.), Former Bureaucrat and leading Malayalam author addressed the audience on the topic 'Writing in Digital age: Its Mechanics, Content, Readership and Patronage'.

Annual Election

The election of members to the Managing Committee of Kerala Management Association for 2018-19 was held on 19th July. The new President & Secretary elected on 25th July for the year 2018 -19 are Mr. Dinesh P. Thampi, VP & Delivery Centre Head, Kerala, TCS; President, KMA and Mr. George Antony, Non-Executive VC, UAE Exchange, Honorary Secretary, KMA.



Mr. N. S. Madhavan addressing the KMA members



KMA President Mr. Vivek Krishna Govind, addressing the KMA members



Kutch Management Association

Kutch Management Association and Tolani Motwane Institute of Management Studies had jointly organised a Management Development Programme on 'Aligning the Role of HR to Develop Business Strategy' in which 35 senior managers and executives from diverse industries of Kutch attended the programme.

Mr. Anil Jain, President of KMA welcomed the Chief Guest Mr. P V Narayana, Sr. General Manager of IFFCO-Kandla, who inaugurated the session by lighting a lamp. In his address he emphasised that multiple talents should be given opportunity to head the organisations and HR can always play role of even heading the businesses.

Mr. Anil Jain informed the participants about the activities of KMA and its initiative in constructing its own building with the support of industries.

Facilitator Mr. Rajender Aswani conducted the entire day's proceedings involving all the participants through various facilitation processes by engaging them in small groups of



L to R: Mr. Mitesh Dharamsi, Mr. Rajender Aswani Executive Members of KMA, Mr. P V Narayana, Sr. General Manager of IFFCO-Kandla, Mr. Anil Jain, President of KMA and Dr. Sampada Kapse, Director-TMIMS during inauguration session



Participants of the programme

4-5 members to discuss the subject. Dr. Sampada Kapse, Director-TMIMS proposed a vote of thanks and KMA members Mr. Harish Tharwani, Mr. Mitesh Dharamsi, Mr. Prakash Jethwani, Mr. Haribhai Chawla and Mrs. Ashok Daryani also contributed in making this programme a grand success.

Lucknow Management Association

Foundation Day of CGES

LMA joined Clean and Green Environmental Society (CGES) in its Third Foundation Day organised in collaboration with National Botanical Research Institute on 8th July. Prof. Dhruv Sen Singh of Centre of Advanced Study in Geology, University of Lucknow delivered the Foundation Day lecture on 'Combat Climate Change through Clean and Green environment'. Mayor of Lucknow, Ms. Sanyukta Bhatia was the Chief Guest



Dr. P.K. Seth, LMA Member felicitating Mayor of Lucknow, Ms. Sanyukta Bhatia

and Prof. S.K. Barik, Director, CSIR-NBRI was the Guest of Honour. Dr. S.C. Sharma, Secretary General, CGES made a presentation on 'Importance of Vertical Gardening and Farming'.



Meeting of LMA Executive Committee

Executive Committee of LMA held a special meeting on 8th July to felicitate President Dr. Anup Chandra Pandey on his elevation as Chief Secretary Uttar Pradesh. Among the EC members present were Mr. Alok Ranjan Former Chief Secretary, Past President and Patron LMA; Prof Ajit Prasad, Director, IIM Lucknow; Prof Vinay Pathak, Vice Chancellor, Dr. APJ Abdul Kalam Technical University; Mr. KK Singh, Executive Director, NTPC; Prof A.K. Mittal, Vice Chancellor, BBD University; Mr. Gautam Sengupta, Chief General Manager, SBI; Dr. Amrita



Mr. A.K. Mathur, Sr. Vice President LMA speaking at the meeting of LMA Executive Committee

Das, Founder Director, Institute of Career Studies; Dr. Kavita Pathak, Director, Jaipuria Institute of Management and many others. Several major programmes conceptualised for FY 2018-19 were announced in the meeting including an overseas programme at Slovenia and Vienna.

Workshops

LMA organised a unique brain-storming workshop by Mr Nirmal Kumar, Director, Gyan Ganga Training Temple on 'Rejuvenate for Faster growth and happiness of Self and Organisation' on 9th July. The workshop discussed issues like 'Discovering self, who am I', 'How fortunate am I', 'Vision of life', 'Who stops learning may continue to breath but ceases to live'. Mr Nirmal Kumar is a Former HR Head of Hindalco with scintillating achievements in the field of human resource development.



Mr Nirmal Kumar, Director, Gyan Ganga Training Temple addressing LMA members



Mr. Pravin Dwivedi, President, Awoke India Foundation and Vice President, LMA addressing

LMA in collaboration with the National Stock Exchange, AWOKE India Foundation and Department of Industries, U.P. Government organised a workshop on 'Raising Capital by SMEs through IPOs' on 23rd July. Mr. Rakesh Khurana, Regional Head NSE; Mr. O.P. Pathak, Asstt Commissioner Industries, U.P. Govt and Mr. Pravin Dwivedi, President, AWOKE India spoke on the subject.





Mr. Rakesh Khurana Regional Head NSE addressing the workshop

LMA in collaboration with Indian Industries Association - Kanpur Chapter, AWOKE India Foundation and National Stock Exchange organised a Workshop on 'Raising Capital by SMEs through IPOs' on 24th July. Mr. Rakesh Khurana, Regional Head NSE and Mr. Pravin Dwivedi President AWOKE India spoke on the subject.

LMA Young Managers Forum in collaboration with BrahmaKumaris and JNPG College organised a workshop on Stress Free Living on 25th July. The speakers were Sister Swarnlata & Shobhit Narain Agarwal.



Workshop on Stress free Living at JNPG college



Mr. Shobhit Agarwal LMA member addressing the participants

LMA Young Managers Forum in collaboration with JNPG College organised a workshop on 'Processes in Human Resource Management' on 24th July. The speakers were Mr. Devesh Agarwal and Mr. Shobhit Agarwal.

Outreach Programme

In an outreach programme for farmers and Self Help Group LMA in collaboration with Community Empowerment Lab, CSIR-CIMAP, AWOKE India Foundation and Indian Oversees Bank organised a workshop on 'Financial Literacy and Wealth Creation by Farmers' on 27th July at Shivgarh in Raebareli district. Dr. R.K. Mrvastava from CSIR-CIMAP, Mr. Pravin Dwivedi of AWOKE India and Mr. G.P. Trivedi from IOB led the discussions. LMA along with CEL proposed a programme for impact assessment study on implementation of various ideas generated and accepted by the participants.



Dr. R.K. Mrvastava from CSIR-CIMAP addressing farmers and SHG members



Panel Discussion

On the first anniversary of GST roll out, LMA in collaboration with FICCI and ASSOCHAM organised a panel discussion on 28th July. The panel comprised of Mr. Kiron Chopra, Chairman & Managing Director, Chopra Rectec; Mr. Rajata Mehra, Partner, Rajat Chemical Industries; Mr. M.K. Singh, Former Member of Trade Tax Tribunal (Member of GST Gurukul) and Ms. Reena Bhargava, Chartered Accountant & Tax Consultant. Dr. Arvind Mohan, Professor & Head, Economics Department University of Lucknow moderated the discussion.



Mr. A.K. Mathur Sr. Vice President LMA along with the other panelists

Ludhiana Management Association

Bicycle Marathon

In a bid to create awareness on environment protection and healthy life a Bicycle Marathon was organised by Smart City Forum of Ludhiana Management Association on 1st July. Over 80 bicycle riders across all age groups participated in the rally. The riders completed 44 km marathon and spread the message of keeping our environment clean and green.

Interactive Sessions

Women Forum of Ludhiana Management Association organised an interactive session by a very successful women entrepreneur of the city Mrs Mridula Jain, Vice Chairperson, Shingora Textiles Limited on 14th July. Mrs Mridula Jain started from scratch and created an empire named Shingora Shawals – an international brand. She motivated the women to be consistent and never let their dreams fade away. Fifty women entrepreneurs and executives attended the session.

CEO Forum of Ludhiana Management Association organised an interactive session with Mr Sanjeev Pahwa, Chairman and Managing Director, Ralson India Limited, Ludhiana on 14th



Members of Ludhiana Management Association at 44 kms Bicycle Marathon



Mrs Mridula Jain, Vice Chairperson, Shingora Textiles Limited interacting with Women Members of Ludhiana Management Association



July to understand his success mantras, his business vision, and the challenges he faced in creating an organisation committed to delivering consistent quality in the tyre industry with an annual turnover of Rs 800 crores. 45 CEOs/ Directors of different organisations participated in this interaction.



Mr Sanjeev Pahwa, CMD, Ralson India Ltd interacting with members of CEO Forum



Mr Atin Kumar Saha, MD & Head, Wealth Management Coverage, Deutsche Bank addressing members of Ludhiana Management Association

Seminar

LMA organised a Seminar on the Changing Phase of Global Economic Landscape by Mr. Atin Kumar Saha, Managing Director and Head, Wealth Management, Deutsche Bank on 31st July. In his engaging lecture Mr Atin Saha traced the historical routes, trends, waves impacting the economies and the responses thereof to the same since the First Century. It was a highly interactive session attended by 150 industrialists, entrepreneurs, bankers, professionals, and senior executives.

Madras Management Association

The newly elected Office-Bearers of Madras Management Association (MMA) for the year 2018-19 were announced at the 62nd Annual General Meeting of the Madras Management Association held on 12th July. Mr L Ramkumar, Managing Director, Tube Investments of India Ltd was elected as President; Mr A Venkataramani, Director, India Pistons Ltd Managing Director, IP Rings Ltd as Sr Vice President; Mr R Chandrasekaran, Executive Vice Chairman, Cognizant Technology Solutions India Pvt Ltd as Vice President; Mr Suresh Raman, Vice President & Head Chennai Operations, Tata Consultancy Services as Hon Secretary and Mr C V Subba Rao, Dy Managing Director, Chemplast Sanmar Ltd as Hon. Treasurer

Madurai Management Association

Madurai Management Association organised a Symposium on 7th July. Er. M. Shunmugasundaram, President welcomed the gathering and inaugurated the Interactive Session on 'City for Citizens'. Mr. P. Manivannan, Deputy Commissioner, Madurai Municipal Corporation was the Chief Guest and spoke on various aspects to





Mr. P. Manivannan, addressing the participants (L-R) Er. M. Shunmugasudaram President and Prof. G. Suresh Hon. Secretary

maintain cleanliness, hygiene, parking, open defecation, plastic ban, encroachment, dengue and infective disease awareness and eradication of mosquitoes in Madurai city. Prof. G. Suresh, Hon. Secretary proposed the vote of thanks.

Another session was held on 26th July with the Chief Hospital & Madurai Medical College. President Er. M. Shunmugasundaram welcomed the participants. Dr. D. Maruthupandian spoke in



Dr. D. Maruthupandian, Dean, GRH & MMC addressing the session

Navsari Management Association

WorkMrop

Navsari Management Association organised a NMA WorkMrop outside Navsari at Special Economic Zone Sachin GIDC Surat jointly with its association on 7th July on the subject 'Professional Negotiation Skills'. The facilitators were Mr. Promod Palekar and Mr. Jameer Mokamri. It was a very useful and informative workMrop.



Mr. Pramod Palekar addressing the participants



Participants with faculty members

Navsari Management Association organised a full day work Mrop on 8th July on Professional Negotiation skills. The faculty members were Mr. Promod Palekar who is internationally well known corporate trainer from Mumbai and regular visiting faculty of many management association, along with Mr. Jameer Mokamri. There was a demand of local members for such work Mrop and it was very well accepted by all.





Mr. Hiren Vakil addressing the participants

Another workMrop was held on 22nd July on the subject 'Developing as a Dynamic Professional' and the faculty was Mr. Hiren Vakil who is well known motivational and educational trainer. The full day programme was attended by 34 participants.

Youth Talk

Navsari Management Association organised NMA Youth Talk on 23rd July at NaranLala College Navsari on the subject 'Never Say No Attitude' and the speaker was Mr. Hiren Vakil from Mumbai. Nearly 170 students attended the talk. It was a very motivational speech and students were very happy with solutions of many untold or unasked questions.



Youth Talk on 'Never Say No Attitude'

School Forum

Navsari Management Association organised a talk under NMA School Forum on 23rd July at HDSM High School, Amalsad jointly with Rotary Club of Gandevi. It was held on the topic 'I have a dream' and the speaker was Mr. Hiren Vakil well-known motivational speaker from Mumbai. Nearly 300 students participated and it was a very inspiring speech.



Mr. Hiren Vakil addressing the students

Palghat Management Association

The 34th Formation Day Function was held in the evening of 26th July. Mr. P. K. Vasisht, Unit Head of Instrumentation Ltd, Palakkad the Chief Guest, delivered the keynote addresses in the function. Mr. Sumesh K Menon, President of PMA welcomed the Chief Guest and other invitees. Around 60 members participated in the function.



Mr. P. K. Vasisht, Unit Head of Instrumentation Ltd, addressing the audience



Contribution to Flood relief to affected areas in Kerala

PMA contributed Rs. 20,000/ cash to daily news publisher Mathrubhumi for helping the flood affected area in Kerala on 29th July. Mr. Sumesh K Menon, President PMA along with Secretary Mr. Pratheesh and Past President Prof. Somashekharan, handed over the the contribution to Chief Accountant, Mr U.K. Gopalakrishnan, Mathrubhumi, Palakakd.



Mr. Sumesh K Menon, President PMA handing over the the contribution to Chief Accountant, Mr U. K. Gopalakrishnan, Mathrubhumi, Palakakd

Pathankot Management Association

Seminar

Pathankot Management Association held a seminar on 'Awareness about updates in GST: Goods and Services Tax' on 10th July. Ms. Anjali Sharma was the speaker for the session and she covered all the basic concepts of GST. 17 members and 63 students participated in the seminar. The students and members appreciated the session.



Ms. Anjali Sharma addressing the audience

Guest Lecture

PMA organised a Guest lecture on the topic 'Digital Economy: Its Impact on Education' on 19th July. Dr Sanjay Bahl was the speaker for the session. The seminar covered basic concepts of digital economy and how it impacts education. Around 84 management students participated in the lecture.



Dr. Sanjay Bahl addressing the students



Er. S.K Punj President PMA with other dignitaries and guests

Tree Plantation

PMA organised a Tree Plantation on 27th July. Mr S K Punj, President, PMA emphasised on the impotance of a green environment and said that the Pathankot Management Association always works and spreads awareness for the betterment of society. 14 industry leaders/professionals & 73 management students participated in the event. More than 100 plants of different species were planted.



Rohilkhand Management Association

An interactive talk on 'Managing Stress for Excellence' was held on 26th July. Learned Professor Dr. N. L. Sharma shared his interesting model of Stress management. Other members also shared valuable tips highlighting causes, affects and benefits of stress and how to manage stress for excellence focusing on social and biological effects. Mr. Rahul Bhatia, Manager Centre of Management Education, All India Management Association elaborated some useful and value added modules of distance education being offered by AIMA which greatly help in placement of jobseekers. Guest of honour Mr Mudit Chaturvedi, General Manager, Dainik Jagran, shared his plan regarding development of Bareilly by organising awareness



President, Vice Presidents, Secretary RMA, G.M. Dainik Jagran and learned professors sharing views on Managing Stress for Excellence.

events like human chain, Swachhta Abhiyan, plantation, civic sense, women empowerment etc. in association with Management Institutes, Colleges and all NGOs of Bareilly

Rourkela Management Association

Management Association Rourkela (MAR) in collaboration with Calcutta Management Association (CMA) organised a financial literacy programme 'Money Skills' on 19th July.

This session aimed at making the participants aware of the various investments opportunities available in the market including a relatively new investment opportunity in the Commodity market. The programme was organised with the support of MCX India Ltd - the leading Commodity exchange in the country.



Financial literacy programme 'Money Skills'

Mr Gautam Banerjee, President (MAR) presided over the session. Prof Ashok Kr Banerjee President (CMA), Mr C R Mohapatra Vice President (MAR), Mr B Pradhan Immediate Past Secretary (MAR) and large number of members of MAR and executives of RSP attended the programme. Secretary Mr SS Panda was the master of ceremony and co-ordinated the programme.



Tarapur Management Association

Leadership Development Programme

A full day Leadership Development Programme on 'Chanakya's 7 Pillars of Leadership' was conducted on 7th July. This was conducted by Dr. Radha Krishnan Pillai, Dy. Director of Chanakya International Institute of Leadership Studies, University of Mumbai and Mr. Pranav Patel, CEO, Chanakya Aanvikshiki Pvt. Ltd. This high powered programme was attended by 41 participants.



Chanakya's 7 Pillars of Leadership by Dr. Radha Krishnan Pillai

Workshop

A workshop on 'Knowing you and Knowing Me through Transactional Analysis' was held on 18th July. Mr. P.S. Rao, Director, Shubham Learnings, took the participants through the process of Transactional Analysis to find out the type of personality one belongs to. This session was well attended by managers and executives from various companies.



Mr. Rao conducting self assessment of participants during 'Knowing you and Knowing Me' programme.



Mr. Vijay Kothiwale, Site Head, Lupin Ltd. Tarapur, addressing

Advanced Safety Course

Inaugural ceremony of 18th batch on Advanced Diploma Course in Industrial Safety took place on 14th July. Apart from the students of 18th batch, the students of 17th batch also attended this function. Mr. Vijay Kothiwale, site head and senior Vice President – Manufacturing, Lupin Ltd. was the chief guest and addressed the students on importance of safety practices to be followed, especially on behavioural safety.

Inaugural Address to College Students

Mr. M.S. Subramanian, TMA President was the Chief Guest for the Induction and Orientation Programme of the First Year Humanities and Science Students on 7th July for the Academic year 2018 – 19 at St. John Technical Campus. He addressed a gathering of 250 students and staff members of St. John College and stressed the importance of focussing on key areas like developing one's own strengths, communication and discipline.



Executive of St. John College, Palghar felicitating Mr. M. S. Subramanian - President TMA.





Mr. M. S. Subramanian – TMA President, addressing BMS students at Dnyan Bharti Society, Dahanu.

Mr. Subramanian was also Keynote Speaker at Dnyan Bharti Society, Dahanu for the orientation programme of the students of Bachelor of Management Studies (BMS) on 16th July. More than 100 students and staff members attended this session.

Thrissur Management Association

Valedictory Event

Valedictory event of TMA activities of 2017-18 held on 4th July was marked by a lecture entitled 'Human Capital Requirements in Public Service' delivered by Dr. Neelakantan Jayasankar IRS, Commissioner of Income Tax, Administration and Tax Services, Cochin Kerala.



TMA members with the Chief Guest



Presentation of TMA-BEELINE Special Achievers Award

TMA-BEELINE Special Achievers Award

The TMA-BEELINE Special Achievers Award 2018 was presented on 4th July. The Award was won by Mr. Raghunadhan E who is specially abled.

28th Annual General Meeting

The 28th Annual General Meeting of TMA was held on 12th July. Er. N I Verghese was elected as President, Mr. Padma Kumar C as Secretary and Mr. Hamsa M Ali as Treasurer for the year 2018-19. The 6th volume of TMA magazine 'Management Voice' was also released.



TMA Office Bearers 2018-19



Managing Committee Meeting

The first Managing Committee Meeting of newly elected committee was held on 17th July. 23 members were attended the meeting. Newly elected President Er. N I Verghese briefed action plan for the year 2018-19. The Theme, 'Touch to Transform' has been adopted for the TMA year 2018-19.



Er. N I Verghese addressing the Committee



TMA Office Bearers with Mr. M P Ramachandran

Reception

TMA gave a reception to TMA patron and Founder Chairman of Jyothy Laboratories Limited (Ujala) Mr M P Ramachandran on 27th July 2018. Mr. Ramachandran offered continued support to TMA.

Vaikom Management Association

Vaikom Management Association conducted a highly useful session on the 'Importance of Ayurveda in Daily Life' by an expert professional Dr Anilkumar on 29th July. Dr Anilkumar covered at length, the philosophical theory and practical concepts of the vast subject- Ayurveda. He also explained the basic methods of diagnosis and treatment and the dos and don'ts to be followed by the patients.



Felicitation of the speaker

All members of the VMA actively participated in the session.

The Chief Patron Mr. TRS Menon also addressed the session and shared his views on the usefulness of the programme. The Hon. Secretary General Er. Anil Mazhuvancheril proposed the vote of thanks.



Join the Management Movement



- Networking opportunities with Indian and global corporate majors
- Platform to interact with other members / thought leaders
- Concessional rate for AIMA programmes
- Complimentary participation in a few flagship events of AIMA
- Complimentary membership of AIMA library
- Affiliation to any one LMA
- Free copies of 'Indian Management' and AIMA E-news
- Representation on the AIMA Council of Management through election
- MyAIMA online portal services

So when are you connecting with us?

Be an AIMA Member Today!

www.aima.in



AIMA Events Calendar

Event	Programme Chairman /Director	Venue	Date
23rd AIMA Convocation		New Delhi	17 August 2018
3rd Regional Conclave		Mumbai	18 August 2018
66th Shaping Young Minds Programme		Bharuch	18 August 2018
North East Management Conclave		Guwahati	21 August 2018
AIMA CEOs Delegation to Silicon Valley	Sunil Kant Munjal Immediate Past President, AIMA & Chairman, The Hero Enterprise	Silicon Valley, US	04-06 September 2018
3rd US India Conference	Sunil Kant Munjal Immediate Past President, AIMA & Chairman, The Hero Enterprise	UC Berkeley, USA	07 September 2018
67th Shaping Young Minds Programme		Calicut	18 September 2018
45th National Management Convention 2018	Sanjiv Mehta Chairman & Managing Director, Hindustan Unilever Limited	New Delhi	26-27 September 2018
National Competition for Young India		Mumbai New Delhi	September-October 2018
Student Management Games (SMG 2018)		All India	September-November 2018
AI and Big Data Retreat	Soumitra Dutta Author, Academic, Businessman and Professor of Management, Cornell SC Johnson College of Business	Goa	12-14 October 2018
Global Advanced Management Programme - China	Claude Smadja President, Smadja & Associates	Beijing, China	28 October to 2nd November 2018
AIMA's Corporate Management Olympiad		Delhi/ NCR	November 2018
68th Shaping Young Minds Programme		Jamshedpur	09 November 2018
Advanced Management Programme	Debashis Chatterjee Indian Institute of Management Kozhikode	New Delhi	16-19 November 2018



Event	Programme Chairman /Director	Venue	Date
National Management Quiz		Mumbai	24 October 2018
		Bengaluru	25 October 2018
		Kolkata	26 October 2018
		New Delhi	30 October 2018
		Grand Finale	30 October 2018
2nd Young Managers Simulation Champions (YMS 2018)		New Delhi Mumbai Bengaluru	01 December 2018
AIMA Academic Conference		New Delhi	06-07 December 2018
9th Senior Leadership Retreat	Sunil Kant Munjal Immediate Past President, AIMA & Chairman, The Hero Enterprise	Goa	14-16 December 2018
2nd Young Manager Simulation Champions (YMS 2018)		New Delhi Mumbai Bengaluru	December 2018
69th Shaping Young Minds Programme		Baroda	December 2018

To view full calendar please visit www.aima.in

For any feedback, suggestions or advertising queries please write to, aimanews@aima.in

Published and released by AIMA Corporate Communications.





PROFESSIONAL DIPLOMA IN BUSINESS ANALYTICS



A programme designed and delivered by experts from AIMA

Programme fee

₹45,000 + GST

Online registration also available, please visit **www.aima.in** GSTIN No. 07AAATA1644A1ZH PAN No. AAATA 1644 A
The fee includes 5 months course fee + online digital library with customized courseware including books, videos, exercises, dataset, certification exam fee + Software (R and SAS/Tableau), **Group Discount:** 15% discount for 3 or more registrations

Online and Offline (Face to Face) mode - Weekend programme: 4 hours (Saturday/Sunday), (10:00-13:00 or 14:00-17:00 PM IST)

FOR QUERIES: PLEASE CONTACT

Dr Anuja Pandey - Programme Director

Rahul Bhatia - Programme Manager



All India Management Association

Management House, 14 Institutional Area, Lodhi Road, New Delhi-110003
Tel: 011-24645100, 43128100; Fax: 011-24626689 www.aima.in