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53RD

ANNUAL REPORT
2011-2012

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President's Message



“I am optimistic that AIMA will continue to play a leading role in shaping the management education and practices in the country and in helping India Inc. achieve pre-eminence in the world. Thank you for all the support I have received during my tenure as AIMA President. I wish the Association and all its members the very best.”

Rajiv Vastupal

Dear Members,

I am delighted to have served AIMA as its President for 2011-12. I am grateful for the trust reposed in me by AIMA members and I hope that I have lived up to their expectations.

I am indebted to the Past Presidents and the Council Members of AIMA for their guidance and to my fellow office bearers and the AIMA Secretariat for enabling me to lead AIMA at both national and international platforms. I also thank the Local Management Associations for their continuous support during my tenure.

I consider it my privilege to have been a part of AIMA's journey during the year which saw the association launch several new initiatives with enhanced visibility at both national and international forums. It gives me great pleasure to bring to you this report on AIMA's progress during the year.

Last year also saw AIMA spread its reach beyond Indian shores by taking the management thought overseas. In a significant initiative, AIMA organised the inaugural Global Business Leaders Summit in Mauritius which hosted senior government officials from India and Mauritius, including Mr. Xavier-Luc Duval, Vice Prime Minister, Mauritius and Mr. Cader Sayed-Hossen, Minister of Industry, Commerce & Consumer Protection, Mauritius. AIMA plans to conduct the next in this series in South Africa.

In continuation of our Global Advanced Management Programme (GAMP) conducted overseas annually, AIMA took the programme to USA for the first time this year, in collaboration with the Robert H Smith School of Business at University of Maryland. Earlier in the year, GAMP was organised in Shanghai, China and is now a bi-annual programme. AIMA continued its association with its global partners Horasis, St. Gallen, AAMO to globalise its activities and contribute to the global management network.

AIMA also established relations with its counterpart in Pakistan, the Management Association of Pakistan (MAP). AIMA and MAP exchanged delegations and signed an MoU for cooperation. Taking the relationship forward, AIMA is supporting the Pakistan India Management & HRD Summit scheduled to be held at Lahore in September 2012 under the aegis of 'Aman Ki Asha'.

Closer home, AIMA's Centre for Management Development (CMD) and the focused teams on special events continued to do a great job in organising excellent conferences and management development programmes, key to the management fraternity. Several new initiatives were launched while existing ones were reinforced. AIMA conducted its first Learning and Development Summit and National Summit on HR Shared Services in New Delhi.

Our Bengaluru Centre also forged ahead with new conclaves on Management, Leadership, Healthcare and Retail. The programmes have been very well received by the management and academic fraternity of the region.

AIMA Centre for Management Education (CME) added new nodal points to improve access to its classes. It started offering capacity building services to new business schools and expanded its faculty training activity and offered faculty development programmes and customised executive training programmes to companies.

AIMA Centre for Management Services (CMS) continued to reach out to the private business schools while diversifying its client base for the customised corporate testing services and successfully added 14 new organisations to our client list.

AIMA offered the new Management Aptitude and Skills Test (MAST) to students and recruiters. This pre-screening service has generated considerable interest among the large companies, and over 100 companies now endorse it. MAST has already created over 600 job openings despite its nascent stage.

Several Shaping Young Minds Programmes were also successfully conducted across the country in close collaboration with our LMAs. The programmes were held at Ludhiana, Tumkur, Kochi and Baroda and were addressed by several stalwarts including Justice N Santosh Hegde, Bhaskar Das, Sanjeev Kapoor, Khushbu Sundar, Gen V P Malik, Prabhu Chawla amongst others.

AIMA continued to enjoy close association with several key union ministers, CEOs and academicians. Some of the high profile ministers, bureaucrats and policy makers that graced various AIMA events include Mr. P Chidambaram, Minister of Home Affairs; Mr. Kamal Nath, Union Minister for Urban Development; Mr. Kapil Sibal, Union Minister of HRD and Communication & IT; Mr. Veerappa Moily, Minister of Corporate Affairs; Mr. Sachin Pilot, Minister of State for Communication & IT; Mr. Arun Maira, Member Planning Commission; Mr. R A Mashelkar, Chairman, National Innovation Foundation; Mr. Nandan Nilekani, Chairman, Unique Identification Authority of India to name a few.

AIMA maintained its tradition of celebrating achievement. On our 56th Foundation Day this year, we decorated Mr. Anand G Mahindra with the AIMA-JRD Tata Corporate Leadership Award and Justice N Santosh Hegde with the AIMA Public Service Excellence Award. Dr. Ashok Ganguly received AIMA's Life Time Achievement Award. The 3rd edition of AIMA's Managing India Awards were successfully held where many illustrious Indians, including Prathap Reddy, Kumar Mangalam Birla, Nita M Ambani, E Sreedharan, Y C Deveshwar, Malvinder Mohan Singh, Shivinder Mohan Singh, Sudhir Vasudeva, Shikha Sharma and Zoya Akhtar were conferred these prestigious awards.

Leading AIMA through the past year has been a privilege for me, which I will cherish forever.

I am confident that AIMA will continue to play a leading role in building management capability in the country and also overseas and I hope I continue to be a part of this management movement.

Rajiv Vastupal

AIMA Office Bearers 2011-2012



PRESIDENT
RAJIV VASTUPAL

Mr. Rajiv Vastupal is Chairman & Managing Director of Rajiv Petrochemicals Pvt. Ltd., a flagship company of Team Rajiv, involved in various manufacturing products of woven sacks, electrical lighting, panels and specialty chemicals. In addition to that it is also an agency house and importer and exporter for PE, PP & PVC products, having agency of Haldia, Finolex, LG, Jindal etc. It has offices and plants in multi locations. He is a philanthropist and he contributes to several charities in Gujarat. He has been a President of the Ahmedabad Management Association and founder member of YPO, Gujarat.

SENIOR VICE PRESIDENT
D SHIVAKUMAR

Mr. D Shivakumar is Sr. Vice President of Nokia responsible for IMEA (India, Middle East & Africa) region. Mr. Shivakumar has wide experience in many sectors like Fast Moving Consumer Goods, Durables and Mobility. He is on the board of Godrej Consumer Products. He writes and teaches extensively. Mr. Shivakumar is on the board of IIM Ahmedabad.



VICE PRESIDENT PREETHA REDDY

Leading Asia's foremost integrated healthcare group, Ms. Preetha Reddy has been the protagonist in growing Apollo Hospitals as a beacon of hope for millions of patients from across the world. With a keen focus on patient centricity, under her leadership, Apollo Hospitals has developed a cutting-edge presence across healthcare verticals including healthcare infrastructure, education, research, e-health, technology services and health insurance. She works closely with industry bodies and the State Governments on healthcare programmes and policy promotion. She is an active member of the Indo-US and Indo-Malaysia CEOs Forums created for furthering bi-lateral trade and cooperation.



TREASURER P DWARAKANATH



Mr. P Dwarakanath is the Director, Group Human Capital of Max India Ltd., an Insurance and Healthcare group. Earlier he was the Director, Human Resources and Administration, India/South Asia with GSK. He is on the board of several companies and institutions including GSK Consumer Healthcare Ltd. He is a former President of National Human Resources Development Network (NHRDN). Additionally he has been President of Delhi Management Association (DMA) and Regional President, Northern Region, AIMA.

IMMEDIATE PAST PRESIDENT GAUTAM THAPAR

Mr. Gautam Thapar is Chairman & CEO of the US\$ 4 bn Avantha Group, a highly diversified conglomerate operating in more than 10 countries. Mr. Thapar promotes education, leadership development and sports. He is President, Thapar University; Chairman of the Board of Governors, National Institute of Industrial Engineering (NITIE); Member of the Board of Governors, IIM-Bangalore; Chairman, The Aspen Institute India and President, Professional Golf Tour of India. One of India's global business leaders, Mr. Thapar has been appointed Member of the National Security Advisory Board. He received the Ernst & Young Entrepreneur of the Year Award for Manufacturing in 2008.



Council of Management 2011- 2012

PRESIDENT

- Mr Rajiv Vastupal

SENIOR VICE PRESIDENT

- Mr D Shivakumar

VICE PRESIDENT

- Ms Preetha Reddy

TREASURER

- Mr P Dwarakanath

IMMEDIATE PAST PRESIDENT

- Mr Gautam Thapar

REPRESENTATIVES OF NON-ROTATING LMAs

- (Ahmedabad) - Mr Janak D Parikh
- (Mumbai) - Mr Bhaskar B Joshi
- (Indore) - Mr Sunil Chordia
- (Kolkata) - Mr Jahan Mehta
- (Bengaluru) - Dr Manje Gowda
- (Hyderabad) - Mr Ramesh Vemuganti
- (Madras) - Mr Ravi Viswanathan
- (Lucknow) - Mr Rakesh Mittal

REPRESENTATIVES OF ROTATING LMAs

- (Kanpur) - Dr R G Bagla
- (Ludhiana) - Mr V K Goyal
- (Cuttack) - Mr S S Sonthalia
- (Guwahati) - Mr Gautam Banerjee
- (Palghat) - Mr K S Mani
- (Quilon) - Mr Rajendra Prasad
- (Baroda) - Mr Chirag Bakshi
- (Tarapur) - Mr Elangovan R Mudaliyar

REPRESENTATIVES OF PROFESSIONAL INDIVIDUAL MEMBERS

- (FELLOW) - Mr Yogi Sriram
- (MEMBER) - Mr Mukesh Kumar Jain
- Prof Atanu Ghosh
- Mr A Krishna Mohan
- Dr Hari Krishna Maram

REPRESENTATIVES OF INSTITUTIONAL MEMBERS

- Mr Neeraj Kumar Goel
- Dr Sachin S Vernekar
- Dr Rajendra Jain
- Prof R Nandgopal
- Mr S P S Bakshi
- Mr Saugata Mitra
- Mr Sandeep Bakshi
- Mr Nikhil Sawhney

GOVERNMENT OF INDIA NOMINEES

- Prof Devi Singh
- Prof M J Xavier

CO-OPTED MEMBERS

- Mr Vineet Agarwal
- Mr Roopen Roy
- Mr M Ayyappan
- Mr Shivinder Mohan Singh
- Mr Vijay Thadani

SPECIAL INVITEES

- Dr Santrupt B Misra
- Mr Sanjeev Bikhchandani
- Mr Inderdeep Singh
- Mr Sunil Kant Munjal
- Prof M M Pant

DISTINGUISHED INVITEES

- Mr Sanjay Budhia
- Mr C S Verma
- Mr R S Sharma
- Mr H M Nerurkar
- Mr Bibek Debroy
- Dr B S Sahay
- Mr M Damodaran
- Mr Santosh Desai
- Prof Pankaj Chandra
- Mr Rajeev Talwar
- Prof D K Bandyopadhyay
- Prof Shekhar Chaudhuri
- Dr Pritam Singh
- Mr Kris Gopalakrishnan
- Prof N Ravichandran
- Mr Anil Kumar Agarwal
- Mr Dilip Piramal
- Mr K Pandia Rajan
- Dr Rana Kapoor
- Mr R Mukundan
- Mr Chender K Baljee
- Mr Pankaj R Patel
- Mr Nimish Patel
- Mr Subodh Bhargava
- Mr Sudhir Vasudeva
- Mr Rajiv Gujral
- Mr Deepak Premnarayan
- Mr Yatindra R Sharma
- Dr H P Kumar

EX-OFFICIO

- Ms Rekha Sethi, DG, AIMA

Past Presidents of AIMA

Dr A L Mudaliar *	1959-1960
Mr N Dandekar *	1960-1963
Dr K S Basu *	1963-1967
Sir James Lindsay *	1967-1969
Dr Charat Ram *	1969-1970
Mr M K Raju *	1970-1972
Dr Ram Tarneja	1972-1973
Mr H Mangaldas *	1973-1974
Mr S C Aggarwal *	1974-1975
Mr K K Unni *	1975-1976
Mr P K Sen *	1976-1977
Mr R K Swamy*	1977-1978
Mr Prem Pandhi *	1978-1979
Dr Minoo D Daver	1979-1980
Mr Atmaram Saraogi	1980-1981
Mr P Unnikrishnan	1981-1982
Prof R D Gupta *	1982-1983
Mr Nirbhay Mal Jain	1983-1984
Mr S P Acharya	1984-1985
Prof S L Rao	1985-1986
Dr Gurpreet Singh	1986-1987
Mr P V R N Iyer	1987-1988
Dr J J Irani	1988-1989

Dr R James David	1989-1990
Dr J S Juneja	1990-1991
Mr Chinubhai R Shah	1991-1992
Mr Ramesh Gelli	1992-1993
Mr K L Chugh	1993-1994
Mr Rajendra Singh *	1994-1995
Mr K B Dadiseth	1995-1996
Mr K Jairaj, IAS	1996-1997
Mr J P Chowdhary	1997-1998
Mr Krishan Kalra	1998-1999
Mr K K Nohria	1999-2000
Mr T T Thomas	2000-2001
Mr Rajive Kaul	2001-2002
Dr Uddesh Kohli	2002-2003
Mr R Gopalakrishnan	2003-2004
Mr Sunil Alagh	2004-2005
Mr Sudhir Jalan	2005-2006
Mr Subir Raha*	2006-2007
Mr Kewal Handa	2007-2008
Mr Srinivasan K Swamy	2008-2009
Mr Sanjiv Goenka	2009-2010
Mr Gautam Thapar	2010-2011

* Deceased

AIMA Committee Chairmen 2011-2012

COMMITTEE

Finance Committee
Audit Committee
Best LMA Award Committee
MSME Committee
Indian Management Editorial Advisory Board
CME Board of Studies
International Relations Committee
Centre for Public Governance
Testing Services Management Aptitude and Skills Test (MAST)
Research Committee
Managing India Awards Committee
Public Policy Committee
Task Force on MSME
World Marketing Congress
Nominations Committee
AIMA Awards Jury

CHAIRMAN

Mr P Dwarakanath
Mr V Rajaraman
Mr Shivinder Mohan Singh
Dr H P Kumar
Prof S L Rao
Prof M M Pant
Mr Rajive Kaul
Mr K Jairaj
Mr D Shivakumar - Mr Sanjeev Bikhchandani
Dr Dilip K Bandyopadhyay
Mr Sanjiv Goenka
Mr Gautam Thapar
Dr J S Juneja
Mr Srinivasan K Swamy
Mr Gautam Thapar
Mr Adi Godrej

Key Events

October 2011- September 2012

AAMO Council Meeting		Vietnam	13 Oct 2011
HR Leadership Retreat Theme: "Developing Next Managing Generation Leadership for Sustained Business Growth"	Retreat Directors Dr A K Balyan Managing Director & CEO, Petronet LNG Ltd Mr Aquil Busrai Former Executive Director, HR - IBM & CEO – ABC Knowledge Partner HayGroup	Pokhra	3-6 Nov 2011
3 rd Global Innovation Conference Theme: "Democratising Innovation: A Game Changer for Inclusive Growth"	Conference Chairman Dr R A Mashelkar Chairman – National Innovation Foundation, India Mr R Gopalakrishnan Director, Tata Sons Ltd Knowledge Partner Accenture	Mumbai	22-23 Nov 2011
12 th National Management Quiz (NMQ) for Corporates	Quiz Masters Mr SPS Jaggi Mr Jacob Kurien Mr V Kumar	Regional Rounds Chennai Mumbai Kolkata Delhi Grand Finale Delhi	3 Dec 2011 10 Dec 2011 17 Dec 2011 24 Dec 2011 24 Dec 2011
Book Release "Transforming Capitalism"	Mr Arun Maira Member Planning Commission, Government of India	New Delhi	20 Dec 2011
Global Advanced Management Programme 2012	Dr Anil K Gupta Michael Dingman Chair in Strategy & Entrepreneurship, Robert H Smith School of Business, University of Maryland	Shanghai	8-14 Jan 2012
6 th National Conference on "Women in Leadership Roles"	Summit Chairperson Ms Sangeeta Talwar Managing Director, NDDB Dairy Services Summit Director Dr Reena Ramachandran Strategic Advisor, Innovation University Project	Delhi	20-21 Jan 2012

Key Events

October 2011- September 2012

National Research Conference Theme: "Transforming Management Education for Substantial Tomorrow"		Delhi	20-21 Jan 2012
National Summit on "Emerging Trends in Compensation & Rewards"	Summit Director Mr P Dwarakanath Director (Group Human Capital), Max India Ltd Knowledge Partner PwC India	Mumbai	27-28 Jan 2012
Programme on "Managing The Contract Labour (Issues, Concerns, Problems & Remedies)"	Mr M R Gera Director, MDC	Mumbai Delhi Hyderabad	2-3 Feb 2012 9-10 Feb 2012 16-17 Feb 2012
Programme on "Latest in Labour Law Judgements"	Mr M R Gera Director, MDC	Mumbai Delhi Hyderabad	4 Feb 2012 11 Feb 2012 18 Feb 2012
56 th Foundation Day & 6 th Management Day		Delhi	21 Feb 2012
Shaping Young Minds Programme		Ludhiana Tumkur Cochin Baroda Guwahati	24 Feb 2012 6 Mar 2012 10 Apr 2012 1 Aug 2012 24 Aug 2012
World Marketing Congress	Congress Chairman Mr Srinivasan K Swamy CMD, R K Swamy Hansa Group	Delhi	2-3 Mar 2012
2 nd Knowledge & Professional Services Summit Theme: "Reshaping the Knowledge and Professional Services Organization of Tomorrow"	Mr Pramod Bhasin Vice Chairman, Genpact	Bengaluru	7 Mar 2012
HR Conference	Mr Aquil Busrai Former Executive Director HR - IBM & CEO - ABC	Bengaluru	15 Mar 2012
Conference with St. Gallen Theme: "Managing Risk – New Approaches to Sustainable Growth"	Mr Gautam Thapar Chairman & CEO, The Avantha Group	Delhi	21 Mar 2012
AIMA Managing India Awards	Mr Sanjiv Goenka Chairman, RP-Sanjiv Goenka Group	Delhi	18 Apr 2012

Key Events

October 2011- September 2012

8 th National Student Management Quiz – NSMQ 2012		Regional Rounds Pune Vizag Shillong Coimbatore Kolkata Gwalior Lucknow Bareilly Greater Noida Grand Finale Greater Noida	9 Feb 2012 10 Feb 2012 18 Feb 2012 2 Mar 2012 3 Mar 2012 16 Mar 2012 19 Mar 2012 20 Mar 2012 24 Mar 2012 24 Mar 2012
Workshop on “Training the Trainer”	Dr Sunil Abrol Former Director General, Consultancy Development Centre	Delhi Mumbai	15-17 Mar 2012 22-24 Mar 2012
Workshop on Developing Razor Sharp Execution Skills	Mr Rajan Gupta Founder & Chief Practitioner, Execution-MiH Solutions Pvt Ltd	Delhi	13-14 Apr 2012
AAMO Council Meeting		Singapore	23-24 Apr 2012
National MSME Convention	Convention Chairman Mr M Narendra CMD, Indian Overseas Bank	Chennai	28 Apr 2012
National Management Games (NMG-2012)		Regionals Bhubaneswar Bengaluru Mumbai Delhi Grand Finale Delhi	1-3 May 2012 8-10 May 2012 22-24 May 2012 8-13 Jun 2012 15 Jun 2012
Global Business Leaders Series Theme: “Leadership in a Globalised World: Nurturing New Partners”	Mr Gautam Thapar Chairman & CEO, The Avantha Group	Mauritius	29-31 May 2012
Leadership Retreat	Retreat Directors Mr Anil Sachdev Founder & CEO, School of Inspired Leadership (SOIL) Mr Ulhas Yargop President (IT Sector), Group CTO & Member (Group Executive Board) Mahindra Group	Kovalam	29-31 May 2012

Key Events

October 2011- September 2012

Programme on "Managing The Contract Labour (Issues, Concerns, Problems & Remedies)"	Mr M R Gera Director, MDC	Delhi	29-30 Jun 2012
Management Conclave		Bengaluru	26 Jun 2012
5 th Business Responsibility Summit	Dr Bhaskar Chatterjee DG & CEO, Indian Institute of Corporate Affairs Knowledge Partner Ernst & Young	Delhi	6-7 Jul 2012
Global Advanced Management Programme-USA "Global Competitiveness through Technology, Innovation & Entrepreneurship: Lessons Strategy & Entrepreneurship from US Companies "	Dr Anil K Gupta Michael Dingman Chair in Global Strategy & Entrepreneurship, Robert H Smith School of Business, University of Maryland	Washington DC San Francisco	15-21 Jul 2012
Learning & Development Summit	Summit Chairman Mr K S Jamestin Director (HR), ONGC Ltd Summit Director Mr Vikram Bector Chief Learning Officer, Tata Motors Ltd Knowledge Partner Accenture	Delhi	27-28 Jul 2012
38 th National Competition for Young Managers Theme: "Unleashing Innovation Across the Value Chain – A Mantra for Growth"		Kolkata Mumbai Chennai Delhi Grand Finale Delhi	20-21 Jul 2012 27-28 Jul 2012 27-28 Jul 2012 3-5 Aug 2012 18 Aug 2012
Healthcare Conference	Conference Chairperson Ms Preetha Reddy Managing Director, Apollo Hospital Enterprises	Bengaluru	7 Aug 2012
9 th National Competition for Management Students Theme: "Unleashing Innovation Across the Value Chain – A Mantra for Growth"		Kolkata Mumbai Bengaluru/Delhi Grand Finale Delhi	13-14 Aug 2012 23-24 Aug 2012 30-31 Aug 2012 8 Sep 2012

Key Events

October 2011- September 2012

AIMA Convocation - 2012		Delhi	14 Aug 2012
7 th Global Summit on Supply Chain & Logistics Management	Summit Directors Dr G Raghuram Vice Chancellor, Indian Maritime University Mr S L Ganapathi Managing Partner, Symatec Associates Pvt Ltd	Delhi	21-22 Aug 2012
Leadership Conclave		Bengaluru	22 Aug 2012
Summit on HR Shared Services "A Foundation for Transformation"	Mr Pankaj Bansal Co-Founder & CEO, PeopleStrong	Delhi	24 Aug 2012
2 nd PSU Summit "Grow, Transform and Sustain: The Mantra for Indian PSUs"	Mr Sudhir Vasudeva Chairman & Managing Director, ONCG Ltd	Delhi	4 Sep 2012
Workshop on "Training the Trainer"	Dr Sunil Abrol Former Director General, Consultancy Development Centre	Goa	5-9 Sep 2012
11 th National HRM Summit	Mr Yogi Sriram Sr Vice President, (Leadership Planning & Talent Acquisition) Larsen & Toubro (E&C)	Delhi	14-15 Sep 2012
16 th National Student Management Games (NSMG – 2012)		Regional Rounds Kolkata Delhi Udaipur Pune Coimbatore Hyderabad Bengaluru Grand Finale Coimbatore	29-30 Aug 2012 6-12 Sep 2012 26-27 Sep 2012 4-16 Oct 2012 21-22 Sep 2012 25-26 Sep 2012 17-18 Oct 2012 1 Nov 2012
39 th National Management Convention	Mr N Chandrasekaran MD & CEO, Tata Consultancy Services	Mumbai	25-26 Sep 2012

EVENTS AND CONFERENCES

56th Foundation Day & 6th Management Day



Anand G Mahindra, Vice Chairman and Managing Director, Mahindra & Mahindra Ltd. receiving the AIMA - JRD Tata Corporate Leadership Award from Kamal Nath, Union Minister for Urban Development. (L-R) Rekha Sethi, Director General, AIMA; Ram S Taneja, Past President, AIMA and Rajiv Vastupal, President, AIMA and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd.

AIMA celebrated its 56th Foundation Day and 6th National Management Day by presenting annual management honours and hosting a discussion on the importance of sustainability.

Mr. Kamal Nath, Union Minister for Urban Development, was the Chief Guest on the occasion.

Mr. Nath congratulated AIMA on completing another very productive year and commended the organisation for providing outstanding services to India's managers and management students.

Speaking on the theme of the ceremony and sustainability, Mr. Nath highlighted the intensifying trend of urbanisation and emphasised the need for developing people and environment friendly cities.

Delivering the Welcome address AIMA President, Mr. Rajiv Vastupal pointed to AIMA's efforts of providing thought leadership to Indian management. He also lauded the local management associations.

The centrepiece of the ceremony was the presentation of AIMA's Awards for Management Excellence.

The AIMA - JRD Tata Corporate Leadership Award for 2011 was presented to Mr. Anand G Mahindra, Vice Chairman and Managing Director, Mahindra & Mahindra Ltd.

Former Supreme Court judge and former Lokayukta of Karnataka, Justice N Santosh Hegde was honoured with the AIMA Public Service Excellence Award. He presented a paper on citizen's right to good governance in a special session. Mr. Kamal Nath handed over the trophies and cheques to the award winners.

Mr. Nath also witnessed the signing of a Memorandum of Understanding between AIMA and the Management Association of Pakistan. The MoU provides for sharing of knowledge and cooperation in organising management meets.

Awards were also presented for creativity and innovation in the MSMEs and for the best article in AIMA's management journal, Indian Management.

Speaking on the occasion, AIMA Senior Vice President, Mr. D Shivakumar underscored the growing importance of sustainability to companies stating that the 16-35 year olds were the most concerned about sustainability issues and they were the most important consumer group.



Kamal Nath, Union Minister for Urban Development, Government of India, addressing at the AIMA Foundation Day and National Management Day



Rajiv Vastupal, President, AIMA and Chairman & MD, Rajiv Petrochemicals Pvt. Ltd., addressing at the AIMA Foundation Day and National Management Day



Ashok S Ganguly, Member of Parliament & former Chairman, Hindustan Unilever Limited, recipient of the AIMA Life Time Achievement Award



Justice N Santosh Hegde, Former Lokayukta of Karnataka State addressing



(L-R) Rekha Sethi, Director General, AIMA; Rajiv Vastupal, President, AIMA and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd.; Ram Tarneja, Past President, AIMA; Kamal Nath, Union Minister for Urban Development; D Shivakumar, Sr. Vice President, AIMA and Sr. Vice President, Nokia India, Middle East & Africa and Anand G Mahindra, Vice Chairman and Managing Director, Mahindra & Mahindra Ltd.

An entire session of the Foundation Day celebration was dedicated to a panel discussion on the theme of the day, 'Towards sustainable business and society: An agenda for action'.

Mr. R Mukundan, Managing Director, Tata Chemicals; Mr. Kamaal Chinoy, President, Management Association of Pakistan and Dr. Bibek Debroy, Professor, Centre for Policy Research participated in the panel discussion. It was moderated by independent writer, Mr. Pranjal Sharma.

It is imperative for Indian businesses to ensure that their sustainability practices benefit their business and society.



Ashok S Ganguly, Member of Parliament and Former Chairman, Hindustan Unilever Ltd. receiving the AIMA Life Time Achievement Award from D Shivakumar, Sr. Vice President, AIMA. (L-R) Rajive Kaul, Chairman, NICCO Corporation; Rajiv Vastupal, President, AIMA and Rekha Sethi, Director General, AIMA



R Mukundan, Managing Director, Tata Chemicals Ltd.; Pranjal Sharma, Business Writer & Columnist; Kamal Chinoy, President, MAP and Bibek Debroy, Professor, Centre for Policy Research at the plenary session

On the occasion of AIMA's 56th Foundation Day and 6th National Management Day eminent personalities from various sectors were felicitated.



**AIMA – Dr Ram Tarneja
Award for Best Article in
Indian Management**
Pradipt Khandwalla,
Management Consultant &
former Director,
IIM Ahmedabad



**AIMA Life Time
Achievement Award**
Ashok S Ganguly,
Member of Parliament
& former Chairman,
Hindustan Unilever Limited



**AIMA – JRD Tata Corporate
Leadership Award**
Anand G Mahindra,
Vice Chairman & Managing
Director, Mahindra
& Mahindra Ltd.



**AIMA Public Service
Excellence Award**
Justice N Santosh Hegde,
Former Lokayukta of
Karnataka State



**AIMA – Dr J S Juneja
Award for Creativity and
Innovation for Small and
Medium Enterprises**
Jaipur Rugs Company
Pvt. Ltd.

38th National Management Convention



P Chidambaram, then Minister of Home Affairs, Government of India releasing the Souvenir at AIMA's 38th National Management Convention at New Delhi. (L-R) Rekha Sethi, Director General, AIMA; Gautam Thapar, then President, AIMA and Chairman & CEO, The Avantha Group; Rana Kapoor, Founder, Managing Director & CEO, YES BANK Ltd. & Convention Chairman; Rajiv Vastupal, then Sr. Vice President, AIMA and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd.

AIMA's annual National Management Convention (NMC) is an occasion to bring together all its stakeholders and celebrate the spirit of nation building through management excellence.

The 38th NMC was held in New Delhi on 28-29 September 2011. The convention was built around discussions on the theme 'Inclusive Growth – A Challenging Opportunity'.

The then Union Minister for Home Affairs, Mr. P Chidambaram was the Chief Guest on the occasion. Inaugurating the convention, Mr. Chidambaram said that India's growth should not be measured by GDP growth rate alone but also by poverty reduction rate. He argued that it is critical that the country got full value for the government's huge public spending and that it is vital to plug leakages, measure outcomes and make the government accountable.

Mr. Chidambaram presented the Managing India Awards for the Emerging Entrepreneur of the Year to Mr. Sanjay Reddy, Vice Chairman, GVK Industries and Mr. Rajiv Bajaj, Managing Director, Bajaj Auto.

AIMA presented its Honorary Fellowship to the Convention Chairman, Dr. Rana Kapoor and the previous AIMA President, Mr. Sanjiv Goenka (in absentia).

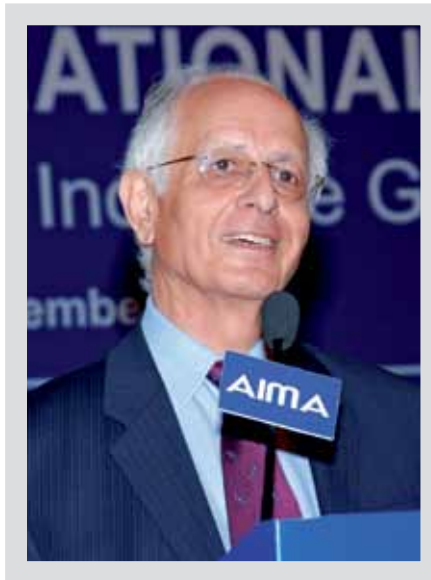
Mr. Kamal Nath, Minister for Urban Development, graced the session on 'India's Urban Rising' as the Chief Guest. He drew attention to the importance of managing the country's growth simultaneously with the pursuit of growth. Mr. Nath was joined by GVK Group's Mr. Sanjay Reddy and DLF Group's Mr. Rajeev Talwar in the discussions on managing India's urbanisation.

The convention also raised the points of leveraging technology and skilling of the poor to achieve inclusive growth. Mr. Nandan Nilekani, Chairman, Unique Identification Authority of India; NIIT's CEO, Mr. Vijay Thadani; Bajaj Auto MD, Mr. Rajiv Bajaj and Mr. M V Subbiah, Chairman, NSDC, were among the speakers on these issues.

The convention also drew attention to healthcare for all Indians. Fortis Healthcare Executive Vice Chairman, Mr. Shivinder Singh; Apollo Hospitals MD, Ms. Preetha Reddy and Pfizer India MD,



Sachin Pilot, Minister of State for Communication & IT, Government of India addressing at the Convention



Arun Maira, Member Planning Commission, Government of India addressing at the Valedictory Session



Nandan Nilekani, Chairman, Unique Identification Authority of India at the session on 'Technology and Inclusive Growth'



G V Sanjay Reddy, Vice Chairman, GVK Industries; Kamal Nath, Minister for Urban Development; Gautam Thapar, then President, AIMA and Rajeev Talwar, Group Executive Director, DLF at the session on 'India's Urban Rising: Delivering on the Urban Infrastructure Promise in India'

Mr. Kewal Handa were among the healthcare industry leaders who offered their solutions to the problem.

The convention was also the occasion to felicitate the winners of AIMA's competitions for the best local management associations and the competitions for young managers and students.

Mr. Sachin Pilot, Minister of State for Communication & IT, presented the awards to the young managers & students. The LMA awards were presented by Mr. Arun Maira, Member, Planning Commission, who was the Chief Guest at the valedictory session.

The convention ended with the customary change of guard, with Mr. Rajiv Vastupal taking over as AIMA President from Mr. Gautam Thapar.



Rana Kapoor, Founder, Managing Director & CEO, Yes Bank Ltd. receiving Honorary Fellowship of AIMA from P Chidambaram, then Minister of Home Affairs, Government of India



Preetha Reddy, Managing Director, Apollo Hospital Enterprises addressing the session on 'Providing the Safety Net: Healthcare for all Indians.' Other speakers (L-R) Kewal Handa, Managing Director, Pfizer India Ltd.; Shivinder Singh, Executive Vice Chairman, Fortis Healthcare (India) Ltd.; Kushagra Katariya, President & CEO, Oncor Healthcare



Vijay Thadani, Chief Executive Officer, NIIT Ltd. chairing the session on 'Building Capabilities: Towards Inclusive Growth'. Speakers at the session (L-R) M V Subbiah, Chairman, NSDC and Rajiv Bajaj, Managing Director, Bajaj Auto Ltd.



(L-R) Gautam Thapar, then President, AIMA and Chairman & CEO, The Avantha Group; Arun Maira, Member Planning Commission; Rajiv Vastupal, then Sr. Vice President, AIMA and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd.; Roopen Roy, Managing Director, Deloitte and S Varadarajan, President, Delhi Management Association



The Chief Guest, Kamal Nath, Union Minister for Urban Development with the award winners and office bearers of AIMA

Managing India Awards

Renowned names from the world of business and industry came together at the third edition of AIMA Managing India Awards 2012 presented by AIMA on 18 April 2012 at New Delhi. Stalwarts from various fields were honoured at a glittering function attended by the who's who of India.

The AIMA Managing India Awards aim to recognise the contributions of those who have set benchmarks of excellence in their respective spheres and have helped build Brand India - stalwarts from different fields, who have excelled with vision and inspiration and are worthy of emulation and admiration.

On the occasion, Chief Guest Kamal Nath, Union Minister for Urban Development, hailed the winners as not just leaders, but also examples for the coming generations to emulate. Also present at the occasion was Nhlanhla Musa Nene, Deputy Minister of Finance, Republic of South Africa who was the Guest of Honour.

The celebrated awardees were introduced by equally illustrious individuals: Mahendren Moodley, CEO, First Rand Bank India; Harshavardhan Neotia, Chairman, Bengal Ambuja Realty; Sanjiv Goenka, Chairman, RP-Sanjiv Goenka Group; Arun Maira, Member, Planning Commission, Government of India; Vinod Mehta, Editor-in-chief, Outlook India; Suhel Seth, Managing Partner, Counselage India; Shekhar Gupta, Editor-in-chief, The Indian Express; Preetha Reddy, Vice President, AIMA & Managing Director, Apollo Hospital; N K Singh, Member of Rajya Sabha and Ritu Kumar, Fashion Designer.

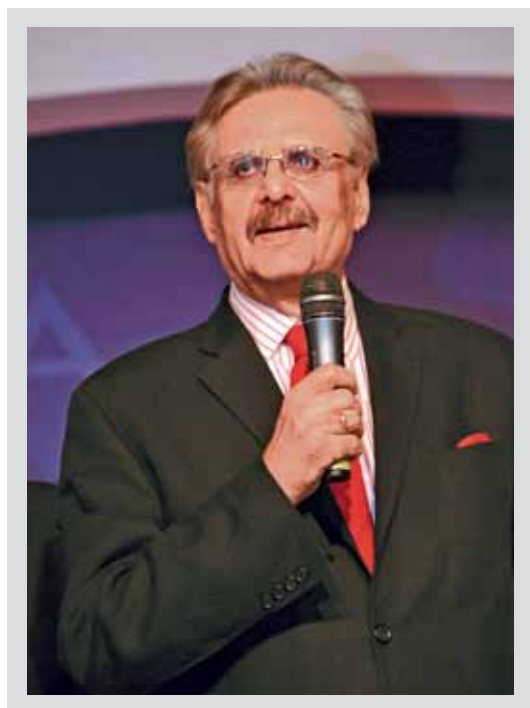
Honouring and recognising those who have set benchmarks of excellence and contributed wholeheartedly in building Brand India.



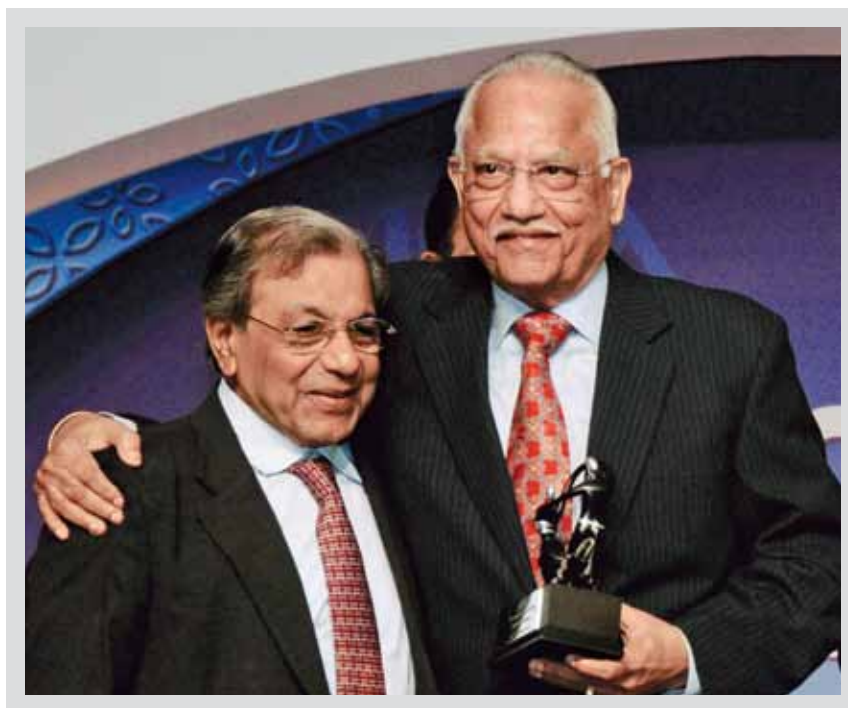
Kumar Mangalam Birla, Chairman, The Aditya Birla Group receiving the Indian Multinational of the Year Award from the Chief Guest, Kamal Nath as Sanjiv Goenka, Chairman, Managing India Awards Jury looks on



Nita M Ambani, Chairperson, Reliance Foundation recipient of the Corporate Citizen of the Year Award with the Chief Guest, Kamal Nath. (L-R) Rajiv Vastupal, President, AIMA and Sanjiv Goenka, Chairman, Managing India Awards Jury



Y C Deveshwar, Chairman, ITC Ltd. addressing on receiving the Business Leader of the Year Award



Prathap C Reddy, Executive Chairman, The Apollo Group recipient of the Lifetime Contribution Award with N K Singh, Member of Rajya Sabha



(L-R) Rajiv Vastupal, President, AIMA and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd.; N Musa Nene, Deputy Minister for Finance, Republic of South Africa; Kamal Nath, Union Minister for Urban Development; Sanjiv Goenka, Chairman, Managing India Awards Jury and Chairman, RP-Sanjiv Goenka Group



Sudhir Vasudeva, Chairman & Managing Director, ONGC Ltd. recipient of the Outstanding PSU of the Year Award



E Sreedharan, Former Managing Director, Delhi Metro Rail Corporation receiving the Outstanding Institution Builder Award from the Chief Guest



Shivinder Singh, Executive Vice Chairman and Malvinder Singh, Executive Chairman, Fortis Healthcare (India) Ltd., recipients of the Emerging Business Leader of the Year Award



Arun Maira, Member, Planning Commission; N K Singh, Member of Rajya Sabha and Vinod Mehta, Editor-in-chief, Outlook India at the awards function



Preetha Reddy, Vice President, AIMA & Managing Director, Apollo Hospital Enterprises reading the citation for Indian Multinational of the Year Award



Y C Deveshwar and Kumar Mangalam Birla at the event



Harshavardhan Neotia, Chairman, Bengal Ambuja Realty at the awards function



Shikha Sharma, Managing Director & CEO, Axis Bank addressing on receiving the Transformational Business Leader of the Year Award



Padmashree Shovana Narayan, gracing the occasion



Suhel Seth, Managing Partner, Counselage India reading the citation for the Corporate Citizen of the Year Award



Ritu Kumar, Fashion Designer at the awards ceremony



Shekhar Gupta, Editor-in-chief, The Indian Express reading the citation for the Business Leader of the Year Award

THIS YEAR'S WINNERS

Lifetime Contribution Award

Prathap C Reddy
Executive Chairman
The Apollo Group

Indian Multinational of the Year

Aditya Birla Group
(Kumar Mangalam Birla,
Chairman,
The Aditya Birla Group)

Emerging Business Leader of the Year

Malvinder Mohan Singh
Ex Chairman
&
Shivinder Mohan Singh
Ex Vice Chairman
Fortis Healthcare
(India) Ltd.

Business Leader of the Year

Y C Deveshwar
Chairman
ITC Limited

Outstanding Institution Builder

E Sreedharan
Former Managing Director
Delhi Metro Rail Corporation

Outstanding PSU of the Year

ONGC
(Sudhir Vasudeva, Chairman
and Managing Director, ONGC)

Director of the Year

Zoya Akhtar
Director, Writer, Producer

Corporate Citizen of the Year

Nita M Ambani
Chairperson
Reliance Foundation

Transformational Business Leader of the Year

Shikha Sharma
Managing Director and CEO
Axis Bank

Multinational in India of the Year

Microsoft Corporation (India) Pvt. Ltd.
(Bhashkar Pramanik, Chairman,
Microsoft Corporation (India) Pvt. Ltd.)

Outstanding Contribution to Media Award

Prannoy Roy
Executive Co-Chairperson
NDTV



Zoya Akhtar, Director, Writer, Producer recipient of the Director of the Year Award with Rajiv Vastupal, Sanjiv Goenka and the Chief Guest, Kamal Nath



Bhashkar Pramanik, Chairman, Microsoft Corporation (India) Pvt. Ltd., winner of the Multinational in India of the Year



Prannoy Roy, Executive Co Chairperson, NDTV, winner of the Outstanding Contribution to Media Award

Pakistan - A New Chapter of Understanding



Kamal Chinoy, President, Management Association of Pakistan and Rajiv Vastupal, President, AIMA exchanging the MoU signed between MAP and AIMA in the presence of Kamal Nath, Union Minister for Urban Development. Others in the picture: D Shivakumar, Sr. Vice President, AIMA; Ram Tarneja, Past President, AIMA; Rekha Sethi, Director General, AIMA and Salah Uddin, Executive Director, MAP

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Dissolving boundaries. Building loyal partnerships. Creating a new chapter of business understanding.

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In order to facilitate the interaction between management professionals of India and Pakistan, AIMA signed a Memorandum of Understanding (MoU) with the Management Association of Pakistan (MAP). Valid for two years, the agreement was signed between the two on the occasion of the 56th Foundation Day of AIMA at New Delhi by Mr. Rajiv Vastupal, President, AIMA and Mr. Kamal A Chinoy, President, MAP.

With a mutual desire of developing a strong partnership between the management fraternity of India and Pakistan, under this MoU, the two organisations will exchange information and add value to each other to be able to raise professional competence of individuals and organisations in both countries and enhance their contribution in building and developing the nation and the society. The agreement will see both actively

leveraging resources to promote, facilitate and support development of professional management in both countries.

The MoU will see both the organisations share and transfer best practices as learnt from counterparts abroad and will inform and share any foreign eminent speaker/expert who may be available for visit to both countries.

They have also agreed to participate in each other's flagship events by sending speakers/experts and delegations. The two agreed to promote amongst each others' members exchange of knowledge, experiences and ideas on sound management principles and practices through discussions, research projects, seminars, publications, abstracts, journals.



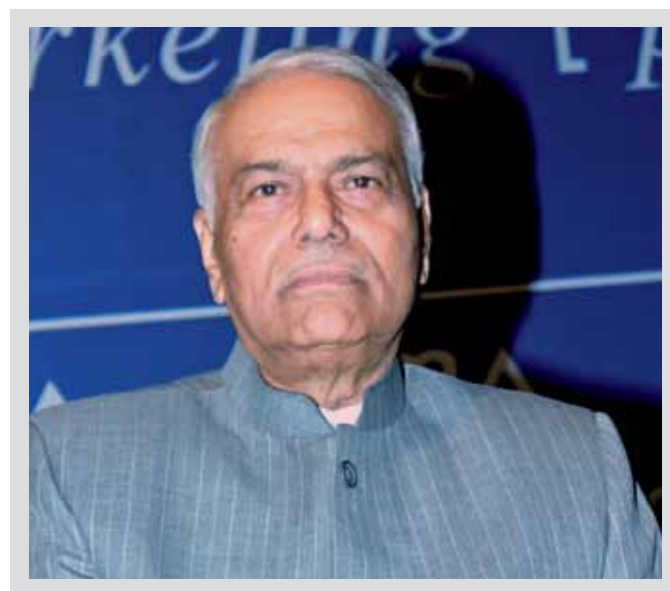
AIMA - RK Swamy High Performance Brand Award being presented to Wipro Technologies by HH Radhanath Swami at AIMA's 2nd World Marketing Congress. (L-R) Rekha Sethi, Director General, AIMA; Rajiv Vastupal, President, AIMA; Srinivasan K Swamy, Conference Chairman & Chairman and Managing Director, R K Swamy Hansa Group and Ramesh Jude Thomas, President and CKO, Equitor Consulting

World Marketing Congress

AIMA organised its second annual World Marketing Congress in New Delhi on 2-3 March 2012 on the theme - Exploding Marketing (Power)ⁿ.

The concept of marketing was expanded to include spheres as diverse as spirituality, politics, corruption, business and leaders from all walks of life converged under one umbrella to understand the various nuances of marketing and how they can be leveraged to unlock its exponential power.

The two day conference saw a panel of eminent speakers from various sectors exchange thoughts about the changing dynamics of marketing in today's scenario and the need of the hour. The high profile speakers included HH Radhanath Swami; Mr. Srinivasan K Swamy, Congress Chairman & Chairman and Managing Director, R K Swamy Hansa Group; Mr. Ramesh Jude



Yashwant Sinha, Former Union Minister for External Affairs and Member of Parliament

The power of marketing is not limited to the business world alone and should be harnessed to augment growth.

Thomas, President & CKO, Equitor Consulting; Dr. Kalyan Raman, Affiliated Professor of Marketing, Kellogg School of Management & Northwestern University; Mr. Siva Nagarajan, MD, Mother Dairy; Mr. Mayank Pareek, Managing Executive Officer, Maruti Suzuki India Ltd.; Mr. Vishnu Mohan, CEO, Asia Pacific, Havas Media; Mr. Paritosh Joshi, Chief Executive Officer, Star CJ Network India; Mr. Rajiv Vastupal, President, AIMA; Ms. Rekha Sethi, Director General, AIMA, amongst others.

Delivering the insightful keynote address, HH Radhanath Swami shared, "Marketing in today's world is not just about the product; it is about the culture in which the product is marketed. It is extremely important for marketers and companies to understand what is meaningful and what touches the hearts of the consumer keeping in mind the cultural context."

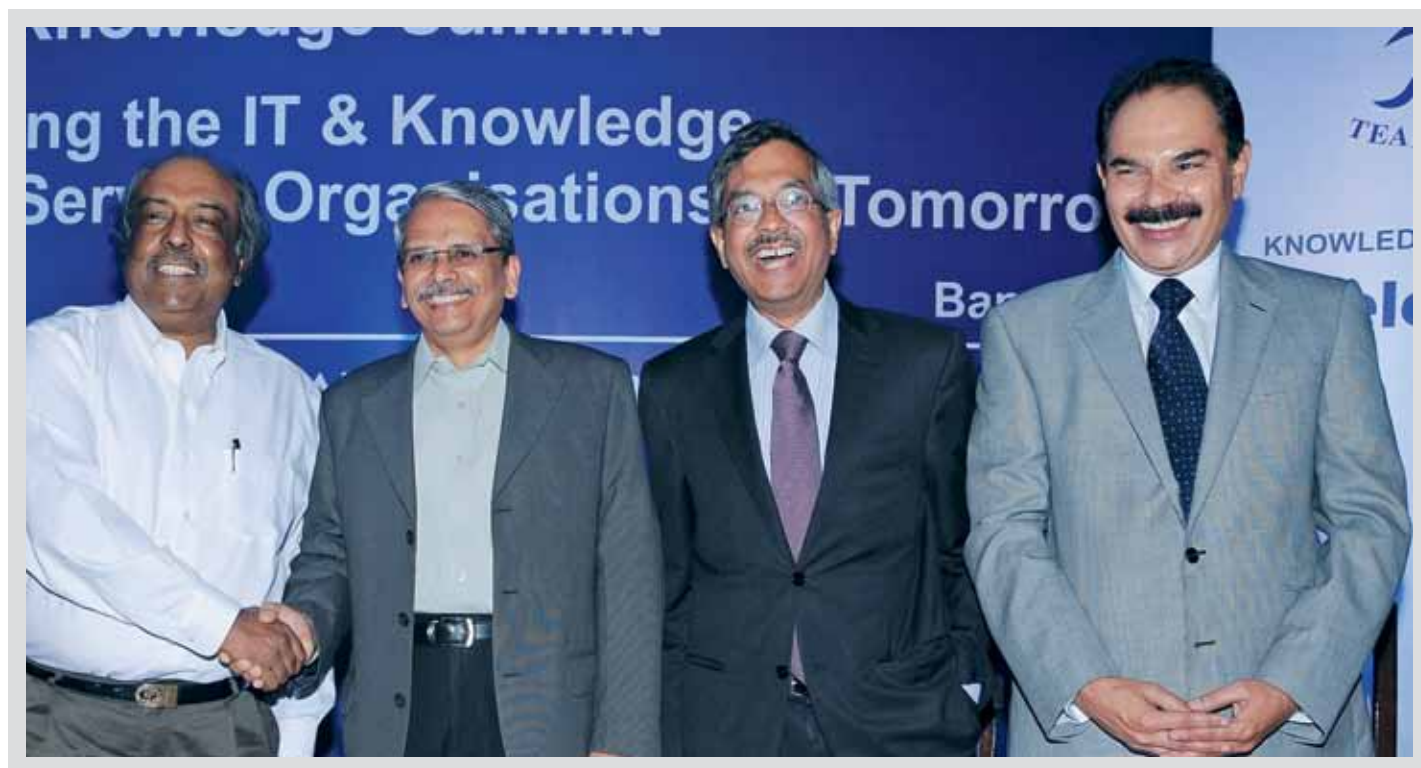
This was the third year running that AIMA announced the AIMA - RK Swamy High Performance Brand Award. This year the award was bagged by Wipro Technologies. The congress this year was attended by over 300 delegates who included CEOs, marketing heads, academicians, politicians and industry experts from all spheres.



(L-R) Rajiv Vastupal, President, AIMA and MD & Chairman, Rajiv Petrochemicals Pvt. Ltd.; Subramanian Swamy, President, Janta Party & S K Swamy, Conference Chairman & CMD, R K Swamy Hansa Group at the Special Plenary Session



(L-R) Baijyant Panda, Member of Parliament, BJD; D Raja, National General Secretary, Communist Party of India; Prabhu Chawla, Chairperson & Editorial Director, The New Indian Express Group; Syed Shahnawaz Hussain, Member of Parliament, BJP and Madhu Gaud Yaskhi, Member of Parliament, Indian National Congress at the session on 'Marketing of Political Parties'



(L-R) K. Jairaj, Former Addl. Chief Secretary, Government of Karnataka; K. Gopalakrishnan, Executive Co-Chairman, Infosys Technologies; Pramod Bhasin, Summit Chairman and Vice Chairman, Genpact; Rajiv Vastupal, President, AIMA and MD & Chairman, Rajiv Petrochemicals Pvt. Ltd.

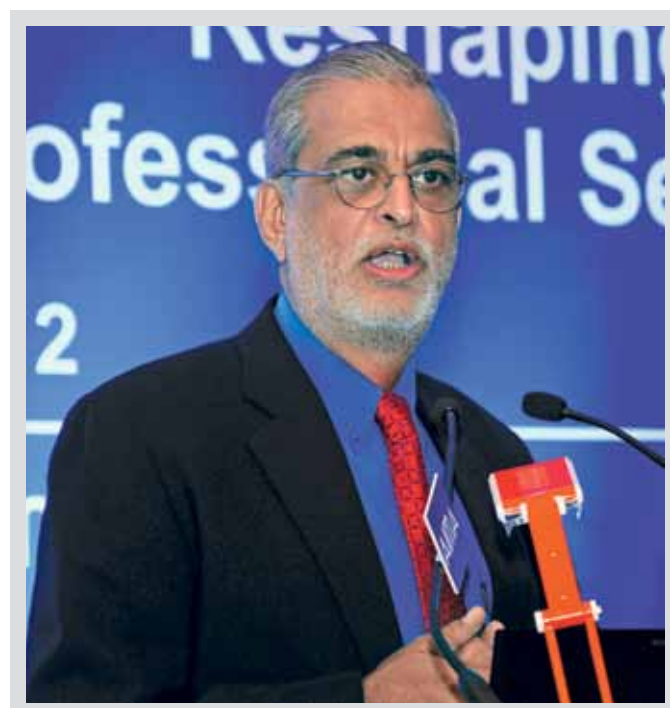
Knowledge Summit

AIMA organised its 2nd Knowledge Summit on 'Reshaping the IT & Knowledge Based Professional Service Organisation' on 7 March 2012 at Bengaluru. An AIMA – Deloitte report on the Indian Information Technology and Knowledge Professional Services (IT & KPS) sector was also released at the Summit.

Mr. Pramod Bhasin, Summit Chairman and Vice Chairman, Genpact opined, "As the country goes through the recession, volatility requires flexibility and will be directed to give business. True technology revolution is happening and a day will be soon there where we will be able to cater to the end consumers directly."

Delivering the key note, Mr. K. Gopalakrishnan, Executive Co-Chairman Infosys Technologies, said, "I am quite optimistic about where we are and where we would be in future. The IT Industry in India is projected to grow at 13% over the next decade taking the market to an overall size of \$272 billion by 2020."

The conference was very well received and saw a participation of over 200 delegates from across industries.



Vijay Thadani, Chief Executive Officer, NIIT addressing the Summit

3rd Global Innovation Conference

The 3rd Global Innovation Conference on the theme 'Democratising Innovation: A Game Changer for Inclusive Growth' was held on 22-23 November 2011 at Mumbai.

Dr. R A Mashelkar, National Research Professor & President, Global Research Alliance and Mr. R Gopalakrishnan, Director, Tata Sons Ltd. were the Conference Chairmen. Mr. Arun Maira, Member, Planning Commission was the Chief Guest and released the AIMA - Accenture Research Report. The Conference was also addressed by Mr. Rajiv Vastupal, President, AIMA and Mr. Avinash Vashistha, Chairman and Geography Managing Director, India, Accenture. Accenture was the Knowledge Partner to the Conference.

The Conference focused on how democratising innovation will propel high-performance in business and overall inclusive growth. Eminent senior professionals from across the country addressed the Conference, which saw a participation of over 225 delegates.

Innovative practices will lead to growth only when they are accessible and affordable for one and all.



R Gopalakrishnan, Director, Tata Sons & Conference Chairman; Arun Maira, Member, Planning Commission; R A Mashelkar, Chairman, National Innovation Foundation, India & Conference Chairman and Rajiv Vastupal, Chairman & MD, Rajiv Petrochemicals Ltd. & President, AIMA releasing the AIMA - Accenture Research Report



(L-R) Rekha Sethi, Director General, AIMA; Kewal Handa, Managing Director, Pfizer Ltd.; Nirmalya Kumar, London Business School & Co-author; Harsh Goenka, Chairman, RPG Enterprises; Kumar Mangalam Birla, Chairman, Aditya Birla Group; Phanish Puranam, London Business School & Co-author and Rajiv Vastupal, President, AIMA, Chairman & MD, Rajiv Petrochemicals Pvt. Ltd.

On the occasion of the 3rd Global Innovation Conference a book release of 'India Inside: The Emerging Innovation Challenge to the West' was also organised.

Authored by two Indian business teachers, Professor Nirmalaya Kumar and Professor Phanish Puranam, the book documents the shift of business innovation from the West to the East, particularly to India and China.

INDIA INSIDE - A book about the emerging innovation challenges.

Professor Nirmalaya Kumar explained that the book was based on the premise that the West could not expect to merely outsource work from the East since the Western laboratories were already full of Indians and Chinese experts.

Mr. Kumar Mangalam Birla, Chairman, Aditya Birla Group, praised the book for its intent and content. He argued that India needed to progress from incremental innovation to game-changing innovations. For that, he said, India required an ecosystem and both India Inc. and the government needed to play their part in creating that.

Mr. Harsh Goenka, Chairman, RPG Enterprises emphasised the need to innovate to compete globally.

Mr. Kewal Handa, Managing Director, Pfizer India, lauded the book for providing pointers for actions by Indian policymakers, companies and the MNCs operating in India.

AIMA President, Mr. Rajiv Vastupal opined that the world was not ready for the change pointed out by the book even though it was happening.



Kumar Mangalam Birla, Chairman, Aditya Birla Group addressing

1st World Summit on Accreditation

AIMA was an associate partner in the First World Summit on Accreditation (WOSA - 2012) organised by National Board of Accreditation in New Delhi during 25-28 March 2012. AIMA actively facilitated NBA in bringing together Indian and global leaders of technical and professional education, education administrators, policy makers, regulators and education entrepreneurs in this Summit.

The theme of the Summit was 'Achieving Excellence through Accreditation'.

The Summit focused on India's quest for achieving ultimate standards in technical and professional education in the world and to facilitate global mobility for qualified Indians. It looked at the issues involved in India's ongoing negotiations to achieve full membership of the Washington Accord, which will allow Indian engineering and other professional degrees global acceptance.

The Summit was addressed by several eminent speakers, including Mr. Kapil Sibal, Minister of Human Resource Development (MHRD) and Telecommunication; Ms. Vibha Puri Das, Secretary, Department of Higher Education, MHRD; Mr. Ashok Thakur, Special Secretary, MHRD, and Dr. Dinesh Paliwal, Member Secretary, NBA.



Kapil Sibal, Minister of Human Resource Development and Telecommunication, Government of India

Developing a framework to integrate the Institutes of Higher Education in India with global accreditation.



G Prabhakar, Past President, Institute of Engineers (India); Dinesh K Paliwal, Member Secretary, NBA; Kapil Sibal, Minister of Human Resource Development and Telecommunication, Government of India; Hu Hanrahan, Chair, Washington Accord; Rekha Sethi, Director General, AIMA



Rajiv Vastupal, President, AIMA and Chairman & MD, Rajiv Petrochemicals Pvt. Ltd. presenting a memento to Narendra Modi, Chief Minister, Gujarat (L-R): Rekha Sethi, Director General, AIMA; Preetha Reddy, Vice President, AIMA & MD, Apollo Hospital Enterprises; D Shivakumar, Sr. Vice President, AIMA & Sr. Vice President, Nokia, IMEA.

Interactive Session with Chief Minister of Gujarat

AIMA organised a special interactive session with Mr. Narendra Modi, Chief Minister, Gujarat on 17 August 2012 at Ahmedabad. The session was organised for AIMA Council members to discuss the growth challenges and effective management of a healthy economy.

"There are several parameters of success in the world of management, but the one of paramount importance is focused activity. If I am perceived as successful today, it is because my primary focus has been six crore Gujaratis. Whatever I am doing might be within the geography of Gujarat but the platform is national," said Mr. Modi.

Doing away with regular speeches, Modi invited questions from the audience and had a candid discussion about his management principles and the success drivers that has

steered his state's growth. Speaking on the achievements of 'Vibrant Gujarat', Mr. Modi said, "Vibrant Gujarat - Global Investor Summit as a concept was started in 2003. Our approach was to invite investors and business houses to our state to get a first hand feel of Gujarat. Initially, there were only 10 odd countries with 600 participants despite that we signed MoUs worth 66,000 crores. Continuing on till 2011 we've organised this summit every two years, and now it is not just an investment opportunity but also a knowledge sharing platform. The last summit witnessed a participation of 19 Indian states, 112 countries and 20 global political leaders. It's like Davos in action."

This highly interactive, exclusive session was attended by over a 100 participants including dignitaries, CEOs and members of Management Associations

Chief Minister of Gujarat, Narendra Modi on project 'Vibrant Gujarat', a successful Investor Summit where business houses from all over the world participate.



Delegates at the first HR Leadership Retreat at Kathmandu

HR Leadership Retreat

AIMA initiated a 'Learning Community' of HR leaders at its first HR Leadership Retreat. The Retreat was held on 3-6 November 2011 at Kathmandu on the theme 'Developing Next Generation Leadership for Sustained Business Growth'.

The Retreat was led by Dr. A K Balyan, Managing Director & CEO, Petronet LNG Ltd. and Mr. Aquil Busrai, Former Executive Director HR, IBM and CEO, Aquil Busrai Consulting. HayGroup was the Knowledge Partner.

Mr. Bhaskar Chatterjee, Director General Designate, Indian Institute of Corporate Affairs, Government of India and Ms. Kate Sweetman, Director (Research & Curriculum), ICLIF Leadership & Governance Centre were the other distinguished speakers.

17 eminent CEOs and Leaders from reputed organisations including Anand Automotive Systems Ltd.; GAIL (India) Ltd.; IFFCO; Indian Oil Corporation Ltd.; ISEO Systems Pvt. Ltd.; Larsen & Toubro Ltd.; Mother Dairy Fruit & Vegetable Pvt. Ltd.; Oil India Ltd.; ONGC Ltd.; Petronet LNG Ltd.; Spice Global; State Bank of India and Vision Group attended the Retreat.

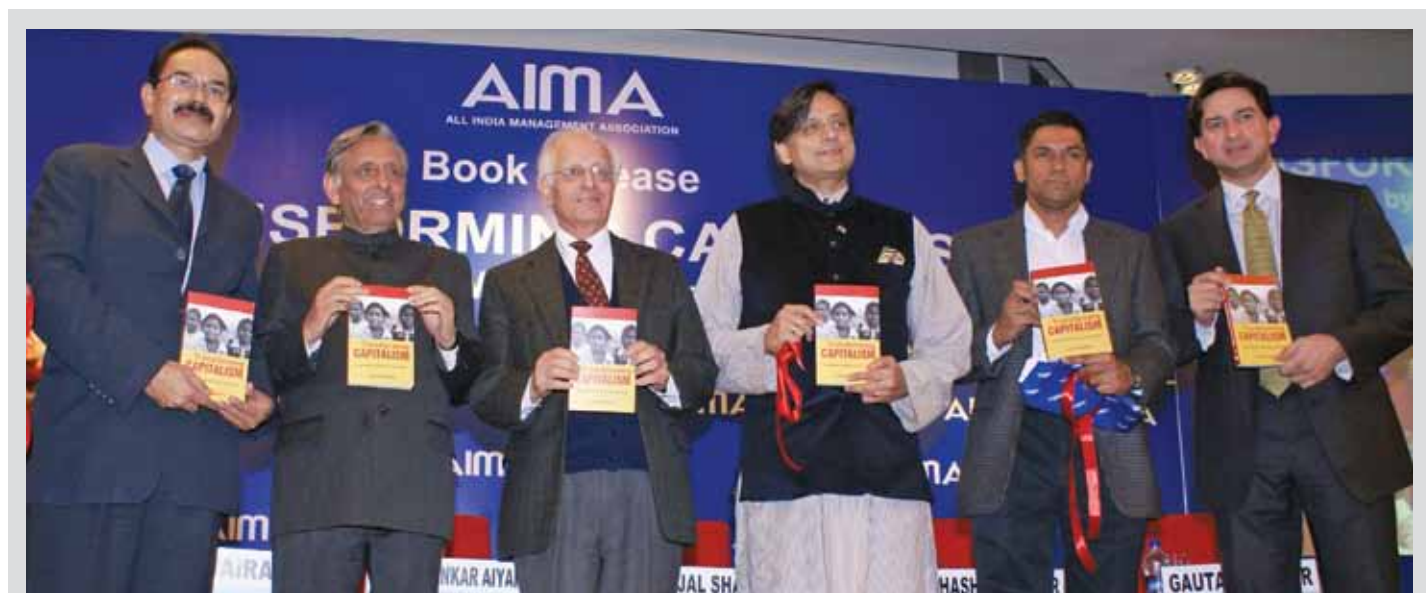
.....●.....
A 'Learning Community' of HR Leaders. AIMA's first HR Leadership Retreat on the theme
'Developing Next Generation Leadership for Sustained Business Growth'.
.....●.....

Book Release 'Transforming Capitalism'

All India Management Association organised the release of the book 'Transforming Capitalism' authored by Mr. Arun Maira, Member Planning Commission, on 20 December 2011 in New Delhi.

As part of the book release function, a panel discussion was organised. The eminent panelists included Mr. Mani Shankar Aiyar, Member of Parliament; Dr. Shashi Tharoor, Member of

Parliament; Mr. Arun Maira, Member, Planning Commission, Government of India; Mr. Gautam Thapar, Chairman & CEO, The Avantha Group and was moderated by Mr. Pranjal Sharma, Senior Executive Editor, Bloomberg UTV. The programme was followed by cocktails and snacks and was attended by over 200 senior participants from industry, academia and bureaucracy.



(L-R) Rajiv Vastupal, President, AIMA; Mani Shankar Aiyar, Member of Parliament; Arun Maira, Member, Planning Commission; Shashi Tharoor, Member of Parliament; Pranjal Sharma, Senior Executive Editor, Bloomberg UTV; Gautam Thapar, Chairman & CEO, The Avantha Group

Leadership Conclave

AIMA Bengaluru Centre organised a Leadership Conclave with Dr. Stuart Hart, a world renowned academic, writer and theorist and the founder of Enterprise for a Sustainable World on the theme 'Defining Sustainability: Rio and Beyond - The New Corporate Challenge of the 21st Century' in Bengaluru on 22 August 2012. The key challenge addressed at the conclave was how to move 'beyond greening' to develop breakthrough innovations that confront directly the two biggest problems facing humanity: growing inequity and accelerating environmental degradation.

The conclave was also addressed by Dr. Devi Shetty, Founder, Narayana Hrudayalaya and Mr. K Jairaj, Former Additional Chief Secretary, Government of Karnataka.



(L-R): Devi Shetty, Founder, Narayana Hrudayalaya and Stuart Hart, Founder, Enterprise for a Sustainable World



(L-R) Rajiv Vastupal, President, AIMA & Chairman and MD, Rajiv Petrochemicals Pvt. Ltd.; M Narendra, Convention Chairman & Chairman and Managing Director, Indian Overseas Bank; J S Juneja, Chairman, Task Force MSME, AIMA; H P Kumar, Chairman, MSME Committee, AIMA, Chairman & Managing Director, NSIC Ltd.; Rajeev Mecheri, Member, Managing Committee, MMA

3rd National MSME Convention

AIMA in association with Madras Management Association organised its 3rd National Convention on Micro, Small and Medium Enterprises on the theme 'Building Globally Competitive MSMEs: The Way Forward' at Chennai, on 28 April 2012.

On the occasion, the Chief Guest, Mr. M Narendra, Convention Chairman and Chairman & Managing Director, Indian Overseas Bank said, "MSMEs today should work towards incorporating all aspects of best international practices in their way of work. Individuals and not just institutions should have a passion for excellence."

Mr. Rajiv Vastupal, President, AIMA and Chairman & MD, Rajiv Petrochemicals Pvt. Ltd. welcomed the participants to the Convention while Dr. H P Kumar, Chairman, MSME Committee, AIMA, Chairman & Managing Director, NSIC Ltd. and Dr. J S Juneja, Chairman, Task Force MSME, AIMA, spoke about the relevance and contribution of MSMEs with relation to India's growth and economy.

The convention saw several eminent speakers including Mr. K Subrahmanyam, General Manager SME, Indian Overseas Bank; Mr. Jayanta Chatterjee, Senior Group Vice President, ICRA Ltd.; Mr. V S Sundara Raman, Vice President,

On Demand Solutions, Ramco Systems Ltd.; Mr. Suneet Singh Tuli, Chief Executive Officer, Data Wind Ltd. amongst others.

Over 250 entrepreneurs from all over India attended this first ever MSME event in Chennai.



(L-R) Rajiv Vastupal, President, AIMA and Chairman & MD, Rajiv Petrochemicals Pvt. Ltd. and M Narendra, Convention Chairman and Chairman & Managing Director, Indian Overseas Bank

HR Conference

AIMA organised a conference on 'Managing Human Resources in a Globalised Economy: Building for the Future' in Bengaluru on 15 March 2012. Delivering the keynote address, Mr. Ravi Venkatesan, Director, Infosys Ltd., said, "There is a need of HR to adapt to the changing social, economic and political trends. Organisations need to invest in people capability, bet on young professionals and give them leadership roles at the same time the HR professionals should come out of their pre-defined HR roles and run the business."

Mr. Aquil Busrai, CEO, Aquil Busrai Consulting & Conference Chairman said, "Transnational workforce could be a reality. Accessing people from different backgrounds, training people with multicultural backgrounds will be difficult and dealing with them is required. Whole movement across the boundaries will affect the talent management issues."

Some of the other high profile speakers included Ms. Padmaja Alaganandan, Executive Director, Consulting PwC India; Mr. Ashok Reddy, Managing Director and Co-Founder, TeamLease Services; Mr. R U Srinivas, CEO, Caliber Point; Mr. R R Nair, formerly HR Director, Unilever Subsidiary Companies; Mr. P Dwarkanath, Director (Group Human Capital) Max India Ltd.; Mr. Harish Devarajan, Leadership Coach and Organisation Consultant People Unlimited; Mr. Saugata Mitra, Chief People Officer & Group HR Head, Mother Dairy Fruit & Vegetable. Ltd., amongst others.

The Conference also highlighted key points from the AIMA-PwC research paper and saw a participation of over 150 high profile delegates and eminent speakers.

AIMA organised a conference on 'Managing Human Resources in a Globalised Economy', featuring high profile speakers and highlighting key points from the AIMA-PwC research paper.



(L-R) Rekha Sethi, Director General, AIMA; Ravi Venkatesan, Director, Infosys Ltd. and Aquil Busrai, CEO, Aquil Busrai Consulting & Conference Chairman



(L-R) Yogi Sriram, Executive Vice President (HR & Administrative Services) Larsen & Toubro Ltd.; Alpana Parida, President, D Y Works; Shivnath Thukral, Group President (Corporate Branding & Strategic Initiatives) Essar Group; Manish Advani, Head (Marketing & Public Relations), Mahindra SSG; Pramod Sadarjoshi, Executive Director, HR, GSC India JP Morgan Chase and Chitra Krishnamurthy, Deputy General Manager (Group Human Resources) Aditya Birla Group

6th National Brand Summit

The 6th National Brand Summit was organised from 14 – 15 October 2011 at Mumbai, and brought together prominent speakers who enlightened the participants on 'Brand Leadership in Volatile Times'.

The Brand Summit led by Mr. Hemant Sachdev, former Jt. MD, Microsoft Corp. Pvt. Ltd. as Summit Director who whilst opening the forum, articulated, "Volatility is about brand accountability, at present there is an economic reset that is happening and not in actual fact an economic recession. There is no change in consumers but there are two distinct demographics hence execution, more for less and talent restructuring are key to brand leadership."

Some of the other speakers included, Mr. Gopal Vittal, Executive Director, Hindustan Unilever Ltd.; Mr. K Ramakrishnan, President (Marketing), Café Coffee Day; Ms. Anisha Motwani,

Director & Chief Marketing Officer, Max New York Life Insurance Company Ltd.; Mr. Gaurav Seth, Sr. Vice President & Head (Marketing & Communications), Max; Mr. Rajesh Kumar, Head of Marketing (Indian Subcontinent), SAP India Pvt. Ltd.; Mr. Vipin Anand, Executive Director (Corporate Communications), Life Insurance Corporation of India; Mr. Mohit Beotra, Head (Emerging Business), Bharti Airtel Ltd.; Mr. Tarun Katial, CEO, Reliance Broadcast Network Ltd.; Ms. Dharini Mishra, Global Head of Brand, Suzlon Group, amongst others.

The National Brand Summit is AIMA's flagship brand event in India where brand leaders get together to discuss innovative strategies to achieve global brand presence and secure better brand space in the mind of the global customer. Over 125 brand and marketing professionals attended the Summit from reputed companies across the nation.

National Conference on Women Leadership

AIMA organised its 6th National Conference on 'Developing Women Business Leaders – Agenda for Action' on 20-21 January 2012. The Conference was led by Ms. Sangeeta Talwar, Managing Director, NDDDB Dairy Services as Conference Chairperson and Dr. Reena Ramachandra as the Conference Director. Aon Hewitt was the Knowledge Partner.

Mr. Anand Shankar, CEO, Aon Hewitt delivered the Special Address and Ms. Sangeeta Talwar delivered the Keynote Address at the Conference. Ms. Vibha Puri Das, IAS, Secretary, Department of Higher Education, Ministry of Human Resource Development, Government of India was the Chief Guest at the Inaugural Session and Ms. Naina Lal Kidwai, Country Head India, Director HSBC Asia Pacific was the Chief Guest at the Valedictory Session.

The Conference featured eminent professionals both from the industry and academia including Mr. S Y Siddiqui, Managing Executive Officer, Admin (HR, Finance, IT & COSL), Maruti Suzuki India Ltd.; Ms. Arti Luniya, Executive Director, SAIL; Dr. Meera Ramachandran, Principal, Gargi College;

Mr. Bharat Wakhlu, Resident Director, Tata Group; Ms. Anisha Motwani, Chief Marketing Officer, MaxNewYorkLife Insurance Co; Ms. Kimsuka Narsimhan, Chief Financial Officer, Pepsico India; Ms. Neeru Abrol, Director (Finance), National Fertilisers Ltd.; Ms. Aynesh Johnson, Global Head of Diversity & Head of Bangalore HCM, Goldman Sachs; Ms. Annapurna Vancheswaran, Director (Sustainable Outreach Division), TERI; Dr. Neharika Vohra, Professor, IIM Ahmedabad and Ms. Pratiba Mohapatra, Director, IBM Global Business Services etc.

Over 150 delegates from all over India participated in the Conference.

AIMA's conference called for enhancing women education for inclusive growth of the nation.



Sangeeta Talwar, Managing Director, NDDDB Dairy Services addressing. (L-R) Vibha Puri Das, Secretary, Department of Higher Education, Ministry of HRD, Government of India; Rekha Sethi, Director General, AIMA and Anand Shankar, CEO, Aon Hewitt

Healthcare Conference

AIMA organised a conference on 'Innovative and Sustainable Healthcare Management: Strategies for Growth' at Bengaluru on 7 August 2012 to discuss the challenges faced by the healthcare sector in the country. This conference, the second in its series, focused on how fostering innovation and learning from select best-in-class healthcare delivery models have helped deliver quality healthcare to a whole new set of consumers.

Delivering the theme address Ms. Preetha Reddy, Conference Chairperson, Managing Director, Apollo Hospital Enterprises & Vice President, AIMA said, "With this conference we aim to ignite the minds of the healthcare providers to go beyond their traditional boundaries and the thought process in the healthcare delivery."

Mr. K Jairaj, Former Additional Chief Secretary, Government of Karnataka & Past President AIMA reiterated, "AIMA is trying to provide a forum for healthcare professionals to deliberate on current issues and arrive at a conclusion."

The conference was also addressed by Mr. E V Ramana Reddy, Secretary to Government Health and Family Welfare, Government of Karnataka; Mr. Kewal Handa, Managing Director, Pfizer India; Mr. Sreenath A V, Vice President, Business Solutions, Wipro; Mr. Rajen Padukone, CEO & MD, Manipal Health Enterprises; Mr. Sanjay Kakkar, Chairman, Jai Medica; Mr. Vishal Gupta, Vice President, Global Healthcare Solutions, CISCO, amongst others.

The conference brought together over 180 participants from across the healthcare world and was very well received.

Although Indian healthcare has made rapid strides, basic issues of affordability, availability and quality continue to persist and affect a large section of the population.



(L-R) Rekha Sethi, Director General, AIMA; Preetha Reddy, Conference Chairperson, Managing Director, Apollo Hospital Enterprises & Vice President, AIMA; E V Ramana Reddy, Secretary to Government Health and Family Welfare, Government of Karnataka and K Jairaj, Former Additional Chief Secretary, Government of Karnataka



(L-R) Bharat Wakhlu, Resident Director, TATA Group; M Veerappa Moily, Minister of Corporate Affairs, Government of India; Bhaskar Chatterjee, Summit Chairman and DG & CEO, Indian Institute of Corporate Affairs and Sudipta Das, Partner, Advisory Services, Ernst & Young

5th Business Responsibility Summit

AIMA organised the two day 5th Business Responsibility Summit on 6 & 7 July 2012 at New Delhi on the theme 'Enabling Responsible Business for a Sustainable Future: Challenges and Opportunities'.

Giving the inaugural address, Dr. M Veerappa Moily, Minister of Corporate Affairs, Government of India said, "We should realise that society and communities are the pillars of strength of any government and the corporate institutions need to give back to the community in the form of business responsibility."

The inaugural session was also addressed by Dr. Bhaskar Chatterjee, Summit Chairman & DG & CEO, Indian Institute of Corporate Affairs; Mr. Bharat Wakhlu, Resident Director, TATA Group; Mr. Sudipta Das, Partner, Advisory Services, Ernst & Young; Ms. Rekha Sethi, Director General, AIMA and Mr. Kamal Singh, Director, CMD, AIMA.

Some of the other high profile speakers included Dr. A K Rath, Chairman & Professor, Centre for Corporate Governance & Social Responsibility, International Management Institute; Mr. Rajan Kohli, Senior Advisor, FICCI; Dr. H Chaturvedi, Director, Birla Institute of Management Technology; Mr. Kiran Karnik, Former President, NASSCOM, amongst others.

A discussion on the most important aspect of overcoming challenges to build responsible business and a sustainable future.



Kiran Karnik, Former President, NASSCOM addressing

AIMA shortlisted 29 exceptional CSR case studies all across the country out of which the top three - Bosch Ltd., Larsen and Toubro and Jindal Steel were awarded by AIMA.

Leadership Retreat 2012

AIMA initiated a 'learning community' in the form of its Leadership Retreat in 2008. The fourth in its series was held on 15-16 June 2012 at The Leela Kempinski, Kovalam Beach Kerala on the theme 'Creating Shared Value through Inspired Leadership: Agenda for Business Leaders.'

The Retreat was led by Mr. Anil Sachdev, Founder & CEO, Grow Talent Company Ltd. and Founder, The School of Inspired Leadership (SOIL); Mr. Bhaskar Bhat, Managing Director, Titan Industries Ltd. and Mr. Ulhas N Yargop, President (IT Sector), Group CTO & Member (Group Executive Board), Mahindra & Mahindra Ltd.

Mr. M Ayyappan, Chairman & Managing Director, HLL Lifecare Ltd. was the other distinguished speaker.

25 eminent CEOs & leaders from reputed organisations including Coal India Ltd., Hero MotoCorp Ltd., HLL Lifecare Ltd., IFFCO, Indian Oil Corp. Ltd., Indian Overseas Bank, Jindal Steel & Power Ltd., Maharashtra Natural Gas Ltd.,

Building a community of leaders
and imparting a shared value thought
inspired leadership.

Moser Baer Projects Pvt. Ltd., Mother Dairy Fruit & Vegetable Pvt. Ltd., NTPC Ltd., ONGC Ltd., Oil India Ltd., Oriental Bank of Commerce, Petronet LNG Ltd., Power Grid Corp of India Ltd., Punjab National Bank, Tata Steel Ltd. and THDC India Ltd. attended the Retreat.

AIMA invited the spouses and the delegates' response was very encouraging. 13 ladies were part of the Retreat where they enthusiastically participated in some of the sessions.



Delegates at the Leadership Retreat at Kovalam, Kerala

Management Quiz & Competition

National Management Quiz 2011

AIMA National Management Quiz 2011 attracted 163 corporate teams. The national final was won by TCS, Chennai. ITC, Kolkata finished second and TCS, Mumbai finished third. Two teams from each zone had qualified for the national finals.

The regional winners were ITC Ltd., Kolkata and Vizag Steel, RINL (East), TCS, Mumbai and Pfizer (West), TCS, Chennai and Cognizant Technology Solutions India (South) and Accenture and Vizag Steel (North).

National Student Management Quiz 2012

AIMA's National Student Management Quiz 2012 witnessed a record participation of over 300 teams across the country with the Grand Finale held on 24 March 2012 at Greater Noida.



TCS Chennai, winners of the National Management Quiz 2011



Team Bosch Limited, Nasik receiving the NCYM 2011 Champions Award from Sachin Pilot, Minister of State for Communications & IT, Government of India

The Grand Finale was fast paced and tested lateral thinking, quick decision making and ability to take risks, with Mr. S P S Jaggi as the Quiz Master. After grueling rounds, two teams from each region reached the Grand Finale. Institute of Public Enterprise, Hyderabad emerged the Champions followed by XIMB, Bhubaneswar as the First, Runners Up and Symbiosis Law School, Pune as the Second Runners Up.

Quiz Management for Companies and Business Schools

AIMA offered its quiz organising capability to hold in-house quiz competitions for companies and business schools.

AIMA conducted *AADHAR 2011*, a quiz series for Dalmia Cements across the four southern states – Andhra Pradesh, Karnataka, Kerala and Tamil Nadu. The corporate promotion activity



Rajeshwari S Patil, Bosch Ltd., Bengaluru receiving the Best Young Manager Award from Arun Maira, Member, Planning Commission



ISB Hyderabad, winners of the NCMS 2011



IPE Hyderabad, winners of the NSMQ 2012

Various competitions were incorporated to help the business community build and inspire better, the leaders of tomorrow.

aimed at civil engineering students involved 120 colleges and 16,000 students.

Similarly, a *Quiz Guru* series was organised for ITS, Ghaziabad, a business school. The series involved students from 50 colleges of Delhi University.

Another quiz series *Lakshya* was conducted for Admerit Global Business School, Patna. The competition attracted more than 800 students from colleges across Bihar.

A girls-only quiz competition was organised for Jyoti Vidyapeeth, Jaipur. This competition attracted more than 1,000 participants from schools, colleges, business schools and companies in and around Jaipur.

AIMA organised another open quiz competition for Jagannath International Management School, Delhi. Top colleges from the National Capital Region participated in the contest.

Business Simulation Programme



An effective HR tool that helps participants understand all functions of a business.

Power Grid, winners of NMG 2012

Management Competitions

AIMA has been organising Business Simulation Competitions for managers and students to challenge and hone their strategising skills in a simulated business environment. They get a flavour of running a corporation towards profitability amidst competition and efficient utilisation of human and material resources, internally and externally, and converting obstacles into opportunities.

21st National Competition for Business Management Simulations (NMG-2012)

The NMG-2012 saw massive participation across the country. The National Finals were held on 15 June 2012, amidst all the Regional Finalists from the North, West, East and South Zones.

Power Grid emerged as the National Champions in NMG-2012; Maruti Suzuki India Ltd. and CESC closely followed as the first and second runners up.

The Champion and Runners up teams shall go on to represent India at the Asian Management Games later in the year.

15th National Student Management Games

The 15th National Competition for Student Management Simulation Games, popularly known as NSMG, was held between 25 August and 11 November 2011.

Amongst a total of 265 teams that participated across the country, ICAI Kolkata won the competition, Nirma University was the first runner up and Kolkata Business School finished third.

Business Simulation Programme - Corporate

AIMA has been a pioneer in conducting Business Management Simulation Programmes for training and evaluation for various business houses. 39 such programmes were conducted for various companies with more than 1800 managers across various levels, as beneficiaries.

Some of the business houses that conducted the programme this year are Magnolia Management, NTPC, Power Grid, Hewitt, Hero Honda, Reliance Industries, Schneider, LG, Alstom, Madura Garments, Volvo, ONGC, Nalco, Jubilant Life, Deepak Fertilizer, Caterpillar, Sanofi, Pranj Industries etc.

Business Simulation Programme - Management Institution

Various business schools employ AIMA's Business Simulation to train their students in MDP, Executive Programmes and Regular Programmes. Some of the business schools that used our Business Simulation are MDI Gurgaon, Chameli Devi at Indore, SIBACA at Pune, JIMS at Rohini, amongst others.



Narendra Pandya addressing at the workshop. (L-R) Yatindra R Sharma, MD, KHS Machinery Pvt. Ltd. and Kamal Singh, Director, CMD, AIMA

Management Development Programmes

AIMA's Management Development Programmes (MDPs) continued enhancing the competitiveness of Indian managers, business school faculty and students across functional areas using global pedagogy. These programmes were offered both as in-house and open forums. This year workshops were organised on various in-demand themes including 'Training the Trainers', 'Developing Razor-Sharp Execution Skills', 'Developing Leadership Skills: from Design to Implementation', 'Capacity Building Workshops for MSMEs'. All these workshops were conducted by reputed professionals and trainers.

AIMA also organised its most popular programme on the subject 'Managing the Contract Labour: Issues, Concerns, Problems & Remedies' on 29-30 June in Delhi. Mr. M R Gera, Director, Management Development Centre, Delhi was the Programme Director. The programme was very well received by over 107 delegates.

In addition, in-company programmes were conducted for several organisations including SOS Children's Villages of India, NHPC amongst others.



M R Gera, Director, Management Development Centre addressing

Enhancing the competitiveness of Indian managers, B-School faculty and students using global pedagogy.

India Africa Partnership Initiative

AIMA & Ministry of External Affairs in collaboration with Chandigarh Management Association organised an awareness programme on Enterprise Development for African students on 9-10 March 2012 at Chandigarh. Participants from 6 African countries (Nigeria, Tanzania, Uganda, Lesotho, Mozambique and Zimbabwe) participated in the highly interactive workshop.

Dr. J S Juneja, Chairman, SME Task Force, AIMA and Programme Director presented the programme overview and keynote address. Mr. Anuj Aggarwal, Chairman & Managing Director, Altruist Technologies Pvt. Ltd.; Mr. Kamal Singh, Director CMD, AIMA; Mr. J R Singal, CMD, Eastman Industries Ltd. and President of Ludhiana Management Association; Mr. Gurdip Singh Deep, Advisor, Parwanoo Urban Cooperative Bank amongst others, addressed the programme.

The programme was very well received.



(L-R) Anshu Kataria, President, Chandigarh Management Association and Anuj Aggarwal, Chairman & Managing Director, Altruist Technologies Pvt. Ltd.

National Rewards Summit

AIMA's most popular National Summit on 'Recent Trends in Compensation & Rewards: Managing from Design to Delivery' was held on 27-28 January 2012 at Mumbai. PwC India was the Knowledge Partner.

Mr. P Dwarakanath, Director (Group Human Capital), Max India Ltd. was the Summit Director. Mr. R Sankar, Executive Director and Head-People & Change Consulting,

PwC India delivered the Theme Address and Mr. Kewal Handa, Managing Director, Pfizer Ltd. delivered the Inaugural Address during the Inaugural Session.

The Summit focused on the art and science of crafting a compensation strategy that can enable organisations to deliver business results.



(L-R) R Sankar, Executive Director and Head-People & Change Consulting, PwC India; P Dwarakanath, Director (Group Human Capital), Max India Ltd. and Summit Director and Kewal Handa, Managing Director, Pfizer Ltd. at the Inaugural Session

With over 120 attendees, AIMA's renowned Summit focused on the art and science of crafting a compensation strategy to deliver better business results.



D Shivakumar, Sr. Vice President, Nokia India, Middle East and Africa; Bhaskar Das, President, Times of India Group; Maj. Gen. Raj Mehta, Retd. Army Officer, Trainer and Author; Sanjeev Kapoor, Celebrity Chef; G Krishnan, Media Consultant; Raghunath Medge, President, Nutan Mumbai Tiffin Box; K Jairaj, Additional Chief Secretary, Government of Karnataka; Justice N Santosh Hegde, Former Lokayukta of Karnataka; Sanjeev Bikhchandani, Founder & Vice Chairman, Naukri.Com; Khushbu Sundar, Actor & Producer; Rajiv Vastupal, President AIMA & Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd.; G Narayana, Chairman Emeritus, Excel Industries Ltd.; Prabhu Chawla, Editorial Director, The New Indian Express Group and Gen. V P Malik, Former Chief of the Indian Army

Shaping Young Minds Programme

AIMA's Shaping Young Minds Programme (SYMP) allows young managers and students to interact with iconic achievers from diverse fields.

SYMP Ludhiana

SYMP Ludhiana, held on 24 February 2012, included Maj. Gen. Raj Mehta, Retd Army Officer; Mr. Sanjeev Kapoor, Chef and Mr. Raghunath Medge, President, Nutan Mumbai Tiffin Box.

SYMP Tumkur

SYMP Tumkur was held on 6 March 2012 and was addressed by Mr. K Jairaj, Additional Chief Secretary, Government of Karnataka and Mr. D Shivakumar, Sr. Vice President, Nokia India, Middle East and Africa.

SYMP Kochi

The 31st SYMP at Kochi held on 10 April 2012 involved Mr. Sanjeev Bikhchandani, Founder & Vice Chairman, Naukri.Com; Mr. Bhaskar Das, President, Times of India Group; Ms. Khushbu Sundar, Actor & Producer and Justice N Santosh Hegde, Former Lokayukta of Karnataka.

SYMP Baroda

The 32nd SYMP organised at Baroda on 1 August 2012, included Mr. Rajiv Vastupal, President, AIMA & Chairman and Managing Director, Rajiv Petrochemicals Private Ltd; Mr. G Narayana, Chairman Emeritus, Excel Industries Ltd.; Mr. Prabhu Chawla, Editorial Director, The New Indian Express Group and Gen. V P Malik, Former Chief of the Indian Army.

.....

An interactive session between young minds
from the management industry and some very eminent personalities.

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Management Conclave

AIMA Bengaluru Centre organised a one-day Management Conclave on Best Practices in Management Education at Bengaluru on 26 June 2012.

The conclave had over 18 prominent speakers from Academia & Industry who shared their views and experiences in best practices in management education. Over 130 delegates including officials from Department of Education, Government of Karnataka, Directors, Deans and Administrators of the MBA institutions across South India attended the conclave and utilised this opportune platform to meet, interact and deliberate on various issues concerning best practices in management education.

The conclave started with an inaugural session and was followed by three sessions on Contours of Business Education for Developing Future Managers, Industry and Business School Interface: Skills for Employability & Transforming Learning: New Pedagogic Approaches. The agenda covered all key areas and concerns of best practices in management education.

The inauguration was presided over by Mr. K Jairaj, Former Additional Chief Secretary, who delivered the Inaugural Address. Prof David Weinstein from INSEAD delivered the Keynote Address which was followed by a Vote of Thanks by Mr. Hari Krishna Maram, CEO, Imperial College of Business Studies. Mr. K Jairaj, Prof. David Weinstein and Mr. Hari Krishna Maram were accompanied by Dr. Raj Agarwal, Director, AIMA on the dais.

Experts from academia and industry came together to share their views and experiences in the best practices in management education.



Jairaj Daniel, Director & Head, AIMA, Bengaluru Centre



K Jairaj, Former Additional Chief Secretary, Government of Karnataka & Past President, AIMA; Raj Agarwal, Director, CME, AIMA; David Weinstein, Emeritus Professor of Marketing, INSEAD & Hari Krishna Maram, CEO, Imperial College of Business Studies at the Inaugural Session



(L-R) K S Jamestin, Director (HR), ONGC Ltd. & Summit Chairman; Y V Verma, COO, LG Electronics India Ltd.; Vikram Bector, Chief Learning Officer, Tata Motors Ltd. & Summit Director and Jayesh Pandey, Partner, Lead Talent and Organization, Accenture

Learning and Development Summit

AIMA organised its first ever two day National Learning and Development Summit 'Developing Learning Strategies To Drive Growth – The Road Ahead' on 27-28 July 2012 at New Delhi.

This first ever Summit of its kind not only examined the existing L&D scenario but also deliberated on the emerging trends in this area to explore the way forward.

Summit Chairman, Mr. K S Jamestin, Director (HR), ONGC Ltd. said, "Effective learning and strategy would help an organisation to compete and manage leadership positions. Learning & Development would significantly help to attract and retain talent."

Mr. Vikram Bector, Chief Learning Officer, Tata Motors Ltd. was the Summit Director and shared the panel with

several eminent speakers including Dr. Y V Verma, COO, LG Electronics India Ltd.

Mr. Diego S De Leon, Global Managing Director, Learning and Collaboration, Accenture; Ms. Anusha Narayan, Head HR, Nokia India; Dr. Anadi S Pande, Vice President, (HRM/ Corporate Planning & Strategy), Hero MotoCorp Ltd.; Mr. D Bhattacharya, Advisor (L&D), IFFCO; Mr. Rajeev Bhaduria, Director Group (HR), Jindal Steel & Power Ltd.; Mr. Kedar Vashi, National Head (L&D), Hindustan Coca-Cola Beverages Pvt. Ltd.; Ms. Ratna Sinha, Head (Management Development) Tata Steel.

The Summit saw over 150 participants with best minds from Training and HR address the key challenges faced by the organisations, their learning and development needs and the way forward.

.....●
The L&D Summit, the only one of it's kind, deliberated on the emerging trends
of learning and development to help attract and retain talent.
.....●

GLOBAL



(L-R) Gautam Thapar, Summit Chairman and Chairman & CEO, The Avantha Group; Sachin Pilot, Minister of State for Communications and IT; Xavier-Luc Duval, Vice Prime Minister, Minister of Finance & Economic Development, Mauritius and T P Seetharam, High Commissioner of India to Mauritius

Global Business Leaders Summit

AIMA brought together eminent business and political leaders from India, Mauritius and South Africa at its inaugural Global Business Leaders Summit in Mauritius on 30 May 2012. The objective of the Summit was to consider the challenges to global business leadership and the need to nurture new partners.

In a special plenary session, Mr. Xavier-Luc Duval, Vice Prime Minister of Mauritius and also the country's Minister of Finance and Economic Development, expounded on Mauritius' strategy of diversifying its economy to grow and become globally competitive. He said, "Mauritius has one of the most stringent antimoney laundering legislation in the world." He also added, "A tax information exchange agreement will be ratified through negotiations on the DTAA, which aims at addressing India's concerns through win-win and mutually agreeable solutions. Mauritius has always been a collaborative jurisdictive and will remain so."

Mr. Sachin Pilot pointed out that the downturn in the developed economies had shaken the world and thrust the BRICS countries in the lead role to sustain the global economy. "Innovation must be automatic in a changing environment. Companies who are not aware of the global events will not be able to adapt," he said.



Cader Sayed-Hossen, Minister of Industry, Commerce and Consumer Protection, Mauritius

The Summit Chairman and Past President, AIMA, Mr. Gautam Thapar argued for adapting and innovating in management thinking and execution to suit the changed global economic landscape. Emphasising the importance of emerging economies in ensuring global prosperity, Mr. Cader Sayed-Hossen, Minister of Industry, Commerce and Consumer Protection, Mauritius, said that Mauritius could form a triad with India and Africa.

The other eminent business leaders who spoke at the Summit included Mr. T P Seetharam, High Commissioner of India to Mauritius; Mr. Dev Chamroo, CEO, Enterprise Mauritius; Mr. Ken Poonoosamy, Managing Director, Board of Investment, Mauritius; Mr. Shivinder Singh, Executive Vice Chairman, Fortis Healthcare Ltd. India; Mr. Rajive Kaul, Chairman, Nicco Corporation Ltd. India; Mr. J S Juneja, Chairman, Global Projects & Services, India; Mr. P Dwarakanath, Director (Group Human Capital), Max India Ltd.; Mr. Nalin Kumar, CEO Corporate and Investment Banking, FirstRand Bank; Mr. Sudhir Jalan, Co-Chairman, RIETER India; Mr. Mahmood Cheeroo, Secretary General, Mauritius Chamber of Commerce & Industry; Mr. Manoj Daga, CEO & ILP, BDO Consulting Pvt. Ltd. India; Mr. Nishith Desai, CEO, Nishith Desai & Associates, India; Mr. Dharmesh Kalyan, Managing Director, Concessions Aveng, South Africa; Mr. Chris Parsons, Chairman of the India Practice and Partner, Corporate, Herbert Smith LLP, UK; Mr. Kee Chong Li CEO, MITCO & Member of Parliament, Mauritius; Mr. S Y Siddiqui, Chief Operating Officer - Administration (HR, Fin, IT & COSL)



(L-R) P Dwarakanath, Director (Group Human Capital), Max India Ltd. and Jean Pierre Dalais, CEO, CIEL Capital, Mauritius

Maruti Suzuki India Ltd.; Mr. Philip W Erzinger, CEO, St. Gallen Foundation for International Studies, Switzerland; Mr. Jean Pierre Dalais, CEO, CIEL Capital, Mauritius and Mr. Rajun Jugurnath, President, Mauritius Management Association & Director, National Audit Office.

Concluding the Summit, Ms. Sethi assured of continued AIMA efforts to globalise management dialogue. She announced that the next destination for the AIMA Global Business Leaders Series would be South Africa.



(L-R) Nalin Kumar, CEO, Corporate and Investment Banking, FirstRand Bank; Shivinder Singh, Executive Vice Chairman, Fortis Healthcare Ltd.; Sudhir Jalan, Co-Chairman, RIETER India Pvt. Ltd.; Rajive Kaul, Chairman, Nicco Corporation Ltd.; Mahmood Cheeroo, Secretary-General, Mauritius Chamber of Commerce & Industry and Manoj Daga, CEO & ILP, BDO Consulting Pvt. Ltd. at the session on 'Reinventing strategies for emerging markets: Building competitive advantage through global partnerships'

Conference on Managing Risks



Kapil Sibal, Union Minister of HRD and Communication & IT, Government of India receiving a memento from Rajiv Vastupal, President, AIMA, and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd. (L-R) Rekha Sethi, Director General, AIMA; Preetha Reddy, Vice President, AIMA & Managing Director, Apollo Hospital Enterprises and Philip W Erzinger, Chief Executive Officer, St. Gallen Foundation for International Studies

AIMA consolidated its cooperation with the Swiss think tank, St. Gallen Symposium (SGS). It collaborated with SGS to organise a global conference on the theme 'Managing Risk – New approach to sustainable growth' in New Delhi on 21 March 2012.

The conference examined the contemporary business risks on a variety of counts, including finance, technology, access to energy and materials, regulation and sustainability.

Mr. Kapil Sibal, Union Minister of Human Resource Development and Communication & IT, was the Chief Guest at the event. Delivering the keynote address, he emphasised the need for global cooperation in managing risks thrown up by globalisation. He suggested that the increasing linkages and interdependence among nations required joint and simultaneous efforts by them to minimise volatility and risks in international trade and investment.

Speaking in the session on 'Risk Consideration in Strategy', Mr. Arun Maira, Member, Planning Commission, highlighted the importance of capacity building for assessing and accepting risks. He argued that systematic planning for potential risks was critical to the safety and growth of an enterprise. Merely reacting to risks was fraught with risk, he suggested.

The conference attracted participation from a large number of business leaders from India and overseas. They included Mr. Kevin Roberts, CEO Worldwide, Saatchi & Saatchi; Mr. Sudhir Vasudeva, Chairman & Managing Director, ONGC; Mr. R Seshasayee, Executive Vice Chairman, Ashok Leyland; Mr. Rohit Bammi, Partner, Financial Risk Management, KPMG India; Mr. Johan De la Rey, Partner, KPMG South Africa, IARCS Practice; Mr. Sudhir Jalan, Co-Chairman, Rieter India and Mr. Philip W Erzinger, Chief Executive Officer, St. Gallen Foundation for International Studies.



(L-R) Pranjal Sharma, Business Writer & Columnist and Kevin Roberts, CEO Worldwide, Saatchi & Saatchi at the session 'Running Risk to Win'

The conference examined the contemporary business risks on a variety of counts, including finance, technology, access to energy and materials, regulation and sustainability.



(L-R) Johan De la Rey, Partner, KPMG South Africa, IARCS Practice; R Seshasayee, Executive Vice Chairman, Ashok Leyland; Arun Maira, Member Planning Commission, Government of India; Sudhir Vasudeva, Chairman & MD, ONGC Limited and Rajiv Vastupal, President, AIMA and Chairman & MD, Rajiv Petrochemicals Pvt. Ltd. at the session on 'Risk Consideration in Strategy Formulation for Optimal Results'



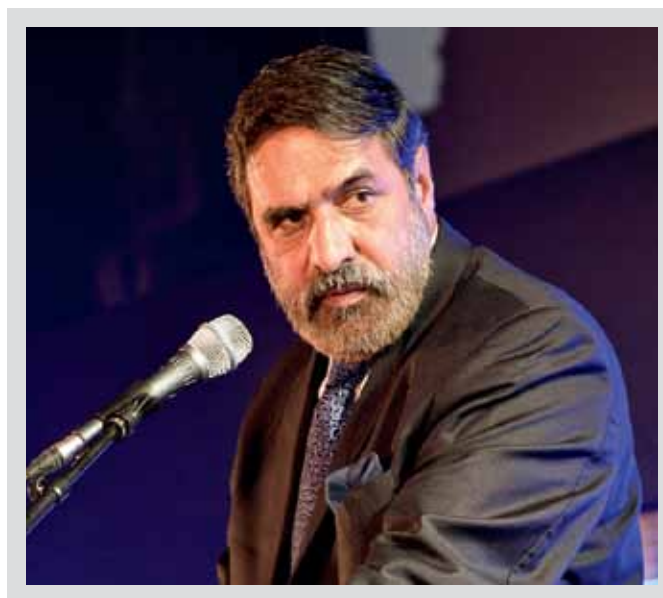
Closing Plenary - Towards Inclusive Growth

Global India Business Meeting

AIMA was one of the co-organisers of the 'Global India Business Meeting' (GIBM) held on 24-25 June 2012 at Antwerp, Belgium. The meeting was organised by Horasis in partnership with the Government of Flanders. The GIBM brings together business and government leaders from India and beyond for relevant discourse on the current state of the economy, and to evolve a roadmap for leveraging entrepreneurship for growth and development.

The event gathered a collective audience of 300 Indian and global entrepreneurs, business leaders and government officials. The focus of the GIBM was to present an interdisciplinary and systemic view of the major economic, societal and technological drivers currently at work in India and the world. The meeting also focused on the changing paradigm of the Indian economy and discussed a set of possible trajectories.

As a co-organiser, AIMA contributed by inviting some eminent speakers including Mr. Rajiv Vastupal, President, AIMA and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd.; Mr. Sudhir Jalan, Co-Chairman, RIETER India Pvt. Ltd.; Mr. Rajive Kaul, Chairman, Nicco Corporation Ltd.; Mr. Subodh Bhargava, Chairman,



Anand Sharma, Union Minister of Commerce and Industry - Europe holds great promise for us



Delegates at Antwerp's Town Square

An annual Summit where global business and political leaders deliberate on bridging India's economy with the rest of the world.

Tata Communications; Mr. Shivinder Singh, Executive Vice Chairman, Fortis Healthcare; Mr. Sunil Kant Munjal, Jt. Managing Director, Hero MotoCorp and Mr. Vineet Agarwal, Managing Director, TCI.

AIMA's partnership with Horasis goes beyond GIBM. AIMA also contributed to the Global Arab Business Meeting organised in Ras al Khaimah on 9-10 October 2011. AIMA invited Mr. Kamal Nath, Minister for Urban Development, Government of India to participate in the meeting where Mr. Rajiv Vastupal, President, AIMA also attended.



Ajay G Piramal, Chairman, Piramal Healthcare, speaking on a plenary panel as Rajive Kaul, Chairman, Nicco Corporation Ltd. looks on

St. Gallen Symposium

AIMA participated with a high profile delegation at the 42nd St. Gallen Symposium held on 3-4 May 2012 at the University of St. Gallen, Switzerland. The Symposium – an annual entrepreneurial initiative of the International Students Committee, University of St. Gallen is an annual conference that aims to stimulate thought and action for the sustained success of companies and societies in a globalised world. More than 600 leaders from business, politics, science and society discussed this year's topic, 'Facing Risk' together with 200 exceptional students and young leaders from over 60 countries over the two day Symposium. AIMA as the India partner of the Symposium, contributed to the thought leadership by bringing eminent Indian speakers to share their views and perspective on the theme of the Symposium. Some of the speakers included Mr. Rajiv Bajaj, Managing Director, Bajaj Auto who spoke on 'Managing Corporate Wellness Homoeopathically'; Mr. S D Shibulal, Co-Founder, Chief Executive Officer and Managing Director, Infosys

who delivered an address on 'The Changing Role of the CEO in the New World Order'; Mr. Sanjiv Goenka, Chairman, RP-Sanjiv Goenka Group who shared his views on 'No Innovation and Growth without Risk-taking' during the plenary sessions.

Many participants from corporate India and students from leading Indian management institutes also attended the Symposium.

AIMA participated with a high profile delegation at the 42nd St. Gallen Symposium along with over 200 delegates from 60 countries.



S D Shibulal, Chief Executive Officer & Managing Director, Infosys Technologies Ltd. at the session on 'Emerging risks and hopes: The Outlook from Business'



Sanjiv Goenka, Chairman, RP-Sanjiv Goenka Group speaking at the session on 'No Innovation and Growth without Risk-Taking?'



Rajiv Bajaj, Managing Director, Bajaj Auto Ltd. at the session on 'Detecting Risks as a Managerial Duty'



S. D. Shibulal, Chief Executive Officer & Managing Director, Infosys Technologies Ltd.



The delegation at GAMP 2012 USA with Nirupama Rao, Indian Ambassador to the USA

Global Advanced Management Programme (China & USA)

The Global Advanced Management Programme is a flagship event of AIMA conducted since 2009. The fifth Global Advanced Management Programme and first in USA was conducted by AIMA during 15-21 July 2012 at Washington DC and Silicon Valley in collaboration with the Robert H Smith School of Business at University of Maryland. Earlier in the year AIMA also organised a similar GAMP at Shanghai, China from 8-14 January 2012 in collaboration with INSEAD.

The programme offers its major learning through a combination of lectures, group discussions, case discussions, presentations and site visits. Prof. Anil K Gupta of INSEAD was the Programme Director and the lead faculty at both the programmes.

Ms. Nirupama Rao, Indian Ambassador to the USA delivered the keynote address at the programme held in USA. GAMP Shanghai was graced by Ms. Riva Ganguly Das, Consul General of India in Shanghai who also delivered the Special Address while the Keynote Address was given by Mr. James Zhan, Chairman, Tata Sons China.

Participants at both programmes got an opportunity to visit and interact with the top management teams of leading companies in China and USA which included Suzhou Industrial Park, Stanley Black & Decker, Origene Technologies, Trina Solar,



The delegation at GAMP 2012 China

Sealed Air China in China and Google Inc., Pixar Animation Studios, Twitter Inc., Solaria Corporation, Stanford University, Aptara Corporation, Marriott International, Mercedes-Benz Research & Development Labs in the US.

Participation at the 12th Convention of Pakistan Management Association

AIMA reached out to the management community in Pakistan. An AIMA delegation participated in the national convention of the Management Association of Pakistan (MAP) in Karachi on 14 December 2011.

MAP is the apex management association of Pakistan. Both AIMA and MAP are members of the Asian Association of Management Organisations (AAMO). Later, in February 2012, AIMA invited a MAP delegation to the Foundation Day celebrations in New Delhi.

AIMA President, Mr. Rajiv Vastupal led a high profile AIMA delegation to Karachi. The delegation included Mr. D Shivakumar, Senior Vice President, AIMA, and Senior Vice President, Nokia India, Middle East & Africa; Ms. Rekha Sethi, Director General, AIMA and Mr. Nimish Patel, Group Chairman, N K Proteins Ltd.

In his address to the MAP convention, Mr. Vastupal urged the Indian and Pakistani enterprises to break free from the past and approach the future with a positive, mutually beneficial agenda. He argued that there was no better guarantor of peace between two nations than having stake in each other's prosperity.

Welcoming the AIMA delegation, MAP President, Mr. Kamal Chinoy emphasised that cooperation between the two apex management associations would benefit both organisations.

The convention was addressed by many prominent CEOs and academicians of Pakistan.



(L-R) Saadia Naveed, Vice President, MAP & Deputy Director, English Biscuit Manufacturers (Pvt.) Ltd.; Kamal Chinoy, President, MAP and Chief Executive Officer, Pakistan Cables; Yaseen Anwar, Governor, State Bank of Pakistan; Rajiv Vastupal, President, AIMA and Chairman & MD, Rajiv Petrochemicals Pvt. Ltd.; Rekha Sethi, Director General, AIMA; Nimish Patel, Group Chairman, N K Proteins Ltd. and D Shivakumar, Senior Vice President, AIMA and Sr. VP, Nokia India, Middle East and Africa at the 12th Convention of Management Association of Pakistan in Karachi

Asian Association of Management Organisations

AIMA participated in the council meetings of Asian Associations of Management Organisations (AAMO) on 13 October 2011 at Vietnam and on 23 - 24 April 2012 at Singapore. Mr. Rajiv Vastupal, President, AIMA attended the meeting that was held in Vietnam and made a presentation on AIMA's key initiatives and highlights of the year and shared several avenues for collaboration between AIMA and AAMO member countries. He also extended an invitation to AAMO members to participate in AIMA's Annual Global Advanced Management Programme.

The meetings were attended by representatives from Australia, India, Japan, Sri Lanka, Hong Kong, Malaysia, Mongolia, Macau, Nepal, New Zealand, Singapore, Qatar and Vietnam and many important issues were discussed. In a key achievement, with the issue of the Certificate of Incorporation, AAMO is now formally registered in Hong Kong.

AAMO is a partnership of National Management Organisations (NMO) in the Asian Region whose purpose is to share and

A partnership of National Management Organisations in the Asian Region to enhance the achievement of their respective missions.

actively leverage resources to enhance the achievement of their respective missions. The current 17 members of AAMO include Australia, Cambodia, Hong Kong, India, Japan, South Korea, Macau, Malaysia, Mauritius, Mongolia, Nepal, New Zealand, Pakistan, Philippines, Singapore, Sri Lanka and Taiwan.



AAMO members at Vietnam

TESTING SERVICES

Testing Services



Students preparing for MAT

AIMA Centre for Management Services (CMS) had a challenging year because of changes in Government of India policy regarding management admission tests. However, despite uncertainty of regulation, CMS has maintained its lead in B-school admission tests market. The Centre has also consolidated its innovative tests during the year.

Management Aptitude Test (MAT)

The Management Aptitude Test (MAT) has been the flagship service of AIMA CMS. It remained the most used national admission test during the year and was held four times. More than 600 business schools accepted MAT scores for admission for the post-graduate management diploma and degree programmes. It continues to be offered in both the paper and the computer-based test formats. Only 10 percent of the candidates opted for computer-based tests last year since access to computers is still low in much of the country.

Challenge and Opportunity for MAT

The business environment for MAT is significantly sensitive to the government policy. In 2011, AICTE announced the

introduction of AICTE administered Common Management Admission Test (CMAT) giving the impression that CMAT would now be the only approved admission test for AICTE approved MBA/PGDM programmes 2012-13 onwards. Many B-schools challenged this monopoly in the Supreme Court and the apex court ordered that for the 2012-13 session, all national level tests could be accepted along with the CMAT. This interim order caused uncertainty about the future and the B-school and student subscription to MAT was affected. Notwithstanding the final order of the court, CMS will continue to offer MAT to the traditional users and also expand among the private institutions that do not rely on AICTE sanction.

Customised Testing Services

CMS continued to offer its customised testing services to organisations in academia, industry and government. These services included tests for recruitment and admission.

A representative list of organisations that availed the testing service during the period of report is given.

Quality Service

The entire range of testing service is being administered through systems and procedures refined over a period of time and were duly quality certified as per ISO 9001: 2000 Standards since 2003 and now as per the revised ISO 9001: 2008 Quality Standards. CMS has been the winner of several awards including the prestigious Golden Peacock Innovative Product/Service Award 2011. The very fact that the earlier clients are availing the services repeatedly and the new clients are getting added to the list itself stands testimony to the quality of service which is being rendered efficiently, effectively and economically.



V S Bejoy, Director, CMS, AIMA, presenting an overview on AIMA's customised tests

AIMA Centre for Management Services
has maintained it's lead in B-School admission tests market, inspite of the various
changes in the Indian Government's policies.

List of organisations that availed AIMA testing services:

Recruitment Project Clients	Admission Project Clients
Bharat Electronics Ltd.	Banasthali University
Central Tibetan Schools Administration	Indian Institute of Tourism & Travel Management
Central Warehousing Corporation	Islamic University of Science & Technology
Container Corporation of India Ltd.	Kashmir University
Delhi High Court	National Brain Research Centre
Indo Tibetan Border Police Force	National Council for Hotel Management & Catering Technology
LNG Petronet	National Institute of Fashion Technology
MMTC Ltd.	University of Petroleum & Energy Studies
National Institute of Food Tech Entrepreneurship & Management	
National Legal Services Authority	
Navodaya Vidyalaya Samiti	
rites Limited	
Security Paper Mill	
Security Printing & Minting Corporation of India Ltd.	
Security Printing Press	
Sher-I-Kashmir Institute of Medical Sciences	
Supreme Court of India	



MAST provides limitless opportunities for aspiring young managers

Management Aptitude and Skills Test

AIMA introduced the concept of an industry-readiness test for management graduates in the form of MAST. MAST is structured keeping in mind the current industry trends and talent requirements.

The first pilot test was administered on 25 September 2011 which was taken by over 3000 students across the country. Though still in its infancy, MAST has been endorsed by over 100 companies, including Nokia, JK Cement, Parle, L&T, ITC, Mrs Bector Foods and ITC Lifestyle. More than 600 job opportunities have been created through MAST so far. The next MAST is to be conducted on 23 September 2012.

AIMA is now also offering 'Campus MAST' for large organisations. 'Campus MAST' can also be organised within the B-School premises for B-School students that have limited access to the test centres thus allowing for greater flexibility and reach.

Mother Dairy is among the first recruiters to use this customised on-campus MAST to recruit at KIIT University, Bhubaneswar. Other companies like Hero Honda have also conveyed that they will use MAST as an option for next year campus placement.

To unearth hidden talent beyond top 50 B-Schools, a talent recognition scheme has been introduced from this year and 5 bright candidates from selective B-Schools across the country will be given a fee waiver.

MAST
MANAGEMENT APTITUDE
& SKILLS TEST

AIMA also introduced a new initiative wherein the test can be tailor made to suit an organisation's requirements and conducted exclusively for them within the B-School campuses.

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EDUCATION SERVICES

Management Education



(L-R) Rekha Sethi, Director General, AIMA; Rajiv Vastupal, President, AIMA and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd.; Lt. Gen. Zameer Uddin Shah, PVSM, SM, VSM, Vice Chancellor, Aligarh Muslim University; M M Pant, Chairman, Board of Studies, AIMA and Raj Agrawal, Director, CME, AIMA

AIMA Centre for Management Education (CME) continued to deliver high-quality management education through the distance education mode. The Centre expanded its agenda and reach during the year. It added education programmes, opened new centres, increased technology adoption and associated with important new regulatory initiatives.

AIMA 6th National Research Conference

The 6th National Research Conference (NRC) was held on 6-7 February 2012. Its theme was 'Transforming Management Education for Sustainable Tomorrow'.

Many eminent education administrators, regulators and education entrepreneurs addressed the conference. They included, Dr. B S Sahay, Director, IIM Raipur; Dr. Upinder Dhar, Vice Chancellor, J K Lakshmipat University; Dr. Dinesh Paliwal, Chairman, National Board of Accreditation; Dr. K P Isaac, Member Secretary, AICTE; Dr. Ganesh Natrajan, MD, Zensar Technologies; Mr. Ajit Balakrishnan, CEO, Rediffmail.com; Ms. Amrita Gangotra, Director (IT), Bharti Airtel and Mr. Dilip Chenoy, MD & CEO, National Skills Development Corporation.

Researchers and academicians from across the country presented 40 research papers at the conference.

The proceedings of the research conferences would be compiled, edited and published as a book.

Release of the book on 5th NRC

A book containing an edited account of the 5th National Research Conference was published on 10 January 2012. It includes 20 research articles/papers presented on the conference along with conference summary and background paper. The book is titled 'Globalizing India: Role and Response of Indian B-Schools'. It is published by Excel books.

Faculty Development Programmes

AIMA CME has stepped up its efforts to bridge the faculty training gap in the management education sector. During the year, the centre organised six faculty development programmes (FDPs) across the country. These programmes focused on a wide range of topics, including case writing and teaching, advances in human resource management, advanced research methods and data analytical tools, managing international business, financial markets and sales management.

In-campus FDP

AIMA CME conducted a customised Faculty Development

Programme for Ansal Institute of Technology, Gurgaon on 29-30 July 2012. This special FDP trained 30 faculty members of AIT in the advanced research methods and data analytical tools.

Programmes offered during 2011-12 academic year

CME offered the following full time programmes during the year:

- Post Graduate Diploma in Management
- Post Graduate Diploma in Information Technology Management
- Post Graduate Diploma in Management (Supported by e-learning)
- Post Graduate Certificate in Management (PGCM)
- Advanced Certificate in Management (ACM) and
- PhD programme (offered in collaboration with Aligarh Muslim University)

E-learning Initiatives

In addition to the e-learning supported PGDM programme offered since 2010-11 session, AIMA CME has also utilised e-learning method to conduct a foundation course for PGDM students who come from diverse academic backgrounds.

The centre also conducted e-learning sessions for PGDM students on case study analysis, project report writing, soft skills and career management.

Statutory Approvals

AICTE extended approval to AIMA Centre for Management Education for the PGDM and PGDITM programmes for the academic years 2011-12 and 2012-13. Distance Education Council (DEC) approved AIMA CME for PGDM, PGDITM, PGCM and ACM programmes for the academic years 2010-11 and 2011-12.

Convocation

The 17th Annual Convocation of AIMA CME was held on 14 August 2012 in New Delhi. Lt. Gen. Zameer Uddin Shah PVSM, SM, VSM, Vice-Chancellor, Aligarh Muslim University was the Chief Guest for the occasion. 1680 students of Post Graduate programme in management were awarded diplomas and certificates, 8 scholars were awarded Ph.D and 6 were felicitated with AIMA fellowships.

6 students were bestowed with gold medals.

Reconstitution of AIMA Board of Studies

AIMA Board of Studies was reconstituted under the Chairmanship of Prof. M M Pant, a well known academician & IT expert. The first meeting of the newly constituted Board was held on 19 December 2011 at AIMA House, New Delhi.

Research Committee Constituted

AIMA CME has constituted a Research Committee under the Chairmanship of Dr. Dilip Bandyopadhyay, Vice Chancellor, Guru Gobind Singh Indraprastha University. The Committee has approved two research projects - one on global accreditation standards in management education and the other on training agenda of AIMA and regional management associations for the 21st century global market.

Nodal Centre Expansion

AIMA CME reach was considerably increased with the addition of 37 new nodal centres. These centres have significantly increased students' access to AIMA classes in the National Capital Region, Chandigarh, Gujarat, Karnataka, Odisha, Tamil Nadu and West Bengal.

B-School Cooperation Project

AIMA CME has initiated the B-School Cooperation Project to support emerging B-Schools in capacity building. The Project provides opportunities to the students of such B-schools to acquire additional qualifications in the form of AIMA CME's short term management certificate programmes. An agreement has been signed with UEI Global, New Delhi.



Samuel Paul, Founder, Public Affairs Centre and Former Director, IIM, Ahmedabad receiving the AIMA Kewal Nohria Award for Academic Leadership in Management Education 2012 from Lt. Gen. Zameer Uddin Shah, PVSM, SM, VSM, Vice Chancellor, Aligarh Muslim University as Rajiv Vastupal, President, AIMA and Chairman & Managing Director, Rajiv Petrochemicals Pvt. Ltd. looks on

Development of Customised Programmes for Companies

AIMA CME has initiated the development of short-term customised programmes and workshops to cater to the special requirements of individual companies. HDFC Standard Life, EXL and IDBI Bank were among the companies that engaged the Centre to conduct customised programmes/workshops for their employees.

Dr. Dilip Bandyopadhyay, AIMA CME Research Committee initiated the development of short-term customised programmes and workshops to cater to the special requirements of individual companies.



Students at the 17th AIMA Convocation



(L-R) Upinder Dhar, Vice Chancellor, J K Lakshmi Pat University Gandhipath; Ajit Balakrishnan, Founder, Chairman, CEO, Rediffmail.com; B S Sahay, Director, Indian Institute of Management Raipur and Amrita Gangotra, Director (IT), Bharti Airtel Ltd.

LOCAL
MANAGEMENT
ASSOCIATIONS
&
MEMBERSHIP

LMA & Membership



LMA representatives with AIMA President

LMA Relations and Membership

AIMA took several initiatives to improve coordination with the 64 regional affiliates and two overseas cooperating members. AIMA leadership reached out to the local management associations (LMAs) and took initiatives for greater cooperation with them. AIMA attracted a significant number of new individual and corporate members this year. The member services were also upgraded.

Joint AIMA-LMA Programmes

AIMA jointly organised several programmes with many LMAs in addition to helping them conduct their own programmes. In fact, AIMA customarily partners the local affiliate if an LMA exists at the location of its programme.

LMA CEOs Workshop

AIMA organised its annual LMA CEO workshop on the eve of the National Management Convention in New Delhi on 27 September 2011. The heads of 51 LMAs participated in the workshop, which was attended by all AIMA directors.

AIMA took several initiatives to improve coordination with the 64 regional affiliates and two overseas cooperating members.

AIMA President addressed the LMA CEOs and also interacted with them individually. The workshop yielded useful pointers for improving collaboration and coordination between AIMA and the LMAs.

LMA Visits by AIMA Officials

AIMA President, Mr. Rajiv Vastupal and the Senior Vice President, Mr. D Shivakumar visited many LMAs. They encouraged the LMA officials and gathered inputs on the assistance required by the LMAs.

AIMA Director General, Ms. Rekha Sethi also visited many LMAs to interact with their officials and receive suggestions for strengthening AIMA-LMA partnership.

AIMA Director for LMA relations, Mr. Sanjay Grover interacted with LMAs frequently and improved communication with LMAs across the country.

Best LMA Award Contest 2010-11

Twenty seven LMAs participated in the Best LMA Award contest for 2010-11. The winning LMAs were:

- Category I - Madras Management Association
- Category II - Ludhiana Management Association (Winner) & Ghaziabad Management Association (Runner Up)
- Category III - Chandigarh Management Association (Winner) & Pune Management Association (Runner Up)
- Category IV - Nashik Management Association
- Best Emerging LMA - Guwahati Management Association

The winning LMAs were felicitated at the 38th National Management Convention on 29 September 2011 in New Delhi.

AIMA's Foundation Day witnessed participation from 16 LMAs to mark the occasion. AIMA also added 86 institutional members and 3,317 individual members during the year.

LMA Celebration of the National Management Day

AIMA's Foundation Day, which is also known as the National Management Day, was celebrated on 21 February 2012. Sixteen LMAs participated in the conference organised by AIMA to mark the occasion. The conference was webcast by 13 LMAs. Most LMAs celebrated the occasion at their respective headquarters.

Financial Support to LMAs

During 2011-12, AIMA provided financial support to 9 LMAs for infrastructure. These LMAs were Baroda, Tumkur, Noida, Bathinda, Ludhiana, Faridabad, Pune, Patna and Tarapur.



Team ETS-2011 with Chief Guest, S B Pandey & Special Guest, Sanjay Grover, Director, LMA Relations & Membership, AIMA



Narayan Murthy, Chairman Emeritus, Infosys Technologies Ltd. addressing the session on the topic 'Hope to Triumph'

Membership

AIMA added 86 institutional members and 3,317 individual members during the year.

Member services were upgraded. The response time for member queries and complaints was significantly reduced. New photo-bearing membership cards were issued.

Evening lectures were organised at AIMA House in New Delhi and the quarterly AIMA News magazine was upgraded to include a selection of articles from world's best management publications. The production quality of the magazine was also improved.

Fellowships

AIMA Fellowships were conferred on six fellow members at the Convocation held on 14 August 2012. The Fellows are:

- Mr. K S Jamestin, Director, HR & Business Development, Oil & Natural Gas Corporation Ltd.
- Mr. Sunil Pant, Chief General Manager (Financial Controller), State Bank of India
- Mr. Bharat Wakhlu, Resident Director, Tata Services Ltd.
- Dr. P Ravindranath, Principal Consultant, R K Swamy BBDO Pvt. Ltd.
- Dr. Dhananjay Keskar, Director, IBS
- Lt. Gen. Sukhraj Pal Kochhar, AVSM**, SM, VSM, ADC, SO-In-C, Indian Army



Sanjay Grover, Director, LMA Relations & Membership, AIMA with Executive Committee Members at Palghat Management Association

REGIONWISE LMAs AFFILIATED TO AIMA

EASTERN REGION

- Bhubaneswar Metropolis Management Association
- Calcutta Management Association
- Cuttack Management Association
- Guwahati Management Association
- Jamshedpur Management Association
- Jharia Coalfield Management Association
- Patna Management Association
- Ranchi Management Association
- Silchar Management Association

NORTHERN REGION

- Allahabad Management Association
- Bathinda Management Association
- Chandigarh Management Association
- Delhi Management Association
- Faridabad Management Association
- Ghaziabad Management Association
- Gurgaon Management Association
- Hardwar Management Association
- Jaipur Management Association
- Jalandhar Management Association
- Kala Amb Management Association
- Kanpur Management Association
- Lucknow Management Association
- Ludhiana Management Association
- Management Association of Sonapat
- Meerut Management Association
- Noida Management Association
- Patiala Management Association
- Rohilkhand Management Association
- Yamuna Nagar Jagadhri Management Association

SOUTHERN REGION

- Bangalore Management Association
- Calicut Management Association
- Coimbatore Management Association
- Greater Mysore Management Association
- Hyderabad Management Association
- Kerala Management Association
- Madras Management Association
- Madurai Management Association
- Mangalore Management Association
- North Karnataka Management Association
- Palghat Management Association
- Quilon Management Association
- Trichur Management Association
- Trivandrum Management Association
- Tumkur Management Association
- Visakhapatnam Management Association

WESTERN REGION

- Ahmedabad Management Association
- Baroda Management Association
- Bharuch Distt. Management Association
- Bhopal Management Association
- Bombay Management Association
- Goa Management Association
- Gwalior Management Association
- Indore Management Association
- Kutch Management Association
- Nagpur Management Association
- Nashik Management Association
- Pune Management Association
- Rajkot Management Association
- Surat Management Association
- Tarapur Management Association

CO-OPERATING MEMBERS

- Mauritian Management Association
- Qatar Indian Management Association



Management Day panel discussion

INSTITUTIONAL MEMBERS

Category	Status as on 31.03.2011 (A)	New admissions up to 31.03.2012 (B)	Resigned/ Deleted (C)	Status as on 31.03.2012 (A+B+C)
Corporate	86	18	00	104
Combined	258	51	40	269
Multiple	07	02	00	09
Separate	37	03	04	36
SME	42	12	11	43
TOTAL	430	86	55	461

PROFESSIONAL MEMBERS

Category	Status as on 31.03.2011 (A)	New admissions up to 31.03.2012 (B)	Resigned/ Deleted/ Expired (C)	Status as on 31.03.2012 (A+B+C)
Hon. Fellows	65	01	00	66
Past Presidents*	29	01	00	30
Life Fellows	89	03	00	92
Fellows	96	04	08	92
Life Members	1,266	251	01	1,516
Members	3,009	483	645	2,847
CME-Students	2,816	2162	2,836	2,142
Students	678	412	639	451
TOTAL	8,048	3,317	4,129	7,236

* - Alive Past Presidents

AIMA Fellowships were conferred on six fellow members at the Convocation.

AUDITOR'S
REPORT &
ACCOUNTS
2011-2012

Auditor's Report

The Members
All India Management Association
New Delhi

We have audited the attached Balance Sheet of All India Management Association as at 31 March 2012 and the Income and Expenditure Account for the year ended on that date annexed thereto. These financial statements are the responsibility of All India Management Association and our responsibility is to express an opinion on these financial statements based on our audit.

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

- (a) We have obtained all the information and explanation which to the best of our knowledge and belief were necessary for the purpose of our audit;
- (b) In our opinion, proper books of accounts have been kept by the Society so far appears from our examination of the books;
- (c) The Balance Sheet and Income and Expenditure Account dealt with by this report are in agreement with the books of accounts;
- (d) In our opinion and to the best of our information and according to the explanations given to us, the said accounts read together with the Accounting Policies and Notes as mentioned in Annexure-1 thereon give a true and fair view;
 - (i) In the case of the Balance Sheet, of the State of affairs of the Society as at 31 March 2012; and
 - (ii) In the case of the Income and Expenditure Account, of the excess of income over expenditure for the year ended on that date.

SARC & ASSOCIATES
Chartered Accountants

Date : June 6, 2012
Place : New Delhi

DINESH VERMA
PARTNER
MEMBERSHIP NO. 089583

Balance Sheet as at March 31, 2012

Rupees				
	Particulars	Note No.	As at 31.03.2012	As at 31.03.2011
	Corpus & Liabilities:			
1	Corpus	1	38,17,60,268	37,62,88,214
2	Reserve & Surplus			
	General Reserve	2	1,39,86,90,022	1,10,62,52,852
	Earmarked Funds	3	27,60,18,120	25,35,41,120
3	Non-Current Liabilities			
	Security Deposits	4	1,41,86,000	1,32,34,000
	Other Long-Term Liabilities	5	7,41,309	19,26,718
	Long-Term Provisions	6	2,60,37,509	2,00,23,654
4	Current Liabilities			
	Trade Payables	7	2,60,74,127	2,94,39,164
	Other Current Liabilities	8	4,50,54,822	5,51,10,321
	Short-Term Provisions	9	21,32,196	39,20,628
	Total		2,17,06,94,373	1,85,97,36,671
	Assets:			
1	Non-Current Assets			
	(a) Fixed Assets	10		
	i. Tangible Assets		30,54,46,925	30,46,44,612
	ii. Intangible Assets		2,26,862	3,35,880
	iii. Capital Work-in-Progress		60,80,441	67,71,541
	iv. Intangible Assets under Development		31,21,053	31,21,053
	(b) Non-Current Investments	11	6,00,00,000	13,30,00,000
	(c) Long-Term Loans & Advances	12	2,63,65,745	3,58,87,619
	(d) Other Non-Current Assets	13	51,18,22,886	20,40,75,700
2	Current Assets			
	(a) Inventories	14	28,75,639	31,04,493
	(b) Trade Receivables	15	2,89,31,096	3,92,32,872
	(c) Cash & Cash Equivalents	16	9,08,02,429	58,59,01,047
	(d) Short-Term Loans & Advances	17	2,05,46,261	2,24,63,161
	(e) Other Current Assets	18	1,11,44,75,036	52,11,98,693
	Total		2,17,06,94,373	1,85,97,36,671

Accounting Policies & Notes.

Annexure-1

Schedules 1 to 24 & Annexure-1 referred above, form an integral part of the accounts.

As per our report of even date attached.

For SARC & Associates
Chartered Accountants

Rajiv Vastupal
President

P Dwarakanath
Treasurer

Dinesh Verma
Partner
Membership No.089583

Rekha Sethi
Director General

Dilip Kumar Raina
Chief Financial Officer

Date : June 6, 2012
Place: New Delhi

Income & Expenditure Account for the Year ended March 31, 2012

Rupees				
	Particulars	Note No.	As at 31.03.2012	As at 31.03.2011
I	Revenue from Operations	19	51,74,51,406	52,89,59,262
II	Other Income	20	14,23,38,594	8,27,31,064
III	Total Revenue (I+II)		65,97,90,000	61,16,90,326
IV	Expenses			
	(a) Employee Benefit Expenses	21	10,04,49,827	8,00,94,974
	(b) Depreciation & Amortisation	22	48,00,118	52,52,142
	(c) Other Expenses	23	24,50,46,031	26,70,12,204
	Total Expenses		35,02,95,976	35,23,59,320
V	Profit before Exceptional and Extraordinary Items and Tax (III-IV)		30,94,94,024	25,93,31,006
VI	Exceptional Items	24	2,87,418	4,43,896
VII	Profit before Tax (V-VI)		30,92,06,606	25,88,87,110
	Transferred to:			
	Staff Benevolent		25,000	25,000
	Building Fund		48,00,000	52,52,000
	Social Causes Fund		77,30,000	64,72,000
	Corpus for LMA Support		-	7,92,000
	General Reserve		29,66,51,606	24,71,38,110

Accounting Policies & Notes.

Annexure-1

Schedules 1 to 24 & Annexure-1 referred above, form an integral part of the accounts.

As per our report of even date attached.

For SARC & Associates
Chartered Accountants

Rajiv Vastupal
President

P Dwarakanath
Treasurer

Dinesh Verma
Partner
Membership No.089583

Rekha Sethi
Director General

Dilip Kumar Raina
Chief Financial Officer

Date : June 6, 2012
Place: New Delhi

Notes to Accounts Forming Part of Balance Sheet

Note No.1				Rupees
Particulars	As at 01.04.2011	Addition (Including Appropriation & Interest)	Utilised	As at 31.03.2012
Corpus:				
General Corpus - Invested in Fixed Assets	33,94,04,455	42,14,436	-	34,36,18,891
	<i>33,21,47,437</i>	<i>72,57,018</i>	-	<i>33,94,04,455</i>
General Corpus - Invested in Liquid Assets	1,52,83,689	12,22,695	-	1,65,06,384
	<i>1,43,32,470</i>	<i>9,51,219</i>	-	<i>1,52,83,689</i>
Management & Research Development	15,00,000	1,20,000	-	16,20,000
	<i>20,87,106</i>	<i>94,611</i>	<i>6,81,717</i>	<i>15,00,000</i>
Public Service Excellence Award	10,00,000	80,000	55,917	10,24,083
	<i>10,00,000</i>	<i>61,431</i>	<i>61,431</i>	<i>10,00,000</i>
LMA Support	1,29,99,531	4,00,000	6,37,118	1,27,62,413
	<i>1,19,70,413</i>	<i>16,11,973</i>	<i>5,82,855</i>	<i>1,29,99,531</i>
Lifetime Achievement Award	5,00,000	40,000	4,817	5,35,183
	<i>5,00,000</i>	<i>26,236</i>	<i>26,236</i>	<i>5,00,000</i>
AIMA-Dr. J S Juneja Award for Creativity & Innovation for Small & Medium Enterprises	10,00,000	80,000	63,332	10,16,668
	<i>10,00,000</i>	<i>63,074</i>	<i>63,074</i>	<i>10,00,000</i>
Dr. Ram Tarneja Award for Best Article in Indian Management	2,00,000	16,000	12,372	2,03,628
	<i>2,00,000</i>	<i>15,386</i>	<i>15,386</i>	<i>2,00,000</i>
Sir Padampat Singhanian Award for the Best Young Manager	8,21,524	64,000	85,504	8,00,020
	<i>8,31,575</i>	<i>61,391</i>	<i>71,442</i>	<i>8,21,524</i>
AIMA-R K Swamy Award for Best Indian Brand of the year	10,68,739	80,000	43,240	11,05,499
	<i>10,68,418</i>	<i>59,212</i>	<i>58,891</i>	<i>10,68,739</i>
Kewal Nohria Award for Excellence in Management	11,10,276	80,000	23,855	11,66,421
	<i>11,11,423</i>	<i>57,295</i>	<i>58,442</i>	<i>11,10,276</i>
AIMA-Sunil Bharti Mittal Scholarship for Girl Child	2,00,000	16,000	16,000	2,00,000
	<i>2,01,813</i>	<i>10,007</i>	<i>11,820</i>	<i>2,00,000</i>
Kamal Nayan Bajaj Scholarship for Girl Child	2,00,000	16,000	16,000	2,00,000
	<i>2,00,000</i>	<i>10,007</i>	<i>10,007</i>	<i>2,00,000</i>
AIMA-IOCL Award for Best Motivational Practice in Manufacturing & Services	10,00,000	80,000	78,922	10,01,078
	<i>10,47,274</i>	<i>72,500</i>	<i>1,19,774</i>	<i>10,00,000</i>
Total	37,62,88,214	65,09,131	10,37,077	38,17,60,268
<i>Previous Year</i>	<i>36,76,97,929</i>	<i>1,03,51,360</i>	<i>17,61,075</i>	<i>37,62,88,214</i>

Figures in italics are for previous year

Notes to Accounts Forming Part of Balance Sheet

Note No.2		Rupees
Particulars	As at 31.03.2012	As at 31.03.2011
General Reserve:		
As per the last Balance Sheet	1,10,62,52,852	86,71,63,758
Less: Transfer to General Corpus - Invested in Fixed Assets	42,14,436	72,57,018
Add: Transferred from Income & Expenditure Account	29,66,51,606	24,63,46,112
Total	1,39,86,90,022	1,10,62,52,852

Note No.3				Rupees
Particulars	As at 01.04.2011	Addition (Including Appropriation)	Utilised	As at 31.03.2012
Earmarked Funds:				
Land & Building for AIMA Campus	10,25,80,154	-	-	10,25,80,154
	<i>10,25,80,154</i>	-	-	<i>10,25,80,154</i>
Building	5,96,04,518	48,00,000	-	6,44,04,518
	<i>5,43,52,518</i>	<i>52,52,000</i>	-	<i>5,96,04,518</i>
Staff Benevolent	4,50,000	25,000	-	4,75,000
	<i>4,25,000</i>	<i>25,000</i>	-	<i>4,50,000</i>
Life Membership	2,23,01,547	76,07,000	-	2,99,08,547
	<i>1,45,89,739</i>	<i>77,11,808</i>	-	<i>2,23,01,547</i>
Management Education	8,40,000	-	-	8,40,000
	<i>8,40,000</i>	-	-	<i>8,40,000</i>
AICTE Endowment	10,00,000	-	-	10,00,000
	<i>10,00,000</i>	-	-	<i>10,00,000</i>
Campus Development	3,54,23,400	24,59,000	-	3,78,82,400
	<i>3,26,21,900</i>	<i>28,01,500</i>	-	<i>3,54,23,400</i>
Social Causes	3,13,41,501	77,30,000	1,44,000	3,89,27,501
	<i>2,48,69,501</i>	<i>64,72,000</i>	-	<i>3,13,41,501</i>
Total	25,35,41,120	2,26,21,000	1,44,000	27,60,18,120
Previous Year	<i>23,12,78,812</i>	<i>2,22,62,308</i>	-	<i>25,35,41,120</i>

Figures in italics are for previous year

Notes to Accounts Forming Part of Balance Sheet

Rupees			
Note No.	Particulars	As at 31.03.2012	As at 31.03.2011
4	Deposits		
	Securities Deposit Payable	1,41,86,000	1,32,34,000
	Total	1,41,86,000	1,32,34,000
5	Other Long-Term Liabilities		
	Trade Payables:		
	(i) Management Institutes	7,050	-
	(ii) Nodal Centres	26,451	26,054
	Expenses Payable	7,07,808	19,00,664
	Total	7,41,309	19,26,718
6	Long-Term Provisions		
	Provision for employee benefits: Gratuity	1,53,81,389	1,19,10,515
	Provision for employee benefits: Leave Encashment	1,06,56,120	81,13,139
	Total	2,60,37,509	2,00,23,654
7	Trade Payables		
	(i) Sundry Creditors	98,07,012	82,13,922
	(ii) Management Institutes	34,81,220	33,67,786
	(iii) Nodal Centres	1,23,05,541	1,75,19,358
	(iv) Faculties	4,80,354	3,38,098
	Total	2,60,74,127	2,94,39,164
8	Other Current Liabilities		
	Income received in Advance	3,28,56,382	4,21,39,237
	Membership Pending Application	10,46,925	5,13,175
	Share Payable	11,54,161	13,26,324
	Stale Cheques	14,47,646	9,39,305
	Other Payables:		
	Statutory Dues	33,49,372	59,93,327
	AIMA Alumni Association	4,08,300	98,300
	Fees Refundable	6,03,030	2,63,980
	Salary Payable	5,54,618	2,59,702
	Expenses Payable	36,34,388	35,76,971
	Total	4,50,54,822	5,51,10,321
9	Short-Term Provisions		
	Provision for Employee Benefits		
	(i) Provision for Gratuity	13,12,664	23,57,521
	(ii) Provision for Encashment of Earned Leave	8,19,532	15,63,107
	Total	21,32,196	39,20,628

Notes to Accounts Forming Part of Balance Sheet

Note No. 10

Fixed Assets

Particulars		Gross Block					WDV					
	Depreciation/ Amortisation Rates	01.04.2011 As on P.Y.	Additions	Deletion	31.03.2012 As on C.Y.	31.03.2011 Upto P.Y.	Deletion	Additions	Current Year	31.03.2012 Upto C.Y.	31.03.2011 AS on P.Y.	31.03.2012 As on C.Y.
Tangible Assets:												
Land	0%	27,84,90,939	-	-	27,84,90,939	20,092	-	-	-	20,092	27,84,70,847	27,84,70,847
Building	10%	1,03,46,203	-	-	1,03,46,203	36,61,682	-	-	6,68,453	43,30,135	66,84,521	60,16,068
<u>Plant & Machinery:</u>												
(i) Elevator	15%	8,05,500	-	-	8,05,500	7,58,656	-	-	7,027	7,65,683	46,844	39,817
(ii) Central A.C.Plant & Air-Conditioners	15%	53,75,000	3,74,672	-	57,49,672	41,79,807	-	-	2,35,482	44,15,289	11,95,193	13,34,383
(iii) Generating Sets	15%	6,10,000	-	-	6,10,000	5,69,054	-	-	6,142	5,75,196	40,946	34,804
Furniture & Fittings	10%	1,38,23,702	31,78,596	10,26,395	1,59,75,903	26,80,614	6,83,140	-	13,97,846	33,95,320	1,11,43,088	1,25,80,583
Office Equipment	15%	2,03,98,985	19,03,153	6,00,000	2,17,02,138	1,48,89,923	5,95,699	-	18,28,745	1,61,22,969	55,09,062	55,79,169
<u>Others:</u>												
Library Books & Films	25%	58,41,772	92,812	315	59,34,269	52,19,257	138	-	1,71,842	53,90,961	6,22,515	5,43,308
Fire Fighting System	15%	14,52,978	60,637	-	15,13,615	10,43,454	-	-	65,976	11,09,430	4,09,524	4,04,185
Vehicles	15%	10,00,126	-	-	10,00,126	4,78,054	-	-	78,311	5,56,365	5,22,072	4,43,761
Total		33,81,45,205	56,09,870	16,26,710	34,21,28,365	3,35,00,593	12,78,977	-	44,59,824	3,66,81,440	30,46,44,612	30,54,46,925
Previous Year		33,08,88,187	1,03,32,901	30,75,883	33,81,45,205	3,11,26,442	23,74,170	-	47,48,321	3,35,00,593	29,97,61,745	30,46,44,612
Intangible Assets:												
Computer Software	60%	11,95,000	-	-	11,95,000	8,60,400	-	-	2,00,760	10,61,160	3,34,600	1,33,840
Licenses & franchise	60%	64,250	2,31,276	-	2,95,526	62,970	-	-	1,39,534	2,02,504	1,280	93,022
Total		12,59,250	2,31,276	-	14,90,526	9,23,370	-	-	3,40,294	12,63,664	3,35,880	2,26,862
Previous Year		12,59,250	-	-	12,59,250	4,19,549	-	-	5,03,821	9,23,370	8,39,701	3,35,880
Capital work in progress:												
Wall		67,71,541	23,77,271	30,68,371	60,80,441	-	-	-	-	-	67,71,541	60,80,441
Total		67,71,541	23,77,271	30,68,371	60,80,441	-	-	-	-	-	67,71,541	60,80,441
Previous Year		27,86,630	1,01,05,155	61,20,244	67,71,541	-	-	-	-	-	27,86,630	67,71,541
Intangible Assets Under Development:												
ERP under Development		31,21,053	-	-	31,21,053	-	-	-	-	-	31,21,053	31,21,053
Total		31,21,053	-	-	31,21,053	-	-	-	-	-	31,21,053	31,21,053
Previous Year		30,99,423	2,21,630	2,00,000	31,21,053	-	-	-	-	-	30,99,423	31,21,053

Notes to Accounts Forming Part of Balance Sheet

Rupees			
Note No.	Particulars	As at 31.03.2012	As at 31.03.2011
11	Non-Current Investments		
	Investment in Government or Trust Securities	6,00,00,000	13,30,00,000
	Total	6,00,00,000	13,30,00,000
12	Long Term Loans & Advances		
	Security Deposits		
	Secured, Considered Good:		
	(i) Securities with Public Bodies	71,69,507	68,85,799
	Unsecured, Considered Good:		
	(i) Tax Deducted at Source	1,76,38,825	2,84,07,705
	(ii) Advances to Suppliers	15,57,413	5,94,115
	Total	2,63,65,745	3,58,87,619
13	Other Non-Current Assets		
	Fixed Deposits with Scheduled Banks	50,07,26,923	20,08,52,471
	Interest Income Accrued but not Due	73,47,622	19,29,022
	Long-Term Trade Receivables		
	Secured, Considered Good:		
	(i) Nodal Centres	1,01,872	1,42,077
	Unsecured, Considered Good:		
	(i) Management Institutes	31,97,551	3,59,630
	(ii) Sundry Debtors	9,418	-
	(iii) Amount Receivable	4,39,500	7,92,500
	Total	51,18,22,886	20,40,75,700
14	Inventories		
	Books & Study Material with Excel Books Pvt. Ltd.	22,30,439	25,17,070
	Mementoes	2,59,439	2,22,983
	MAT Bulletins/OMR Forms	1,93,171	1,93,171
	AIMA Ties	43,380	70,959
	Corporate Brochure	45,475	6,064
	Publication (Books)	319	319
	Prospectus	-	2,006
	Stationery	96,895	73,550
	Tea & Coffee	6,521	18,371
	Total	28,75,639	31,04,493

Notes to Accounts Forming Part of Balance Sheet

Rupees			
Note No.	Particulars	As at 31.03.2012	As at 31.03.2011
15	Trade Receivables		
	Within Six Months- Secured, Considered Good		
	(i) Nodal Centres	2,12,216	34,233
	Within Six Months- Unsecured, Considered Good		
	(i) Amount Receivable	72,26,657	48,18,584
	(ii) Management Institutes	69,91,574	2,39,22,738
	(iii) Sundry Debtors	2,52,392	2,89,835
	(iv) Faculties	-	300
	Others- Unsecured, Considered Good		
	(i) Amount Receivable	8,91,222	19,89,209
	(ii) Management Institutes	1,33,57,035	81,77,925
	(iii) Sundry Debtors	-	48
	Total	2,89,31,096	3,92,32,872
16	Cash & Cash Equivalents		
	Balances with banks--Saving Account	6,76,92,133	5,05,88,308
	Balances with bank--Auto FDR	2,29,85,000	1,98,22,000
	Balances with bank--EEFC	28,896	25,602
	FDRs with Schedules Banks (Maturing by June 30th)	-	45,75,85,306
	Interest Income Accrued but not Due (Maturing by June 30th)	-	5,78,41,730
	Cash in hand	8,738	9,079
	Postage Advance	87,662	29,022
	Total	9,08,02,429	58,59,01,047
17	Short-Term Loans & Advances		
	Unsecured, Considered Good:		
	(i) Salary Advances	1,18,376	5,35,955
	(ii) Examination/MAT Test Advances	18,20,107	23,73,750
	(iii) Tax Deducted At Source	1,51,39,245	1,41,96,193
	(iv) Earnest Money	12,24,419	3,37,750
	(v) Advances for Supplies & Services	22,44,114	47,54,679
	(vi) Management Institutes	-	2,64,834
	Total	2,05,46,261	2,24,63,161
18	Other Current Assets		
	FDRs with Scheduled Banks (Maturing upto end of next financial year)	1,04,85,44,090	49,00,22,530
	Interest Income Accrued but not Due (Maturing upto end of next financial year)	5,52,53,233	1,88,31,807
	Prepaid Expenses	1,06,77,713	1,23,44,356
	Total	1,11,44,75,036	52,11,98,693

Notes to Accounts Forming Part of Balance Sheet

Rupees			
Note No.	Particulars	As at 31.03.2012	As at 31.03.2011
19	Revenue From Operations		
	Subscription from Members	1,07,40,886	1,32,96,426
	Course & Examination	11,82,71,163	12,24,60,262
	Management Services	29,80,51,415	30,45,80,442
	Management Development Programmes	8,56,50,361	8,54,83,093
	Sale of Prospectus & Other Publications	15,44,100	12,69,545
	Royalty on Publication	12,59,080	14,76,223
	Grant	5,00,000	2,50,000
	Miscellaneous Receipts	14,34,401	1,43,271
	Total	51,74,51,406	52,89,59,262
20	Other Income		
	Interest income		
	- From Bank Deposits	12,85,86,382	5,67,83,657
	- From Government Securities	40,71,303	1,98,20,756
	- Others : Saving Bank Accounts	78,80,724	40,21,331
	Advertisement Space Selling-CSS	16,10,250	14,31,520
	Miscellaneous Receipts-CSS	1,89,935	6,73,800
	Total	14,23,38,594	8,27,31,064
21	Employee Benefit Expenses		
	Salary, Wages & Bonus	8,41,79,937	6,70,62,609
	Employee Medical Insurance Expenses	17,89,800	15,96,488
	Leave Encashment	33,97,178	26,33,789
	Gratuity	34,92,798	25,30,739
	Pension Schemes	8,89,232	8,35,910
	Provident Fund	38,07,979	30,29,314
	Staff Welfare Expenses	18,79,244	16,23,683
	Training Recruitment Expenses	10,13,659	7,82,442
	Total	10,04,49,827	8,00,94,974
22	Depreciation & Amortisation		
	Depreciation & Amortisation	48,00,118	52,52,142
	Total	48,00,118	52,52,142

Notes to Accounts Forming Part of Balance Sheet

Rupees			
Note No.	Particulars	As at 31.03.2012	As at 31.03.2011
23	Other Expenses		
	Administrative Expenses		
	Telephone expenses	1,26,73,817	1,33,67,457
	Rent, Rates & Taxes	1,18,11,916	1,07,14,208
	Travelling & Conveyance	1,17,99,921	1,15,94,392
	Repairs & Maintenance Expenses	80,81,821	65,32,740
	Legal & Professional charges	60,65,300	43,91,700
	Electricity expenses	38,21,803	37,45,432
	Printing & Stationery expenses	36,83,368	38,21,634
	Bank Charges/Interest	11,91,516	7,53,003
	Safety & Security Expenses	10,77,823	8,68,787
	Hotel Exp.-CSS	8,18,695	1,80,307
	Subscriptions & Membership Charges	5,52,194	3,08,112
	LMA Relations & Support	3,57,618	7,98,114
	Amount Written Off	2,79,250	5,000
	Hiring Charges-CSS	2,30,410	10,252
	Vehicle Running Expenses	1,80,915	2,37,302
	Insurance Expenses	1,52,375	1,46,687
	Photography Exp.-CSS	1,50,469	1,99,748
	Kits & Reading Material-CSS	1,45,680	71,825
	Information Technology Expenses	88,932	8,685
	Entertainment Expenses	87,401	85,970
	Prize/Gifts/Scholarship Exp.-CSS	81,393	14,370
	Faculty Hono.-Kind-CSS	39,232	21,829
	Other Administrative Expenses	34,324	84,120
	Books & Periodicals	28,895	22,834
	AGM & Other Meeting Exp.	13,955	32,146
	Exchange Fluctuation	-	4,40,433
	Labour Charges	-	3,100
	AIMA-IOCL Award Exp.	-	9,248
	SME Awards Exp.	-	75,552
	Dr. Ram Taneja Award Exp.	-	4,072
	Lifetime Achievement Award Exp.	-	17,18,189
	Public Service Excellence Award Exp.	-	61,117
	Management & Research Development Exp.	-	18,283
	Auditors' Remuneration	1,11,182	1,11,182
	Total (A)	6,35,60,205	6,04,57,830
	Other Direct Expenses		
	Membership Services	60,14,398	57,87,538
	Course & Examination	5,18,25,558	6,06,74,922
	Management Services	7,18,83,759	8,18,70,511
	Management Development Programmes	4,77,60,650	5,56,98,427
	Total (B)	17,74,84,365	20,40,31,398
	Publicity Expenses		
	Advertising & Promotional Expenses	40,01,461	25,22,976
	Total (C)	40,01,461	25,22,976
	Total (A+B+C)	24,50,46,031	26,70,12,204
24	Exceptional Items		
	Loss on Sale of Fixed Assets	2,87,418	4,43,896
	Total	2,87,418	4,43,896

Significant Accounting Policies and Notes to Accounts

(Annexed to and forming part of the Balance Sheet as at 31 March 2012)

A. Accounting Policies:

1. The preparation of financial statements in conformity with generally accepted accounting policies requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statement and the reported accounts of revenues and expenses for the years presented. Actual results could differ from these estimates.
2. (a) Inventory of saleable publications and priced printed brochures, books, study material and stationery are valued at cost.
(b) Outdated stock of books, prospectus and bulletins etc. is charged off as and when ascertained.
3. Investments are made in securities covered under Section - 11(5) of the Income Tax Act 1961 and valued at cost of acquisition.
4. Life membership fees is treated as Capital receipt.
5. Interest on investments of corpus funds is added to corpus funds and in the case of earmarked funds, interest is taken to income.
6. Depreciation on fixed assets is provided on the following basis:-
 - I. Premium on the leasehold land is amortized over the period of lease.
 - II. Library books and films at 25% on written down value method,
 - III. Other assets at written down value method at rates as prescribed in Income Tax Act, 1961.
7. Accounting Standard – 5 Net Profit or Loss for the period, prior period items and changes in the Accounting Policies states that “items of income and expense within profit or loss from ordinary activities is of such size, nature or incidence, are treated as exceptional items and are disclosed separately when their disclosure is relevant to explain the performance of the enterprises for the financial year”.
8. Accounting Standard-9 Revenue recognition states that “revenue should be recognized at the time of sale or rendering of services. However, if at the time of sale or rendering services there is significant uncertainty in ultimate collection of the revenue, then the revenue recognition is postponed and in such cases revenue should be recognized only when it becomes reasonably certain that ultimate collection will be made”. AIMA has followed the above principle for recognition of revenue except for membership fee, income from sale of prospectus and income from sale of MAT Bulletin through the Banks, which is accounted for on cash basis consistently.
9. Expenditures are accounted for on accrual basis.
10. Accounting Standard- 10 Accounting for Fixed Assets states ‘the cost of fixed assets should comprise its purchase price and any other cost directly attributable to bring the assets to its working condition excluding Excise duty if CENVAT credit is to be availed of. When the fixed assets are retired from active use and disposed off then the gain or loss from disposal of fixed assets is recognized in the statement of Profit and Loss or Income and Expenditure account”. AIMA has followed the same principle for accounting of fixed assets.
11. Liability for Gratuity and Leave encashment are provided for on actuarial valuation basis for all employees, but are not funded.
12. Provident fund is contributory. The rate of contribution is 12% of basic salary. The Provident fund is administered by the AIMA EPF Trust. Pending finalization of provision of interest to be credited to the employee’s accounts in the books of the PF Trust, AIMA will need to ascertain the amount of contribution, if any; it has to make to the trust arising due to the decision of the government to decrease the interest rate on employees’ provident fund from 9.5% to 8.25%.
13. All the monetary items denominated in foreign currency are reported in the balance sheet using the closing rate of exchange at the year-end.

B. Notes to Accounts:

1. AIMA has been continuously granted exemption in respect of its income under section 10(22) and 10(23C)(vi) of the Income Tax Act, 1961. It was during the course of assessment for the Assessment Years 2005-06 to 2007-08 that on the recommendation of assessing officer DGIT (Exemption), New Delhi vide order F.No. DGIT (E) DG4/10(23C)(vi)/2005-06/576 dated 29 July 2009 withdrew the exemption for the said assessment years. Again, DGIT (Exemption) during the course of assessment for the Assessment Years 2008-09 & 2009-10 withdrew the exemption vide order F.No. DGIT (E)/10(23C)(vi)/W/2011-12/1858 dated 28 Feb 2012. Both the orders were challenged before the Honorable High Court of Delhi immediately after receipt of the same. The Honorable High Court has stayed both the orders restraining the department from passing of assessment order pending disposal of the cases.
2. AIMA has received two show cause notices from the service tax department dated 23 April 2009 and 24 October 2011 raising a demand of Rs 25.52 crores. Replies to both the show cause notices have been filed by AIMA. AIMA has been legally advised that the demands of taxes raised in the notices are not legally sustainable and consequently, no provision thereof has been considered necessary. AIMA has been charging and depositing Service Tax on some of its services based on legal advice.
3. AIMA had purchased from DLF (Associate Companies) 12.74375 acres of Land at sector – 64 in Gurgaon, Haryana. The said land is an agricultural land at present and in order to use it for Institutional purposes, AIMA needs necessary permission for Change of Land Use (CLU). AIMA had submitted the application on 30 December 2009 for the Change in Land Use to The Director, Town and Country Planning (DTCP), Haryana.
4. The outstanding balances of creditors, debtors and other advances given to the parties are subject to confirmation and therefore; these balances are stated as per books of accounts. The Management has however, scrutinized these accounts and believes that no material adjustment will be necessary upon the receipt of confirmations.
5. Auditor's remunerations and other services excluding service tax are as follows:-

	Current Year	Previous Year
i. Fees for Statutory Audit	₹ 85,800/-	₹ 85,800/-
ii. Fees for Tax Audit/Tax Work	₹ 15,000/-	₹ 15,000/-
iii. Other Services	₹ 35,000/-	₹ 13,790/-
	-----	-----
	₹ 1,35,800/-	₹ 1,14,590/-
	=====	=====
6. Previous year's figures have been regrouped, rearranged, reclassified / recast wherever considered necessary.

For SARC & Associates
Chartered Accountants

Dinesh Verma
Partner
Membership No.089583

Date : June 6, 2012
Place : New Delhi

Rajiv Vastupal
President

Rekha Sethi
Director General

P Dwarakanath
Treasurer

Dilip Kumar Raina
Chief Financial Officer

Bankers

Indian Overseas Bank
Lok Kala Manch Branch,
20, Institutional Area,
Lodhi Road,
New Delhi 110 003

State Bank of India
Lodhi Road Branch,
Andhra Association Building,
24-25 Institutional Area,
Lodhi Road,
New Delhi 110 003

ICICI Bank Limited
ICICI Bank Tower,
NBCC Place,
Bisham Pitamah Marg,
Pragati Vihar,
New Delhi 110 003

Bank of Baroda
Defence Colony Branch,
8A, DDA Shopping cum Office
Complex, Defence Colony,
New Delhi 110 024

Axis Bank Ltd.
Khan Market Branch,
Shop 2A & 2B
Khan Market,
New Delhi 110 003

Citi Bank, N.A.
Jeevan Bharti Building,
124, Cannaught Circus,
New Delhi 110 001

Auditors

For SARC & Associates
Chartered Accountants,
N-226, LGF, Greater Kailash-I,
New Delhi 110 048

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