

3.3.2 Number of workshops/seminars conducted on Intellectual Property Rights (IPR) and Industry-Academia Innovative practices during the last five years

3.3.2.1 : Total number of workshops/seminars conducted on Intellectual Property Rights (IPR) and Industry-Academia Innovative practices year-wise during the last five years

Year	2018-2019	2017-18	2016-17	2015-16	2014-15
Number	1	1	1	1	1
No of Academia Industry Forum Activity	4	5	1	1	1

Table: showing No of IPR Sessions taken.

S.NO	Name of Workshop/ Seminars	Number of Participants	Date (From to)	Speaker Name
1	Workshop on IPR Management	60	10th - 11th October, 2014	Dr. Vilas Kulkarni
2	Workshop on Application of Patent Law	80	13th - 14th November 2015	Dr. Vijay Nimbalkar
3	Workshop on Application of Trademark in Business	100	16th-17th December, 2016	Prof. Vilas Navale
4	Workshop on understanding of IPR	90	8th - 9th December, 2017	Dr. Ira Bapna
5	Workshop on IPR Usage for Industry	110	14th – 15th December, 2018	Dr. Vilas Kulkarni



Report 1:

Workshop on IPR & it's Management	60	10th - 11th October, 2014	Dr. Vilas Kulkarni
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About the Workshop

Two Day Workshop on *Intellectual Property Right (IPR) Management* was organized at **IIMS**.

Dr. Vilas Kulkarni was the resource person. He stated that **Intellectual property rights** refers to the general term for the assignment of property rights through patents, copyrights and trademarks. These property rights allow the holder to exercise a monopoly on the use of the item for a specified period.

Further, the objective of this seminar is to provide a platform where experts, academicians, delegates as well as people at large interact and exchange their ideas and knowledge with the students.

Objectives of the Workshop

1. To discuss the legislative framework of laws relating to Intellectual Property Protection.
2. To discuss about the role of judiciary in providing safeguards for the protection of Intellectual Property Rights.

Outcome:

1. To understand concept, meaning and types of IPR.
2. To know how to manage IPR.
3. Student understood the meaning and utility of IPR.

Glimpse of Event :



Report 2:

Workshop on Application of Patent Law	80	13th - 14th November 2015	Dr. Vijay Nimbalkar
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About the Workshop

Two Day Workshop on *Application of Patent Law* was organized at IIMS. Dr. Vijay Nimbalkar was the resource person. He stated that a patent is a form of intellectual property that gives its owner the legal right to exclude others from making, using, selling and importing an invention for a limited period of years, in exchange for publishing an enabling public disclosure of the invention

Objectives of the Workshop

1. To discuss the application of patent law.

Outcome:

1. To understand concept of patents and how it is done.
2. To know how to use patents.
3. Student understood the meaning of patent law

Glimpse of Event :



Report 3:

Workshop on Application of Trademark in Business	100	16th-17th December, 2016	Prof. Vilas Navale
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About the Workshop

Two Day Workshop on *Application of Trademark in Business* was organized at IIMS. Dr. Vilas Navale was the resource person. He stated that A trademark is any word, name, symbol, or design, or any combination used in commerce to identify and distinguish the goods of one manufacturer or seller from those of another and to indicate the source of the goods. A trademark protects a good or service offered by a company from infringement or damage of reputation by another company. With a trademark, you have legal recourse to sue another company that uses your likeness to further their own business ventures. This includes both registered and unregistered trademarks

Objectives of the Workshop

1. To discuss the application of trademark in business.

Outcome:

1. To understand concept of trademark in business
2. To know how to use trademark.
3. Student understood the importance and application of trademark in business.

Glimpse of Event :



Report 4:

Workshop on understanding of IPR	90	8th - 9th December, 2017	Dr. Ira Bapna
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About the Workshop

Two Day Workshop on *Understanding of IPR* was organized at IIMS. Dr. Ira Bapna was the resource person. Insight was given on understanding the intellectual property right which is a trade secret. All inventions generally start out as a trade secret of the inventor. She stated that to market your invention, you should protect your idea with one or more of the other types of intellectual property rights: patents, trademarks, and copyrights.

Objectives of the Workshop

1. To know the application and understanding of Intellectual Property Rights.

Outcome:

1. To know practical utility of IPR.
2. To receive expert guidance on Intellectual Property Rights.
3. Student understood the application of IPR.

Glimpse of Event :



Report 5:

Workshop on IPR Usage for Industry	110	14th – 15th December, 2018	Dr. Vilas Kulkarni
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About the Workshop

Two Day Workshop on IPR usage for industry was organized at IIMS. Dr. Vilas Kulkarni was the resource person. He focuses on efficient and equitable intellectual property system for industry usage. Dr. Kulkarni stated that IPR is a catalyst for economic development and social and cultural well-being. The intellectual property system helps to strike a balance between the interests of innovators and the public interest by providing an environment in which creativity and invention can flourish, for the benefit of all

Objectives of the Workshop

1. To know the Intellectual Property Rights usage for industry.

Outcome:

1. To know industrial usage of IPR.
2. To receive industrial expert guidance on Intellectual Property Rights.
3. Student understood the industrial application of IPR.

Glimpse of Event :



3.3.2

Industry-Academia Innovative Practices during the last five years

Year	Name of the Workshop/Seminar	Date from -to
2014-15	Workshop on Contemporary Issues of Marketing	25th sep 2014

International Institute of Management Studies regularly organizes workshops on latest business practices to make the students aware about the contemporary business issues. A workshop on contemporary issues of Marketing was organized by International Institute of management Studies on 25th Sep 2014. To provide students new marketing insights and make them aware about latest happening in marketing environment stalwarts from industries were invited. Latest trends of marketing and sales were discussed by the Panel members. "How new technology can influence customer's lifestyle and purchase behaviour " was the main theme of the conference. The discussion was very beneficial for budding student managers. The workshop was managed very well by the coordinators. Around 140 students participated in the workshop.

Objectives:

1. To create awareness amongst students about contemporary marketing issues.
2. To provide students new marketing insights.

Glimpses of the Workshop

2015-16	Workshop on HR Opportunities and Challenges	19th sept 2015
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A workshop on HR Opportunities and Challenges was organized by the International Institute of Management Studies on 19th Sep 2015. International Institute of Management Studies regularly organizes workshops on latest business practices to make the students aware about the contemporary business issues. To inform students about the latest trends in HR field Experts from industry were invited. "How HR will take place in changing Business Environment" was the main theme of the workshop. Changing HR trends and how it will create impact on existing business practices was discussed by panel members. Workshop was very beneficial for the students of Management.

Objectives:

1. To create awareness about the latest trends in HR field.

Glimpses of the Workshop



2016-17	Workshop on Contemporary Business Practices	17th sept 2016
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A workshop on Contemporary Business Practices was organized by the International Institute of Management Studies on 19th Sep 2015. International Institute of Management Studies regularly organizes workshops on latest business practices to make the students aware about the contemporary business issues. To inform students about the latest trends in business Experts from industry were invited. "New Business Models in the changing Business World" was the main theme of the workshop." Panel members discussed about the changing business practices and how it will affect the Business Scenario. The workshop was very beneficial for management students.



Objectives:

1. To create awareness about changing business practices and new business models.

Glimpses of the Workshop





**INTERNATIONAL INSTITUTE OF
MANAGEMENT STUDIES**



WORKSHOP ON

UNDERSTANDING OF IPR

GUEST SPEAKER:

Dr. Ira Bapna

Date: 8th - 9th December, 2017

Time: 10am Onwards

VENUE: MDP ROOM, IMS, PUNE.





**INTERNATIONAL INSTITUTE OF
MANAGEMENT STUDIES**

WORKSHOP ON

IPR Usage for Industry

GUEST SPEAKER:

Dr. Vilas Kulkarni

14th - 15th

December, 2018

1 pm onwards

VENUE: MDP ROOM, IIMS, PUNE.





**INTERNATIONAL INSTITUTE OF
MANAGEMENT STUDIES**



WORKSHOP ON

**APPLICATION OF TRADEMARK
IN BUSINESS**

GUEST SPEAKER: - Dr. Vilas Navale

Date: 16th & 17th December, 2016

Time: 1pm Onwards

VENUE: MIDP ROOM, MIDAPUNE.





INTERNATIONAL INSTITUTE OF
MANAGEMENT STUDIES



WORKSHOP ON

HR Opportunities and Challenges



Date: 19th September 2015

Time: 2.30pm onwards

GUEST SPEAKER:

Dr. Vijay Nimbalkar

VENUE: MDP ROOM, IIMS, PUNE.



**INTERNATIONAL INSTITUTE OF
MANAGEMENT STUDIES**



WORKSHOP ON

IPR MANAGEMENT

GUEST SPEAKER

Dr. Vilas Kulkarni



Time: 10am Onwards

Date: 10th & 11th October, 2014

VENUE: MIDP ROOM, IIMS, PUNE.



**INTERNATIONAL INSTITUTE OF
MANAGEMENT STUDIES**

WORKSHOP ON

Contemporary Issues of Marketing

GUEST SPEAKER:

Dr. Anil Verma

Date : 25 September 2014 Time : 2.30pm onwards

VENUE: MDP ROOM, IIMS,PUNE.





**INTERNATIONAL INSTITUTE OF
MANAGEMENT STUDIES**



WORKSHOP ON

APPLICATION OF PATENT LAW

Guest Speaker: - Dr. Vilas Navale



Date: 13th & 14th November, 2015

Time: 12am Onwards

VENUE: MDP ROOM, IIMS, PUNE.



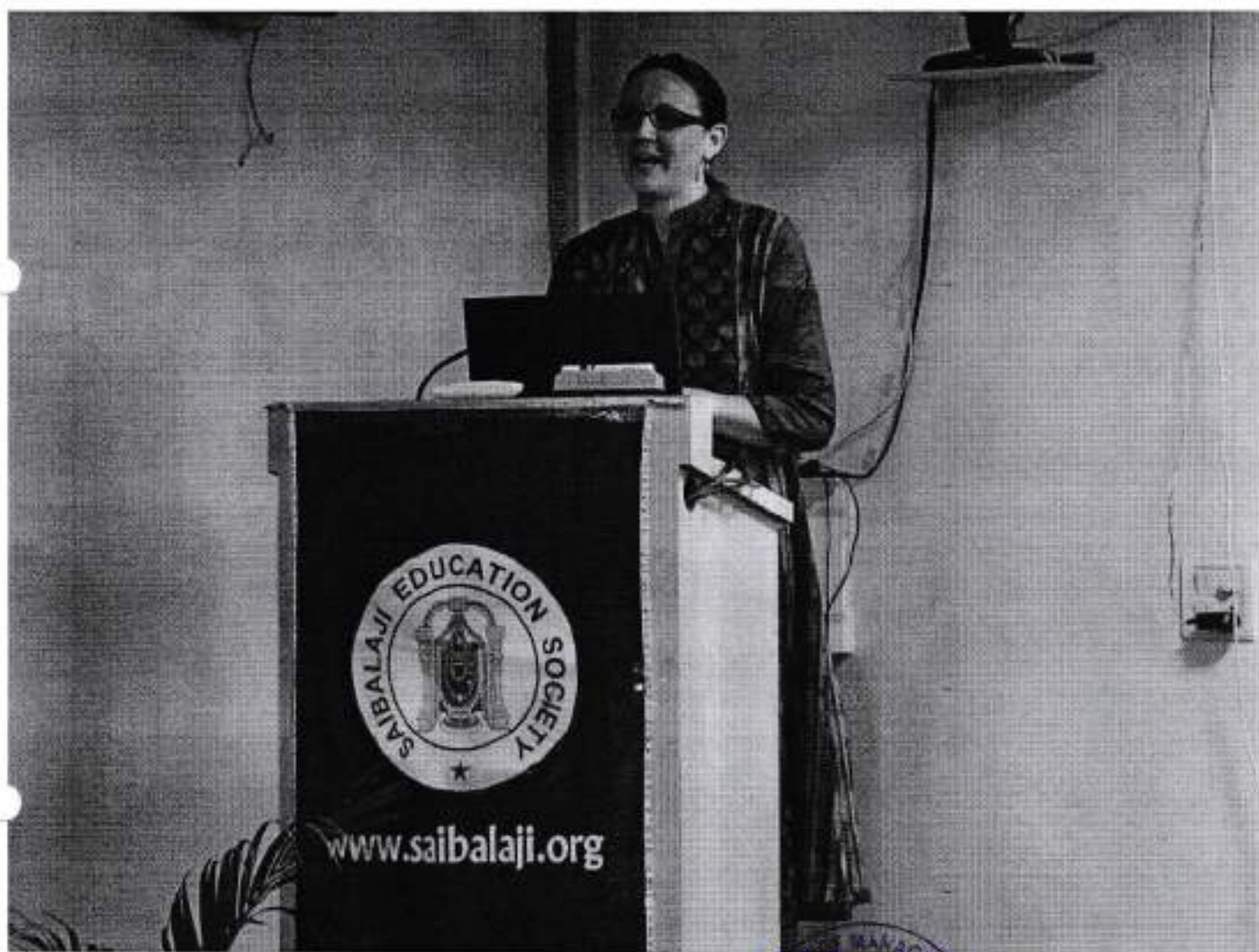














SAIBALAJI EDUCATION SOCIETY
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दृष्टिकोण'2017

NATIONAL CONCLAVE

HR

31st August 2017

Finance

1st September 2017

Marketing

2nd September 2017

*The Art of Communication is
the language of leadership.*



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SAIBALAJI EDUCATION SOCIETY
INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES
MARKETING CONCLAVE 2nd SEPTEMBER 2017 REPORT

On 2nd September 2017 SaiBalaji Education Society, Pune organized one-day National level Marketing Conclave on **"Disruptive Technology and Changing Role of Marketing Managers."** at IIMS Campus. During inaugural ceremony of Marketing Conclave Mr. Sudhir Soundalgekar, Director- Lifestyle Projects In Raymond Ltd. Mumbai, Mr. Hemant Koshti, Director-Sales in HCL Technologies Ltd. (Geometries Ltd.) Pune, Mr. Rohan Salgarkar, vice president- sales, Dr. Ravindra Utgikar, Vice President of Corporate Strategy & Marketing at Praj Industries Ltd, along with the founder president of SaiBalaji Education Society, Prof. Manish R. Mundada, Dr. Sandip Sane, Director of IIMS Pune, Dr. Dhananjay Bagul, Director SBIIMS, Dr. Nadeem Khan, Director IIMHRD, & Prof. Bension Jacob, Associate Professor IIMS were present. Marketing Conclave was divided into three sessions. Each session was having various speakers from eminent MNCs. The first session comprises the inaugural session chaired by Mr. Sudhir Soundalgekar, Mr. Hemant Koshti, Mr. Rohan Salgarkar, Dr. Ravindra Utgikar and Prof. Naval Bhargav.

Session 1st -Inaugural Ceremony

1st Speaker

Mr. Sudhir Soundalgekar, Mumbai spoken on the Business Transformation, Market Vision where it used the advancing technique, Realizing true value of customer ideas which is self generated.

- Never copy an idea from someone because it always leads to failure it is good for sometime not all time.
- Self ideas lead to innovation which relates to corporate world & business a key to success of an individual.
- Make aware about the Disruptive Technology & changing role of marketing management.
- Encouraging each individual to reach its destination shopping through personal experience.
- Focuses on the building of brand engagement.
- Captative store where role of the retail store is getting redefined.
- Talked about whole New infrastructure of Raymond – Pharmacy, Jewellery, Tea Shop, Trail rooms, creating space allow discovery, a future store, joy of richman craftship & many more, State of art store a future store .
- Digital intervention says about the Design, Innovation, Transforming retail, Coupons & rewards, Exponential organization, Artificial intelligence, Cities planned with the help of uber, Bitcoin



currency and last but not the least he said the world is based on the TRANSFORMATION, INNOVATION, & DISRUPTION.

2nd Speaker

Mr. Hemant Koshti, second speaker started his speech with

3rd Speaker

Third Speaker of inaugural session was **Mr. Rohan Satgarkar** who shares his knowledge regarding:

- Organic herbal life.
- Guide to build consciousness with different technology.
- Market Disruption with new changing.
- Drons Markets & Latent demand.
- Connected technologies with trends

4th Speaker

Dr. Ravindra Utgikar discussed about

- The Macro & Micro environment.
- Solid currency
- Anti globalization sentiments.
- Tells about the land & labor reform.
- 3D printing and 7P's about Price, Place, Promotion, Products, People, Process, Physical Evidence.
- Disruptive Technology- in this must not lose human trust.
- Green certification, Green branding for sampling & practices on environment basis.

Prof. Naval Bhargav, conducted interaction and question-answer session for further queries and gave his concluding remarks.

Session 2nd

Panel Discussion "Marketing Challenges For Gen Z work Force or Understanding Gen Z Consumers".

Post Lunch Session 2 comprised panel discussion on "**Marketing Challenges For Gen Z work Force or Understanding Gen Z Consumers**" under four speakers namely **Mr. Rajesh Joshi**, General Manager – Sales at Govind Milk & Milk Products Pvt. Ltd., **Prof. Dr. Uday Bhargava**, Zonal



Session 3rd

Panel Discussion “Digital Marketing & Social Media Marketing”

Session 3 comprised panel discussion on “**Digital Marketing & Social Media Marketing**” under four speakers namely Mr. Amitabh Ramani, Head of online Digital Marketing Zensar Technology Ltd., Pune, Mr. Anand Gore, Depty. General Manager Bosch Ltd. Pune, Mr. Vikrant Joshi, Sr. Manager Sales and Marketing Ashok Leyland Ltd. Pune, Mr. Sumedh Gupta, Regional Head Business Standard Pvt. Ltd. Pune

9th Speaker

Mr. Amitabh Ramani, talked about the new technologies to involve in the work force. He told that everyone should have the innovative ideas while working in any sector.

10th Speaker

- **Mr. Anand Gore** makes aware about the Digital marketing & social media.
- Talked about 8 P's

11th Speaker

Mr. Vikrant Joshi, He makes gathering aware about :

Customer to customer (C2C) markets provide an innovative way to allow customers to interact with each other. Traditional markets require business to customer relationships, in which a customer goes to the business in order to purchase a product or service. In customer to customer markets, the business facilitates an environment where customers can sell goods or services to each other.

Business-to-business (B2B or, in some countries, BtoB) refers to a situation where one business makes a commercial transaction with another. This typically occurs when:

- A business is sourcing materials for their production process (e.g. a food manufacturer purchasing salt).
- A business needs the services of another for operational reasons (e.g. a food manufacturer employing an accountancy firm to audit their finances).
- A business re-sells goods and services produced by others (e.g. a retailer buying the end product from the food manufacturer).

B2B is often contrasted against business-to-consumer (B2C).

- **Consumer-to-business (C2B)** is a business model where an end user or consumer makes a product or service that an organization uses to complete a business process or gain competitive advantage.



Business Head, SMC Pneumatic (I) Pvt. Ltd., Mr. Virendra Singh, VP- Head of Global Midrange Barclays, Pune, Mr. Rajeev Ambekar, Managing Director - Realty Ezee Mumbai.

5th Speaker

Mr. Rajesh Joshi discussed about:

- Disruptive technology used example of bullock cart.
- Sales automation software
- Channels of sales earlier now warehouse playing crucial role.
- How milk getting a company through communication is important in which social obligation are playing crucial role with social content.

6th Speaker

Dr. Uday Bhalchandra, fifth speaker continued the panel discussion by Guiding

- How to build a soft skill for example city bank guest offer job randomly provide a job on his skills.
- Remember FMCG/ RETAIL/ PREFERENCE
- Improve yourself.

7th Speaker

Mr. Virendra Singh shared his knowledge that:

- Barclay a British bank which is the first bank to launched ATM.
- He says don't create advertisement create value.
- Try to be partner with consumer come to know the solution.
- And be everywhere in advertisement.

8th Speaker

Mr. Rajeev Ambekar, last speaker of second panel discussion guided the gathering

- Look where you want to go.
- He gave the example that he sold flats online while working with Tata's owner.
- Adopt the market strategies, know various touched point.
- He makes aware about new word PANDA and 3N.

Dr. Sandeep Sane, Director, IIMS conducted interaction and question-answer session for further queries on "Marketing Challenges for Gen Z work Force or Understanding Gen Z Consumers" and gave his concluding remarks.



- **B2C** businesses played a large role in the rapid development of the commercial Internet in the 1990s. Large sums of venture capital flowed to consumers in the form of free online services and discounted shopping, spurring adoption of the new medium.

12th Speaker

Mr. Sumedh Gupta Share his view on social media marketing and talked about the Brand & Products work force in the markets.

Prof. Abhay Mishra conducted interaction and question-answer session for further queries on “**Digital Marketing & Social Media Marketing**” and gave his concluding remarks.

Session 4th

Interview with CEO

Session 4 was exclusively held for interview with **Mr. Subramanya Kusnur** Founder Chairman & CEO of **AQUAKRAFT PROJECTS Pvt. Ltd** by **Prof. Rakesh Pathak**

Mr. Subramanya Kusnur presented some important management and life lessons to young audience which were;

1. Do your best, don't worry about anything don't be scared focus on your work you will achieve what you want in your life.
2. Be aware about everything do work in group, present anything in a poster work, be a volunteer.





**SAIBALAJI EDUCATION SOCIETY'S
INTERNATIONAL INSTITUTE OF MANAGEMENT
STUDIES**



(Approved by AICTE, Ministry of HRD, Govt. of India)

**REPORT OF NATIONAL FINANCE CONCLAVE ORGANISED on 1st SEPTEMBER
2017 at IIMS**

The National Finance Conclave at International Institute of Management Studies started at 10 am on 1st September 2017. The conclave had three technical sessions, three panel discussions and a CFO interview. The conclave started with the felicitation of guests by the Founder President Prof. Manish R. Mundada. The guests for the first technical session were Mr. Anand Menon, Senior Associate VP, Darashaw & Co Pvt Ltd, Mumbai, Mr. Saket Jain, AVP, Capital First Ltd, BKC Mumbai, Mr. Nilesh Ulnarkat, Managing Director, NJ Financial Planning, Certified Financial Professional, Mumbai. The conclave was graced by the Directors of IIMS, SBIIMS, IIMHRD, faculties and students of B schools and executives from industry.

The conclave started by Saraswativandana and lamp lighting by the dignitaries. The first technical session was coordinated by HOD, Department of Financial Management, Prof. Smarjeet Das. The first technical session started with address by Mr. Anand Menon, Senior Associate VP, Darashaw & Co Pvt Ltd. He discussed about opportunities created by Smart City project. He explained the operational aspects of smart city projects. Through live examples of different cities like Lucknow he elaborated the significance of selecting a particular segment, self-assessment, operational efficiency, use of apps, public policy. The potential to solve issues of solid waste management, transportation, cleanliness water supply were discussed.

The second address was given by Mr. Saket Jain, AVP, Capital First Ltd, BKC Mumbai. He discussed about the changes in technology in banking and financial services. He mentioned that banks by 2020 will have no employees in branches. Technology will change the way of life. Companies are tracing the data of consumers through social media and other platforms. The technology is making life simple and easy. It was emphasized that fast fish will eat the slow fish in the current economic scenario. A content manager traces the social score and content of



consumers by analyzing data on mobile and other technology tools used by the consumers. New era will be presence less, paper less, cashless and consent layer. It was concluded that there is an immense opportunity in the use of technology in financial services.

The third speaker in first technical session was Mr. Nilesh Unarkat, Managing Director, NJ Financial Planning, Certified Financial Professional, Mumbai. He discussed the perils of short cuts in decision making. The practices of corporate to resort to window dressing by financial experts were discussed. The advantages of technology for stock trading and use of bands to trace health parameters of consumers by the insurance companies was also discussed.

After the individual speeches by the guests, they participated in panel discussion. The panel discussion was moderated by Prof. Smarjeet Das. The panel discussion was open to students also. Students actively participated in the panel discussion. The impact of technology on mutual funds, financial services and economy was discussed. The panelist also explained to students that reading is the key to success. It was highlighted that students should keep themselves updated with latest trends in the market and that technology will create more jobs of different kind. To reach the goal, students were advised to stay focused and have determination.

The second technical session "Recent Technology and Regulatory Changes" started after lunch break. The guests in the second technical session were Mr. Anandsagar Siralkar, CEO, Vizitech Solutions Pvt Ltd, Pune, Mr. Chandra Prakash Singh, Joint CFO, Goel Ganga Group, Pune, and Mr. Arnab Choudhuri, Associate Director, Sharp & Tannan Associates, Pune. The session was coordinated by Dr. Rajesh Tiwari, Associate Professor, Department of Financial Management-International Institute of Management Studies. The technical session started with address by Mr. Anandsagar Siralkar, CEO, Vizitech Solutions Pvt Ltd, Pune. He highlighted forth industrial revolution where all new technology is emerging. The role of artificial intelligence and digital transformation was discussed. The concept of Singularity when machines will make better machines was highlighted. The video clip of Sofia made a lively demonstration of robots with cognitive abilities. Mr. Anandsagar also emphasized students interested in startup to keep track of latest innovation to get success in their ventures.

The session was then addressed by Mr. Chandra Prakash Singh, Joint CFO, Goel Ganga Group. He discussed the impact of demonetization, RERA and GST on real estate sector. He stressed



that GST has eliminated all indirect taxes and is the biggest change after independence. It was emphasized that the prices of real estate will come down by 8-9%. RERA will play a constructive role for the economy as real estate sector is one of the largest employment providers in India.

Mr. Arnab Choudhuri, Associate Director, Sharp & Tannan Associates discussed about the regulatory issues facing banking and financial services sector. The recent happenings in banking sector were highlighted. The issue of bankruptcies in banks and nationalization was discussed. Mutual funds, investment in share and fintech companies were discussed.

The panel discussion was moderated by Dr. Rajesh Tiwari. The panelist discussed the impact of technology on employment in a country like India. It was emphasized by the panel experts that artificial intelligence and robotics will initially lead to loss of jobs but will create other type of jobs, and improve efficiency and transparency of banks and financial institutions. The precaution to be taken to prevent ransomware attacks was discussed. The panelists also provided guidelines for sources of funding for budding startups of students. The panelist also highlighted the positive impact of technology on financial inclusion. It was emphasized that 2016 and 2017 has witnessed one of the major changes in financial services and the changes have long term positive effects for the economy.

The third technical session started after the second panel discussion. The guests in the third technical session were Mr. Uttam Gujrati, VP Finance, Onward Technologies Ltd, Pune, Mr. Yogesh Supekar, Associate Editor, Dalal Street Investment Journal, and Mr. Prasanna Lohar, Chief Technology Officer, DCB Bank, Mumbai, Dr. M. D. Mohite, (-----), Mr. Anil Jaliha (-----). The session was coordinated by Dr. Nidhi Girahiya, Associate Professor, International Institute of Management Studies. The technical session was addressed by Mr. Uttam Gujrati, VP Finance, Onward Technologies Ltd. He discussed the way people do business. He explained the nitty gritty of mergers & acquisitions and also expressed that even a small but capable company can survive and grow in the market. Stick to your plans and be on your ground. He motivated students to be ready to face any challenge.

Mr. Yogesh Supekar, Associate Editor, Dalal Street Investment Journal discussed about the intricacies of stock market. He elaborated how macroeconomic factors affect the stock market



and highlighted that despite economic challenges, stock market is the place which gives maximum returns. He emphasized on the importance of identifying high growth stocks as growth rate significantly influences stock prices.

Mr. PrasannaLohar, Chief Technology Officer, DCB Bank discussed about the technology changes in banking sector. He emphasized the role of understanding the behavior and attention span of consumers. The processes which used to take few days in banks, now take few minutes. The technology is changing the speed with which we do banking and those who will not keep updated with technology will not survive the competition in the world of internet, artificial intelligence, social media, and mobiles. Technology will revolutionize the way we live in coming years. The technology which was considered as a luxury few years back has become a necessity.

Mr. Anil Jalihal discussed about the impact of recent changes on automobile companies. He highlighted the role of make in India initiative on the growth of manufacturing sector. Make in India will create good opportunities for talented graduates from IIT's and IIM's and they can find good opportunities right here in India, instead of moving to western countries. It was emphasized that India has the potential to become a manufacturing hub in the region.

The panel discussion was moderated by Dr. NidhiGirahiya. The guest speakers along with Dr. M.D. Mohite participated in the panel discussion. The panelist discussed about the consolidation happening in the banking sector. It was emphasized that in future there will be fewer banks, as technology will make the large private sector banks more dominant and other banks have to merge in order to compete against the private giant banks, who are way ahead in adoption of technology. The panelist also answered questions of students regarding career options in banking and finance and how to grow in career. It was opined by the panelist that every candidate is different and the need of the recruiter should match with the skills set of the candidates. An ideal candidate is one who can adapt to the technology. It was concluded that machines are created by man, so there is no need to fear from artificial intelligence and robotics. The machines will do the jobs for us so that human being can devote time for more creative activities.

The CFO interview session was conducted by Prof. Smarjeet Das, HOD, Department of Finance, International Institute of Management Studies. The guest for the CFO interview session was Mr. ShyamKajale, Senior Director-Finance, Sanghvi Movers, Pune. Mr. ShyamKajalerecalled the



glorious journey of his life from starting his career to reaching different milestones and the how he had grown in his career. He shared his experience of how the role of CFO has changed from 1990 to 2016. He also shared his views on the nonperforming assets. He emphasized that the root cause of the NPA should be ascertained first than only the problem can be resolved.

The finance conclave provided a platform for students, faculties, executives to discuss the recent technological, regulatory changes and its impact on the banking and financial services and economy. The possible solutions provided by the experts will help the budding entrepreneurs, managers, and corporate leaders in developing right strategies to take advantage of the opportunities in the current economic scenario.

The finance conclave concluded with a vote of thanks.



SAIBALAJI EDUCATION SOCIETY
INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES
HR CONCLAVE 31st AUGUST 2017 REPORT

On 31st August 2017 SaiBalaji Education Society, Pune organized one-day HR Conclave at IIMS Campus. During inaugural ceremony of HR Conclave Mr. Ian Pinto Country Head - HR, Sandvik Asia Pvt. Ltd., Mr. Christopher Jason Associate Director - HR Operations, MarketsandMarkets, Pune along with the founder president of SaiBalaji Education Society, Prof. Manish R. Mundada, Dr. Sandip Sane, Director of IIMS Pune, Dr. Dhananjay Bagul, Director SBIIMS, Dr. Nadeem Khan, Director IIMHRD, Dr. Agalgatti, Governing Council Member & Prof. Bension Jacob, Associate Professor IIMS were present. HR Conclave was divided into three sessions. Each session having various speakers from eminent MNCs. The first session comprises the inaugural session chaired by Mr. Ian Pinto Mr. Ian Pinto Country Head - HR, Sandvik Asia Pvt. Ltd., Mr. Christopher Jason Associate Director - HR Operations, MarketsandMarkets, Pune.

Session 1st -Inaugural Ceremony

1st Speaker

Mr. Ian Pinto, Pune spoken on the revolution of different titles specified to human resource management concept nowadays due to time and generations such as human capital management, people's resource management. He uttered that HR is now more inclined towards dynamics technology of modern era because interaction between human and machines. Some of the major paradigm shift in the field of HR are:

1. The managers are doing more HR functions using the modern technology.
2. The focus has also shifted towards the service centers which deals with the customers. The "chatbot" has been introduced in the line of customer services.
3. The slogan for modern era of HR can be 'fail and fail fast'.
4. To survive in the modern era, HR should know what the employees really want and how he can inspire them so that they can give the best potential to the organization, because today the HR is a lot more than just giving jobs to the people.
5. HR has moved a lot towards considering the people as the capital and not as resources and to tackle the future changes a HR manager should keep on updating himself with modern technologies because learning and growing never stops.
6. The employees of tomorrow are not a permanent employee it will be a temporary one and adopt the changes with the time in organization.



2nd Speaker

Mr. Christopher Jason, second speaker started his speech with spectacular quote "if you make commitment then you need to honor it because, once you make it and break it then, it wouldn't be a commitment". He propounded his quote by explaining the actual reasons to take a HR specialization such as:

1. The HR is not about only people; but it's about people-business-process.
2. The HR is about the getting the numbers right it is a lot more than giving jobs to people
3. The HR is now more thinking towards using the people as the assets of the organization.

But people consider HR as to manage people or gives job because it is glamorous. He also shared the major revolution in HR field in recent years such as:

1. The jobs will be more about adding value to the designation.
2. Today the CHRO is expected to understand more dynamics of business.
3. The HR should be an agile enough to deal with changes.
4. The HR no longer seats behind desk but, he seats among the employees and customers of the organization.
5. Today the competition is not about one on one but it's about the collaboration from 'I towards we'.

According to him, always win with people than winning alone and see everyone as colleagues and not as the competitors. He suggests the audience to design to process according to customer point of view and start finding logic behind it.

3rd Speaker

Third Speaker of inaugural session was **Prof. Bension Jacob** who shared some guidelines to the audience which where:

1. Don't be a "boss" but be a "colleague" to the employees
2. The employee satisfaction should always be a prioritized
3. Before joining an organization always look at the vision, mission and goals and thinks how we can add value to the organization.
4. Do whatever you love and love whatever you do.

Session 2nd -Panel Discussion "Changing Role of HR"

Post Lunch Session 2 comprised first panel discussion on "Changing Role of HR" under four speakers namely Mr. Jashan Joshi Global Sourcing Leader, Head Talent & Acquisition & Research (India, APAC & North America), ZS Associates, Mr. Shaleen Manik, GM – HR (Talent & Performance), Vodafone Mobile Services Ltd. Pune, Ms. Neema Kamal, Head HR –



Aquapharm Chemicals Pvt. Ltd and Mr. Anshuman Mukherjee, Global Sourcing Head – Amdocs Ltd., Pune.

4th Speaker

Mr. Shaleen Manik, highlighted modern corporate workplace views such as:

1. What is new today will become old tomorrow, so, one should think strategically and always keep on updating himself.
2. The more you get into the subject the more you get into the aspect
3. Bring new things every day to be more innovative
4. The social media helps in hiring new talent

5th Speaker

Mr. Anshuman Mukherjee, fifth speaker continued the panel discussion by sharing his experience in corporate world. He suggests the audience to take the initiative to change the world to bring better tomorrow, take feedback and have opinion for everything.

6th Speaker

Ms. Neena kamal talked on modern aspects of HR functions by adding key point as one should consider people and employees not as resource but as a stakeholder of the company. She argued HR specialization students to have deep knowledge about human behavior because it can play very important role in understanding company's potential.

7th Speaker

Mr. Jashan Joshi, last speaker of first panel discussion added important point by quoting that "one should always keep on learning about innovations because in near future, the machine era will begin and it will help in making work more efficient.

Prof. Vijay Nimbalkar, Associate Professor (HR), IIMS conducted interaction and question-answer session for further queries on changing role of HR and gave his concluding remarks.

Session 3rd-Panel Discussion "Challenging and Opportunities"

Session 3 comprised second panel discussion on "Challenging and Opportunities" under four speakers namely Mr. Manav Prasad Head-HR, Tavisca Pune, Mr. Sarang Brahme, Global Social Media Recruiting Head-Capgemini, Mr. Prashant Mehta Sr. Manager Head-Talent Acquisition and Engagement, MetroGlobal Business Services, Pune and Mr.P.K. Kumbhar Sr. VP-HR and ER, Amtech Auto Ltd., Pune.

8th Speaker

Mr. Manav Prasad, alumni of IIM Calcutta addressed the importance of Information technology to understand the needs of business and built rapport with clients.



9th Speaker

Mr. Sarang Brahme mentioned important component of every company i.e. own people. HR should know the excel and labor law for smooth functioning of HR. HR should also possess high passion and integrity for his work.

10th Speaker

Mr. Prashant Mehta gave important aspect in organizational behavior by quoting that "if there are many barrier in particular organizational culture than it can make the communication process complex", therefore barrier should be solved.

11th Speaker

Mr. P.K. Kumbhar, shared his experience by giving some management tips to the audience listed as:

1. One should aim to reach at the top of the organization and not of a specific department.
2. Owners and the employees should work as the partners to make organization successful.
3. Always think on the human aspect or from the human point of view.
4. One should daily try to meet new people.
5. Handle the challenges in a manner which, it can satisfy both the parties
6. Humans will not change in future but, the way of managing humans will surely change.

Dr. Dhananjay Bagul, Director SaiBalaji International Institute of Management Sciences, Pune conducted interaction and question-answer session for further queries on challenges and opportunities and gave his concluding remarks.

Session 3rd – Interview with CEO

Session 3 was exclusively held for interview with Mr. Badal Saboo CEO, World Fashion Week & Badal Saboo group of companies by Prof. Ekta Chitnis Joshi, Head HR, IIMS

Mr. Badal Saboo presented some important management and life lessons to young audience which were:

1. Always follow your passion irrespective of your background.
2. Always keep on traveling to the different places because they can teach many things.
3. Make sure that your ideas are not too early for the society and make sure that your ideas is feasible.
4. Never be afraid to fail because failures are one of the best teacher and they are stepping stones to success
5. Always have a short term/mid-term /long term goals in advance.
6. Take the people along with you because you can't walk alone.
7. Don't get bothered by what people say just think big and do it.





International Institute of Management Studies

Announces

Start Up and Entrepreneurship conclave

Start up Plan Competition

DATE: 22nd Sept 2017

VENUE: APJ Abdul Kalam Auditorium, IIMS campus

TIME: 9:00 AM to 6:00 PM

The basic objective of this Business Plan Competition is to create awareness among young students and budding entrepreneurs as regards the practical conceptualization of Business Plans, which would lay a strong foundation for their future entrepreneurial ventures.

The unique selling proposition of this competition is to help students identify business opportunities in the current challenging times of intense competition worldwide through adoption of one of the most effective business strategies, with focus on 'Creating Value for Customers' through offering better goods and services leading to launch of new successful business



Highlights

- ❖ The Competition is open to all throughout India.
- ❖ Team size: 1 to 3 members
- ❖ Participants have to send their Business plan Entries by email on:
t.sahu@sbiims.edu.in
- ❖ Time allowed for presentation- 10 mins per team & 5 mins Question answer round.
- ❖ Venue = APJ Abdul Kalam Auditorium IIMS Campus –Survey No #54, Nere, Dattawadi, Near Hinjewadi IT Park, Pune-411033
- ❖ Last date of registration is 20th September 2017
- ❖ *All the Participants will be awarded with Certificate of Participation*

Contact:

Student Co-ordinator:	Faculty Co-ordinator:
Shubham Gupta: 7581801396 Harshvardhan Bhosale: 9595833111	Dr.Tripti Sahu: 8007399009 Dr. Nitin Ranjan: 7350008892 Prof. Rakesh Pathak: 9552524081



Program, Invitation, Profile of speakers Report, in
list of students present Photographs (Sabbirwale)

NATIONAL MARKETING CONCLAVE 2017

SATURDAY, 2ND SEPTEMBER 2017 : IIMS PUNE

"Disruptive Technology & Changing role of Marketing Managers"

10.00 AM - 10.10 AM	Inaugural Ceremony (Lamp Lighting and Saraswati Vandana)
10.10 - 10.15 AM	Introduction and Felicitation of Guests
10.15 - 11.00 AM	Inaugural Session 1 : Mr. Sudhir Soundalgekar , Director - Projects, Raymond Ltd. Mumbai.
11.00 - 11.45 AM	Inaugural Session 2 : Mr. Hemant Koshti , Director - Sales, HCL Technologies Ltd. Pune
11.45 - 12.30 PM	Inaugural Session 3 : Mr. Rohan Salgarkar , VP - Business Development, MarketsAndMarkets Pune
12.30 - 01.00 PM	Panel Interaction and Q & A (Prof. Naval Bhargav , Professor, International Marketing, IIMS Pune) on "Business Transformation & Creating Sustainable Competitive organisations"
1.00 - 2.00 PM	Lunch

02. 00 - 03.30 PM : PANEL DISCUSSION: "Marketing Challenges for Gen Z work force or understanding Gen Z Consumers"

2.00 PM : Introduction and Felicitation of Panel Members

02. 00 - 03.00 PM	Mr. Rajesh Joshi , GM - sales, Govind Milk & Milk Products Pvt. Ltd. Pune	Mr. Uday Bhalchandra , zonal business Head - SMC Pneumatics (I) Pvt. Ltd. Pune.
	Mr. Virendra Singh , VP-Head of Global Midrange at Barclays Pune.	Mr. Rajeev Ambekar , MD- RealtyEzee Mumbai, Ex- VP sales & Mrktg, Tata Housing Development Co. Mumbai
	Dr. Sandip Sane , Director - IIMS Pune	
03.00 PM - 03.25 PM	Interaction and Q & A	
03.25 PM - 03.30 PM	Concluding Remarks	

03.30 PM to 5.00 PM : PANEL DISCUSSION : "Digital Marketing & Social Media Marketing"

3.30 PM : Introduction and Felicitation of Panel Members

3.30 PM - 4.30 PM	Mr. Amitabh Ramani , Head - Digital Marketing, Zensar Technologies Ltd. Pune.	Mr. Anand Gore , Depty. GM -Braking Components, Bosch Ltd. Pune
	Mr. Vikrant Joshi , Regional Sales Head, Ashok Leyland Pune	Mr. Sumedh Gupte , Regional Head - Maharashtra, Business Standard Pvt. Ltd.
	Prof. Abhay Mishra Asst. Professor, IIMS Pune.	
4.30 PM to 4.55 PM	Interaction and Q & A	



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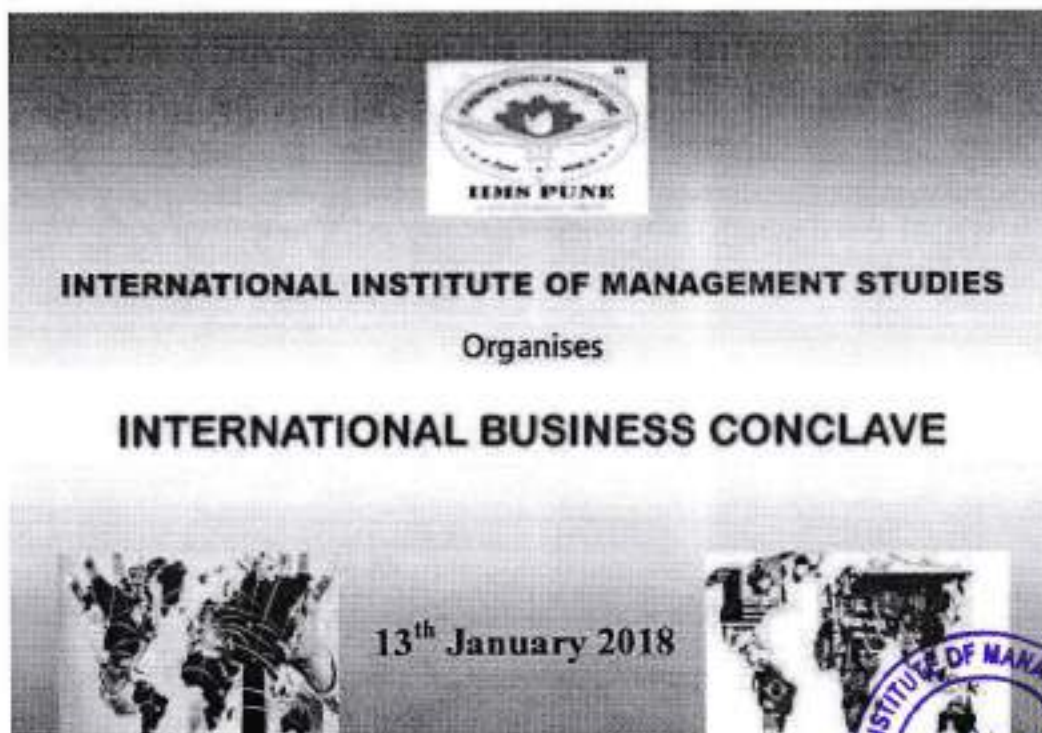
**** Moving towards another Conclave of academic year 2017-18...**

**** International Institute of Management Studies (IIMS) Pune organises "International Business Conclave"**

**** Opportunity to gain intelligent insights from leading professionals...**

Date : 13th January 2018

Venue : APJ Kalam Auditorium, IIMS Pune







NATIONAL FINANCE CONCLAVE 2017
FRIDAY, 1ST SEPTEMBER 2017: IIMS PUNE

10.00 AM - 10.10 AM	Inaugural Ceremony (Lamp Lighting and Saraswati Vandana)
10.10 -10.15 AM	Introduction and Felicitation of Guests
10.15 - 11.00 AM	Inaugural Session 1 : Mr. Anand Menon , Sr. Associate VP, Darashaw & Co. Pvt. Ltd. Mumbai.
11.00 - 11.45 AM	Inaugural Session 2 : Mr. Saket Jain , AVP, Capital First Ltd., BKC Mumbai.
11.45 - 12.30 PM	Inaugural Session 3 : Mr. Nilesh Unarkat , Managing Director - NJ Financial Planning, Certified Financial Professional, Mumbai.
12.30 - 01.00 PM	Panel Interaction and Q & A
1.00 - 2.00 PM	Lunch

12.00 - 03.30 PM : PANEL DISCUSSION: "Recent technology & regulatory changes"	
2.00 PM	: Introduction and Felicitation of Panel Members

02.00 - 03.00 PM	Mr. Anandsagar Siralkar , CEO, Vizitech Solutions Pvt. Ltd. Pune	Mr. Chandra Prakash Singh , Jr. CFO, Goel Ganga Group Pune.
	Mr. Arnob Choudhuri , Associate Director, Sharp & Tannan Associates Pune.	Dr. Rajesh Tiwari , Associate Professor, IIMS Pune.
03.00 PM - 03.25 PM	Interaction and Q & A	
03.25 PM - 03.30 PM	Concluding Remarks	

03.30 PM to 5.00 PM : PANEL DISCUSSION: "Paradigm shift in Indian financial services industry"	
3.30 PM	: Introduction and Felicitation of Panel Members

3.30 PM - 4.30 PM	Mr. Uttam Gujrati , VP-Finance, Onward Technologies Ltd. Pune.	Mr. Amit Ghodekar , VP - Information Security at Motilal Oswal Financial Services Ltd. Mumbai
	Mr. Yogesh Supekar , Associate Editor, Dalaal Street Investment Journal Pune	Dr. Nidhi Girahiya , Associate Professor, IIMS Pune.
4.30 PM to 4.55 PM	Interaction and Q & A	
4.55 PM to 5.00 PM	Concluding Remarks	
5.00 PM	Introduction & Felicitation of CFO/CEO, Interview with CFO/CEO	
6.00 PM	Vote of Thanks	



4.55 PM to 5.00 PM	Concluding Remarks	
5.00 PM	Introduction & Felicitation of Mr. Subramanya Kusnur, Chairman & CEO - Aquakraft Projects Pvt. Ltd. Mumbai Interview with Mr. Subramanya Kusnur	
6.00 PM	Vote of Thanks	



NATIONAL HR CONCLAVE 2017
THURSDAY, 31ST AUGUST 2017: IIMS PUNE

10.00 AM – 10.10 AM	Inaugural Ceremony (Lamp Lighting and Saraswati Vandana)
10.10 -10.15 AM	Introduction and Felicitation of Guests
10.15 – 11.00 AM	Inaugural Session 1 : Mr. R. Devarajan Managing Director & India Business Head, SS&C GlobeOp Financial Services Mumbai.
11.00 – 11.45 AM	Inaugural Session 2 : Mr. Ian Pinto Country Head - HR, Sandvik Asia Pvt. Ltd., Pune.
11.45 – 12.30 PM	Inaugural Session 3 : Ms. Shweta Maheshwari , Associate Director – HR Operations, SS&C Globe Op Financial Services Mumbai.
12.30 – 01.00 PM	Panel Interaction and Q & A
1.00 – 2.00 PM	Lunch

12.00 – 04.00 PM : PANEL DISCUSSION: "CHANGING ROLE OF HR"

2.00 PM : Introduction and Felicitation of Panel Members

02.00 – 03.30 PM	Mr. Jashan Joshi Global Sourcing Leader, Head Talent & Acquisition & Research (India, APAC & North America), ZS Associates	Mr. Shaleen Manik, GM - HR (Talent & Performance), Vodafone Mobile Services Ltd.Pune.
	Mr. Christopher Jason Associate Director - HR Operations, Marketsand Markets, Pune.	Mr. Anshuman Mukherjee, Global Sourcing Head - Amdocs Ltd., Pune.
	Prof. Vijay Nimbalkar Asst. Professor (HR) - International Institute of Management Studies, Pune.	
03.30 PM – 03.55 PM	Interaction and Q & A	
03.55 PM – 04.00 PM	Concluding Remarks	

04.00 PM to 5.30 PM : PANEL DISCUSSION: "CHALLENGES AND OPPORTUNITIES"

4.00 PM : Introduction and Felicitation of Panel Members

04.00 – 5.00 PM	Mr. Manav Prasad Head - HR, Tavisca Pune.	Ms. Shweta Sharma Warrier , Associate Director- HR Talent Acquisition, Markets and Markets. Pune
	Mr. Prashant Mehta Sr. Manager Head- Talent Acquisition and Engagement ,Metro Global Business Services, Pune.	Dr. Dhananjay Bagul Director, SaiBalaji International Institute Management Sciences, Pune.
	Mr. P.K. Kumbhar Sr. VP- HR and ER, Amtech Auto Ltd., Pune.	



NATIONAL HR CONCLAVE 2017
THURSDAY, 31ST AUGUST 2017: IIMS PUNE

10.00 AM	Inaugural Ceremony by Prof. Manish R. Mundada , Executive Director, IIMS Pune & Dr. Agalgatti, Governing Council Member (Lamp Lighting and Saraswati Vandana)
10.10 AM	Introduction and Felicitation of Guests
10.15 AM – 11.00 AM	Inaugural Session 1 : : Mr. Ian Pinto Country Head - HR, Sandvik Asia Pvt. Ltd., Pune.
11.00–11.45 AM	Inaugural Session 2 : Mr. Christopher Jason Associate Director - HR Operations, MarketsandMarkets, Pune.
11.45 – 12.30PM	Inaugural Session 3: Mr. Benslon Jacob
12.30 – 01.00 PM	Panel Interaction and Q&A (Prof. Benslon Jacob)
1.00 – 2.00 PM	Lunch

02.00 – 04.00 PM : PANEL DISCUSSION: "CHANGING ROLE OF HR"
02.00 PM : Introduction and Felicitation of Panel Members

02.00 – 03.30 PM	Mr. Jashan Joshi Global Sourcing Leader, Head Talent & Acquisition & Research(India,APAC& North America), ZS Associates	Mr. Shaleen Manik, GM – HR (Talent & Performance), Vodafone Mobile Services Ltd.Pune.
	Ms. Neena Kamal, Head HR – Aquapharm Chemicals Pvt. Ltd.	Mr. Anshuman Mukherjee, Global Sourcing Head – Amdocs Ltd., Pune.
	Prof. Vijay Nimbalkar Asst. Professor (HR) – International Institute of Management Studies, Pune.	
03.30 PM – 03.55 PM	Interaction and Q&A	
03.55 PM – 04.00 PM	Concluding Remarks	

04.00 PM to 5.30 PM :PANEL DISCUSSION: "CHALLENGES AND OPPORTUNITIES"
4.00 PM : Introduction and Felicitation of Panel Members

04.00 –5.00 PM	Mr. Manav Prasad Head – HR, Tavisca Pune.	Mr. Sarang Brahme, Global Social Media Recruiting Head – Capgemini
	Mr. Prashant Mehta Sr. Manager Head- Talent Acquisition and Engagement ,MetroGlobal Business Services, Pune.	Dr. Dhananjay Bagul Director, SaiBalaji International Institute ManagementSciences, Pune.
	Mr. P.K. Kumbhar Sr. VP- HR and ER, Amtech Auto Ltd., Pune.	



5.00 PM to 5.25 PM	Interaction and Q&A	
5.25 PM to 5.30 PM	Concluding Remarks	
5.30 PM	Introduction & Felicitation of Mr. BadalSaboo, CEO, World Fashion Week, Badal Group of Companies Pune	
5.30 PM	Interview with Mr. Badal Saboo	
6.00 PM	Vote of Thanks	



WIRKON'2K18

NATIONAL MARKETING CONCLAVE 2018 "Sales & Marketing in VUCA World"

SATURDAY, 15th SEPTEMBER 2018, SBES PUNE

9:30-10:00 PM	<p>Inaugural ceremony by Founder President Prof. Manish R. Mundada, (Lamp Lighting & Saraswati Vandana)</p> <p>Introduction & Felicitation of Chief Guest Mr. Sachin Bhandari – CEO, VTP Group Pune</p> <p>Inauguration of Conclave by Founder President Prof. Manish R. Mundada</p> <p>Inaugural address by Mr. Sachin Bhandari – CEO, VTP Group Pune</p>
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10:00-12:00 PM	PANEL 1 - "DISRUPTIVE TECHNOLOGY – CHALLENGES AND OPPORTUNITIES FOR SALES & MARKETING"
10:00-10:15 AM	Mr. Subhasis Chatterjee , India Country Manager & MD, Allweiler India, Mumbai.
10:15-10:30 AM	Mr. Abhishek Bhattacharyya , GM & Head – Corporate Sales, Essar Steel India, Pune.
10:30-10:45 AM	Dr. Ravindra Utgikar , VP – Corporate Strategy & Marketing, Praj Industries, Pune.
10:45-11:00 AM	Ms. Nishita Ghaatge , Director – Sun Tourism International, Pune
11:00-11:55 AM	INTERACTION AND Q&A Moderator - Prof. Anil Varma
11:55-12:00 PM	VOTE OF THANKS

12:00-2:00 PM	PANEL 2 - "ART OF MARKETING TO THE DIGITAL CUSTOMERS"
12:00-12:10 PM	Introduction and Felicitation of Guests
12:10-12:25 PM	Mr. Bheemsha LT, Deputy GM – Mahindra & Mahindra, Pune
12:25-12:40 PM	Mr. Anant Mishra AVP Sales – Fourwalls.com Business Consultant – Red Coupon, Pune
12:40-12:55 PM	Mr. Ajit Kumar, National Sales Head - Zuari Agrochemicals, Pune
12:55-1:10 PM	Mr. Ankush Puri, Director – Lee Heteck Harrison, Pune
1:10-1:25 PM	Mr. Kiran Giradkar, Marketing Head – Bisleri International
1:25-2:25 PM	INTERACTION AND Q&A Moderator – Dr. Abhay Mishra
2:25-2:30 PM	VOTE OF THANKS

2:30-3:30 PM	LUNCH
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वृत्तिकON'2K18

NATIONAL MARKETING CONCLAVE 2018

"Sales & Marketing in VUCA World"

SATURDAY, 15th SEPTEMBER 2018, SBES PUNE

3:30-6:00 PM	PANEL 3 - "EMERGING TRENDS IN MARKETING"
3:30-3:40 PM	Introduction and Felicitation of Guests
3:40-3:55 PM	Mr. Shahruk Malik, Executive Director – Sairung Group of Companies
3:55-4:10 PM	Ms. Neha Kandalgaonkar, Director – Vivam Solid Waste Management, Pune
4:10-4:25 PM	Mr. Vipul Vadhiya, VP, Zonal Head (West) – Altum Credo Home Finance Pvt. Ltd.
4:25-4:40 PM	Mr. Dinesh Gavali, VP Marketing – ISMT Ltd., Pune.
4:40-4:55 PM	Mr. Rajni Kant Singh, Business Head - Personome.
4:55-5:55 PM	INTERACTION AND Q&A Moderator - Dr. Nitin Ranjan
5:55-6:00 PM	VOTE OF THANKS





3:30-5:45 PM	PANEL 3 - "EMERGING TRENDS IN FINANCE"
3:30-3:45 PM	Introduction and Felicitation of Guests
3:45-4:00 PM	Mr. Manish Singhania, CFO, Essar Steel Group India,
4:00-4:15 PM	Mr. Amit Kumar, Regional Head, Motilal Oswal Financial Services Ltd., Mumbai
4:15-4:30 PM	Mr. Pankaj Pawecha, Head- Finance, THE ONE POINT GROUP, Pune
4:30-4:45 PM	Ms. Nihali Joshi Mitra, Virtual CFO, Former CFO C-Net InfoTech India.
4:45-5:40 PM	INTERACTION AND Q&A Moderator - Dr. Diksha Tripathi
5:40-5:45 PM	VOTE OF THANKS









