

DVV Clarification

6.5.2 Quality assurance initiatives of the institution include: Regular meeting of Internal Quality Assurance Cell (IQAC); quality improvement initiatives identified and implemented Academic and Administrative Audit (AAA) and follow-up action taken Collaborative quality initiatives with other institution(s) Participation in NIRF and other recognized rankings Any other quality audit/accreditation recognized by state, national or international agencies such as NAAC, NBA etc.

DVV Clarification	HEI Response
1. HEI is requested to please provide all the required data for the chosen options because provided data is not justifying the claim.	Data Attached as Suggested by DVV
2. Kindly provide data template for this metric in the prescribed format given by NAAC.	Data Template Attached Below
3. Kindly provide proceedings of meetings of IQAC and their action taken report on feedback analysis during the assessment period.	Link to the supporting document - https://www.pibm.in/iqac.html
4. Kindly provide report of Academic and Administrative Audit (AAA) and follow-up action taken, during the assessment period.	Document Attached Below



Poojashri
Director
Pune Institute of Business Management
Pirangut, Pune

6.5.2. Quality assurance initiatives of the institution include:

1. Regular meeting of the IQAC
2. Feedback collected, analysed and used for improvement of the institution
3. Collaborative quality initiatives with other institution(s)
4. Participation in NIRF
5. Any other quality audit recognized by state, national or international agencies (such as ISO Certification)

Month and Year	Conferences/Seminars/Workshops on quality conducted	Academic Administrative Audit (AAA) and initiation of follow-up action	Participation in NIRF along with Status	ISO Certification - Nature and validity period	NBA or any other certification received with programme specifications	Collaborative quality initiatives with other institution(s) (Provide the name of the institution and activity)	Orientation programme on quality issues for teachers and students organised by the institution, Date (From -To) (DD-MM-YYYY)
2022-23	Conducted	Yes	Participated in NIRF	ISO 9001 :2015 valid up to 10 May 2026	No	List Attached Below	List Attached Below

2021-22	Conducted	Yes	NIRF Participation for 2022 Ranking. Ranked in top 100 B Schools	ISO 9001 :2015 valid up to 26 May 2022	No	List Attached Below	List Attached Below
2020-21	Conducted	Yes	Participated in NIRF	ISO 9001 :2015 valid up to 26 May 2022	No	List Attached Below	List Attached Below
2019-20	Conducted	Yes	Participated in NIRF	ISO 9001 :2015 valid up to 26 May 2022	No	List Attached Below	List Attached Below
2018-19	Conducted	Yes	Participated in NIRF	ISO 9001 :2015 valid up to 26 May 2022	No	List Attached Below	List Attached Below



National Institutional Ranking Framework
Ministry of Education
Government of India



India Rankings 2023: Management (Rank-band: 101-125)

Institution list in alphabetical order

Name	City	State
B. S. Abdur Rahman Crescent Institute of Science and Technology	Chennai	Tamil Nadu
Bharati Vidyapeeth's Institute of Management and Entrepreneurship Development	Pune	Maharashtra
Chandragupt Institute of Management Patna	Patna	Bihar
Dayalbagh Educational Institute	Agra	Uttar Pradesh
G. L. A. University	Mathura	Uttar Pradesh
Gandhi Institute of Technology and Management	Visakhapatnam	Andhra Pradesh
Hindustan Institute of Technology and Science (HITS)	Chennai	Tamil Nadu
IIHMR University	Jaipur	Rajasthan
Indian Institute of Public Health Gandhinagar	Gandhinagar	Gujarat
INSTITUTE OF MANAGEMENT TECHNOLOGY, NAGPUR	Nagpur	Maharashtra
Institute of Public Enterprise	Hyderabad	Telangana
JAIPURIA INSTITUTE OF MANAGEMENT INDORE	Indore	Madhya Pradesh
Lal Bahadur Shastri Institute of Management	Delhi	Delhi
National Insurance Academy	Pune	Maharashtra
Prestige Institute of Management & Research, Gwalior	Gwalior	Madhya Pradesh
Prin. L. N. Welingkar Institute of Management Development & Research	Bengaluru	Karnataka
Pune Institute of Business Management	Pune	Maharashtra
Sharda University	Greater Noida	Uttar Pradesh
Shoolini University of Biotechnology and Management Sciences	Solan	Himachal Pradesh
Sri Krishna College of Engineering and Technology	Coimbatore	Tamil Nadu
St. Joseph's Institute of Management	Bengaluru	Karnataka
University of Hyderabad	Hyderabad	Telangana
University of Jammu	Jammu	Jammu and Kashmir
Vignan's Foundation for Science, Technology and Research	Guntur	Andhra Pradesh
Xavier Institute of Management & Entrepreneurship	Bengaluru	Karnataka



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Certificate

NATIONAL INSTITUTIONAL RANKING FRAMEWORK

INDIA RANKINGS 2022

**Pune Institute of Business Management Pune
Ranked 91 in Management Category**

CHAIRMAN, NBA

MEMBER SECRETARY, NBA





National Institutional Ranking Framework
Ministry of Education
Government of India



India Rankings 2021: Management (Rank-band: 76-100)

Institution list in alphabetical order

Name	City	State
Babashb Bhimrao Ambedkar University	Lucknow	Uttar Pradesh
Balaji Institute of Management and HRD	Pune	Maharashtra
Chandragupt Institute of Management Patna	Patna	Bihar
Christ University	Bengaluru	Karnataka
Dayalbagh Educational Institute	Agra	Uttar Pradesh
Galgotias University	Gautam Budh Nagar	Uttar Pradesh
Indian Institute of Management Jammu (IIMJ)	Jammu	Jammu and Kashmir
Indian Institute of Management Sirmaur	Sirmaur	Himachal Pradesh
Institute of Business Management and Research	Indore	Madhya Pradesh
Institute Of Management Technology, Nagpur	Nagpur	Maharashtra
Institute of Public Enterprise	Hyderabad	Telangana
Jagannath International Management School	Delhi	Delhi
Lal Bahadur Shastri Institute of Management	Delhi	Delhi
Manipal University Jaipur	Jaipur	Rajasthan
New Delhi Institute Of Management	Delhi	Delhi
Nirma University	Ahmedabad	Gujarat
Pune Institute of Business Management	Pune	Maharashtra
Rajagiri Business School	Cochin	Kerala
Shoolini University of Biotechnology and Management Sciences	Solan	Himachal Pradesh
Shri Mata Vaishno Devi University	Katra	Jammu and Kashmir
University of Hyderabad	Hyderabad	Telangana
University of Jammu	Jammu	Jammu and Kashmir
Visvesvaraya Technological University	Belgaum	Karnataka
Vivekanand Education Society's Institute of Management Studies and Research	Mumbai	Maharashtra
YMCA University of Science & Tech (Formerly YMCA Institute of Engineering)	Faridabad	Haryana



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India Rankings 2020: Management (Rank-band: 76-100)

Institution list in alphabetical order

Name	City	State
Atal Bihari Vajpayee Indian Institute of Information Technology and Management	Gwalior	Madhya Pradesh
Balaji Institute of Management and Human Resource Development	Pune	Maharashtra
Bharathidasan Institute of Management	Tiruchirappalli	Tamil Nadu
Christ University	Bengaluru	Karnataka
Dayalbagh Educational Institute	Agra	Uttar Pradesh
IILM Institute for Higher Education	Delhi	Delhi
Indian Institute of Management Sambalpur	Sambalpur	Odisha
Institute of Business Management and Research	Indore	Madhya Pradesh
Jaipuria Institute of Management	Jaipur	Rajasthan
Lal Bahadur Shastri Institute of Management	Delhi	Delhi
New Delhi Institute of Management	Delhi	Delhi
Niranjanlal Dalmia Institute of Management Studies and Research	Thane	Maharashtra
Pune Institute of Business Management	Pune	Maharashtra
Rajagiri Business School	Cochin	Kerala
S. R. M. Institute of Science and Technology	Chennai	Tamil Nadu
School of Management, Manipal	Udupi	Karnataka
Shoolini University of Biotechnology and Management Sciences	Solan	Himachal Pradesh
Shri Mata Vaishno Devi University	Katra	Jammu and Kashmir
Sri Krishna College of Engineering and Technology	Coimbatore	Tamil Nadu
Tezpur University	Tezpur	Assam
Thiagarajar School of Management	Madurai	Tamil Nadu
University of Jammu	Jammu	Jammu and Kashmir
Vivekanand Education Society's Institute of Management Studies and Research	Mumbai	Maharashtra
Xavier Institute of Social Service	Ranchi	Jharkhand
YMCA University of Science and Technology	Faridabad	Haryana



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India Rankings 2019: Management (Rank-band: 76-100)

Institution list in alphabetical order

Name	City	State
Academy of Maritime Education and Training	Kancheepuram	Tamil Nadu
Acharya Institute of Management and Science	Bengaluru	Karnataka
Atal Bihari Vajpayee Indian Institute of Information Technology and Management	Gwalior	Madhya Pradesh
Bharati Vidyapeeth Institute of Management and Research	New Delhi	Delhi
Delhi Institute of Advanced Studies	Delhi	Delhi
Department of Management Studies	Tiruchirappalli	Tamil Nadu
IILM Institute for Higher Education	Delhi	Delhi
Indira School of Business Studies	Tathawade	Maharashtra
Institute of Business Management & Research, IPS Academy	Indore	Madhya Pradesh
Institute of Technology and Science	Ghaziabad	Uttar Pradesh
Jain university	Bengluru	Karnataka
Karunya Institute of Technology and Sciences	Coimbatore	Tamil Nadu
Manipal University	Jaipur	Rajasthan
PES University	Bengaluru	Karnataka
Pondicherry University	Puducherry	Pondicherry
Principal L. N. Welingkar Institute of Management Development & Research	Mumbai	Maharashtra
Pune Institute of Business Management	Pune	Maharashtra
School of Management	Udupi	Karnataka
Shri Mata Vaishno Devi University	Katra	Jammu and Kashmir
Thapar Institute of Engineering and Technology (Deemed-to-be-university)	Patiala	Punjab
Thiagarajar School of Management	Madurai	Tamil Nadu
University of Jammu	Jammu Tawi	Jammu and Kashmir
Vignan `s Foundation for Science, Technology and Research	Guntur	Andhra Pradesh
Vivekanand Education Society `s Institute of Management Studies and Research	Mumbai	Maharashtra
Xavier Institute of Social Service	Ranchi	Jharkhand


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India Rankings 2017: Management (Rank-band: 51-75)

Institution list in alphabetical order

Name	City	State
Balaji Institute of Modern Management	Pune	Maharashtra
Bharati Vidyapeeth Institute of Management and Research	New Delhi	Delhi
Birla Institute of Technology	Ranchi	Jharkhand
Department of Management Studies - M.B.A	Tiruchirappalli	Tamil Nadu
Hindustan Institute of Technology and Science	Chennai	Tamil Nadu
Institute of Management Technology	Nagpur	Maharashtra
IPS Academy, Institute of Business Management and Research	Indore	Madhya Pradesh
Jagan Institute of Management Studies Technical Campus	New Delhi	Delhi
Jaipuria Institute of Management	Lucknow	Uttar Pradesh
KIET Group of Institutions	Ghaziabad	Uttar Pradesh
Kumaraguru College of Technology	Coimbatore	Tamil Nadu
Kurukshetra University	Kurukshetra	Haryana
Lal Bahadur Shastri Institute of Management	New Delhi	Delhi
Lala Lajpatrai Institute of Management	Mumbai	Maharashtra
National Institute of Agricultural Extension Management	Hyderabad	Telangana
Pune Institute of Business Management	Pune	Maharashtra
Rajagiri College of Social Sciences - School of Management	Cochin	Kerala
Saveetha Engineering College	Sriperumbudur	Tamil Nadu
Saveetha School of Management	Chennai	Tamil Nadu
Sri Sathya Sai Institute of Higher Learning	Anantpur	Andhra Pradesh
SSN School of Management	Kalavakkam	Tamil Nadu
SVKM`s Narsee Monjee Institute of Management Studies, School of Business Management	Hyderabad	Telangana
Thiagarajar School of Management	Madurai	Tamil Nadu
Vels Institute of Science Technology & Advanced Studies (VISTAS)	Chennai	Tamil Nadu
Xavier Institute of Social Service	Ranchi	Jharkhand


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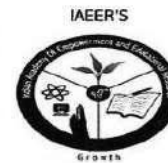


List Of Activities With Foreign Institute/University

S.no	Name of the activity	Date of activity	Year	Exchange with- institute name	Country name	Host institute
1	Faculty Exchange Program	2nd & 3rd August	2018	Lawerence Technological University, U.SA	U.SA	PIBM
2	Student Exchange Program	14th September	2018	Lawerence Technological University	U.SA	Lawerence Technological University
3	Student Exchange Program	8th November	2018	University of Bridgeport	U.SA	PIBM
4	Faculty Exchange Program	11th and 17th Jan	2019	University of Kentucky	U.SA	PIBM
5	Faculty Exchange Program	21st and 22nd Feb	2019	Lawerence Technological University	U.SA	PIBM
6	Student Exchange Program	20th June	2019	University of Bridgeport	U.SA	PIBM
7	Faculty Exchange Program	23rd July	2019	University of Kentucky	U.SA	University of Kentucky
8	Student Exchange Program	25th September	2020	Moscow State University	Russia	Moscow State University
9	Student Exchange Program	13th November	2020	Kenya Methodist University	Nigeria	PIBM

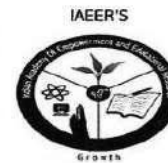


10	Student Exchange Program	22nd January	2021	Kenya Methodist University	Nigeria	Kenya Methodist University
11	Student Exchange Program	16th March	2021	Ghana Business School	Ghana	PIBM
12	Student Exchange Program	18th October	2021	Ghana Business School	Ghana	PIBM
13	Student Exchange Program	14th February	2022	Kenya Methodist University	Nigeria	PIBM
14	Faculty Exchange Program	13th April	2022	Skyline University	U.AE	PIBM
15	Student Exchange Program	12th May	2022	Kenya Methodist University	Nigeria	Kenya Methodist University
16	Student Exchange Program	12th May	2022	Kenya Methodist University	Nigeria	Kenya Methodist University
17	Faculty Exchange Program	25th August	2022	Swiss Business School	Switzerland	Swiss Business School
18	Student Exchange Program	7th Feb	2023	Alliant International University	U.SA	PIBM
19	Student Exchange Program	16th January	2023	Kenya Methodist University	Nigeria	Kenya Methodist University

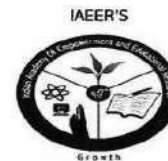


List Of Activities With Industries /Companies

S. No	Name of Industries /Companies with detailed MOU Signed	Outcome Activites
1	Tata Housing Development Company Limited	1) Career Opportunities in various profiles as per the requirements of the partner organization. 2) Summer and Winter Internship projects for PIBM students as per the specific requirements. 3) Live Projects. 4) Industry visit opportunities for training supplementation. 5) Course curriculum design, review and delivery. 6) Mentorship and guidance to students and faculty. 7) Author a few cases along with faculty and students. 8) Conduct Students Mock GDs and PIs to assess their knowledge, skills and attitude vis-à-vis the industry requirement. 9) Conduct Job Oriented Trainings and Workshop. 10) Consultancy and research support. 11) PIBM will design and deliver custom training modules to the employees as per skills and competency
2	Tata AutoCOMP GY Batteries Private Limited	
3	Dabur Indian Limited	
4	Haier Appliances P. Limited	
5	Aditya Birla Fashion & Retail - Pantaloons	



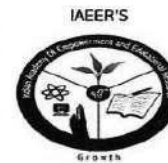
6	Repro Indian Limited	requirements shared by the company. PIBM will also consult and conduct Management Development Program as per the requirements of the organisation.
7	Allstate solutions Private Limited	
8	WNS Global Services Private limited	
9	Crystal Crop Protection Private limited	
10	Darashaw & Company Private limited	
11	Reliance Communications	
12	Ashika Capital Ltd.	
13	Hager Electro Privte Limited	
14	IMBR International	
15	Omkar	
16	Runwal Group	
17	Best United India Private Limtied	
18	Panchshil Realty	
19	WIPRO Limited	



20	Landmark Group
21	LODHA Group
22	Centrum Housing
23	BNY Mellon
24	KPIT
25	Pixathon Digital Solutions Pvt Ltd
26	Raman Byte Private limited
27	Narnolia Financial Advisors Ltd
28	Rigth Management India
29	Muthoot Housing Finance Company Limited
30	Ropes Tech Private Lintied
31	Dran Engineers Private Limited
32	Seeds fincap Pvt. Ltd
33	BestSeller
34	Shoppers Stop
35	Sellryt Ebusiness Private Limited



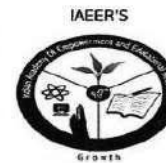
36	Suryoday Bank	Career Opportunities in various profiles as per the requirements of the partner organization. Summer and Winter Internship projects for PIBM students as per the specific requirements. Live Projects. Course curriculum design, review and delivery. Mentorship and guidance to students and faculty. Author a few cases along with faculty and students. Conduct Students Mock GDs and PIs to assess their knowledge, skills and attitude vis-à-vis the industry requirement. Conduct Job Oriented Trainings and Workshop. Consultancy and research support. PIBM will be providing training on CMA Sheet, Branch Banking, Customized training assistance and refresher courses for SURYODAY BANK employees. Training on developing fintech application.
37	CITCO	<p>Value addition for CITCO - Training on Capital Market Operations, Customized training assistance and refresher courses Training Entry level employees into MS-office.</p> <p>Value addition for PIBM -Career Opportunities in various profiles as per the requirements of the partner organization. Summer and Winter Internship projects for PIBM students as per the specific requirements. Live Projects. Course curriculum design, review and delivery. Mentorship and guidance to students and faculty. Author a few cases along with faculty and students. Conduct Students Mock GDs and PIs to assess their knowledge, skills and attitude vis-à-vis the industry requirement. Conduct Job Oriented Trainings and Workshop. Consultancy and research support.</p>
38	Cians Analytics	<p>Value Addition for CIANS ANALYTICS - Training on Financial Modelling, Training on research projects that include industry and company overviews, pitch books, and ad-hoc research, Training on Corporate Finance.</p> <p>Value addition for PIBM -Career Opportunities in various profiles as per the requirements of the partner organization. Summer and Winter Internship projects for PIBM students as per the specific requirements. Live Projects. Course curriculum design, review and delivery. Mentorship and guidance to students and faculty. Author a few cases along with faculty and students. Conduct Students Mock GDs and PIs to assess their knowledge, skills and attitude vis-à-vis the industry requirement. Conduct Job Oriented Trainings and Workshop. Consultancy and research support.</p>



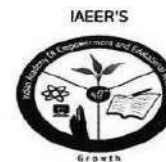
39	Sodexo	<p>Value Addition for SODEXO - Financial Literacy session for the junior employees, Training on service management.</p> <p>Value addition for PIBM -Career Opportunities in various profiles as per the requirements of the partner organization. Summer and Winter Internship projects for PIBM students as per the specific requirements. Live Projects. Course curriculum design, review and delivery. Mentorship and guidance to students and faculty. Author a few cases along with faculty and students. Conduct Students Mock GDs and PIs to assess their knowledge, skills and attitude vis-à-vis the industry requirement. Conduct Job Oriented Trainings and Workshop. Consultancy and research support.</p>
40	eClerx	<p>Value Addition for eClerx - Training on fund accounting, Capital Market & Operations, Training on Content creation, building brand socially. Value addition for PIBM -Career Opportunities in various profiles as per the requirements of the partner organization. Summer and Winter Internship projects for PIBM students as per the specific requirements. Live Projects. Course curriculum design, review and delivery. Mentorship and guidance to students and faculty. Author a few cases along with faculty and students. Conduct Students Mock GDs and PIs to assess their knowledge, skills and attitude vis-à-vis the industry requirement. Conduct Job Oriented Trainings and Workshop. Consultancy and research support.</p>



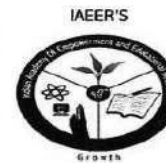
41	U M MOTORS	<p>The Incubation Center with UM Motors entails a thorough Consumer Research to be conducted on Buyer attitude and Buyer Intent towards high end bikes with special reference to Pune City A space has been provided to the organization in PIBM Campus where the students involved in the project can have workout while compiling crunching and analyzing the database using tools provided by the Institute and compiled the final report to be presented to UM Motors The students through the project: Understood the 2-Wheeler Market - the Key drivers - Key distractors and inhibitors of the industry - Learnt the data collection techniques - Analyzing and presenting - The students understood the art of Problem Solving prevailing in the industry</p>
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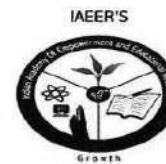
42	STAR AGRI FINANCE	<p>The Incubation Center with Star Agri Finance Bank entailed manifold activities of the students that in distinct functional areas including i) Marketing - Market Penetration Study - The students had been allocated districts of Maharashtra like Pune Jalna Aurangabad and Ahmednagar for a pilot study of assessment of penetration of Microfinance especially in the rural belt among the key stakeholders like farmers, peasants, masons, laborers - understood the critical factors for them to access the facilities of Microfinance. The students also studied the competitive landscape which included Financial products from Rural Banks plus NBFCs New Product Development - The students also developed 3 product prototypes A,B and C subjected the same for Beta Testing among the aforementioned stakeholders Awareness Campaigns - The students conducted campaigns - setting up canopies in the "grameen haats" - conducted meetings with village "Sarpanch" to set up product awareness - Certain wall painting initiative was also organized by deploying local wall painters. Customer Database Management Systems - The students in the spree of multiple activities had created multiple customer touchpoints which allowed capturing massive data of the prospective customers. Digital Marketing Campaigns - a set of students created digital properties for the Bank including Videos and info-graphics - Created content for SEO Marketing - The students also studied google analytics for analyzing web traffic. Sales - The students also conducted manifold functions in the area of Sales which included - Generating Prospects list - The students delved through various databases and created leads to prepare Prospects list on the basis of MAD - (Money-Authority-Desire) Model as a readymade data for the Salesforce - The students also created Sales Tracker to make periodic assessments of the Salesforce performance - Territory as well as Product wise contribution and performance - The students also created templates for Sales Force Tour Program and Standard Route Chart - As a part of Digital Marketing the students also created dashboard for Daily Field Report (DFR) of the Salesforce. Distribution - The students scouted for potential Sales partners and agents and</p>
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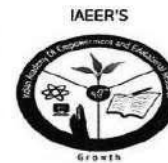
		<p>analyzed and also appraised performance of the existing business partners including small retailers, Registered Medical Practitioners. Distribution Analytics - The students analysed Sales Channels intelligence and predicted future performance measure for each Sales Channel Human Resource Management - The students with HR Specialization designed the PMS Systems for On-Field as well as Off-field roles and also linked Balanced Scorecard based organizational performance mapping.</p>
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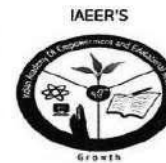
43	ATOM TECHNOLOGY	<p>The Incubation Center with Atom Technologies entailed manifold activities of the students that in distinct functional areas including i) Marketing - Market Penetration Study - The students had been involved in studying online capture customer insights and also online surveys - determine the Key Drivers for adoption of online payment products . The students also studied the competitive landscape which included other Online Payment Services New Product Development - The students also designed certain Service Operations Scheme and subjected the same for Market Feasibility Study Market Development Initiatives - the students also formulated certain Market Development models through Sales force deployment / Distribution model for small merchants and PoS. Awareness Campaigns - The students conducted campaigns - setting up canopies in the prime public areas - malls - recreation centers - Public engagement events Customer Database Management Systems - The students in the spree of multiple activities had created multiple customer touchpoints which allowed capturing massive data of the prospective customers. Digital Marketing Campaigns - a set of students created digital properties for the Payment Company including Videos and infographics - Created content for SEO Marketing - The students also studied google analytics for analyzing web traffic. Sales - The students also developed several admin functions in the area of Sales which included - Generating Prospects list - The students delved through various databases and created leads to prepare Prospects list on the basis of MAD - (Money-Authority-Desire) Model as a readymade data for the Salesforce - The students also created Sales Tracker to make periodic assessments of the Salesforce performance - Territory as well as Product wise contribution and performance - The students also created templates for Sales Force Tour Program and Standard Route Chart - As a part of Digital Marketing the students also created dashboard for Daily Field Report (DFR) of the Salesforce. Distribution - The students scouted for potential Sales partners and agents and analyzed and also appraised performance of the existing business partners including small retailers, Registered Medical</p>
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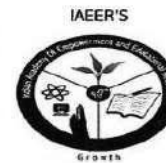
		<p>Practitioners.Distribution Analytics - The students analysed Sales Channels intelligence and predicted future performance measure for each Sales Channel</p> <p>Human Resource Management - The students with HR Specialization were involved in developing Employee Handbook for the organization and Strategy - The students also intensively worked on Business Process Engineering and process innovation to make work functions more simplified Students designed the rubric's parameters for measuring different organizational tasks</p>
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44	ESAF SMALL FINANCE BANK	<p>The Incubation Center with Esaf Small Finance Bank entailed manifold activities of the students that in distinct functional areas including i)</p> <p>Marketing - Market Penetration Study - The students had been allocated districts of Maharashtra like Pune Kolhapur and Ahmednagar for a pilot study of assessment of penetration of Microfinance especially in the rural belt among the key stakeholders like farmers, peasants, masons, laborers - understood the critical factors for them to access the facilities of Microfinance. The students also studied the competitive landscape which included Nationalised and Ruiral Banks plus NBFCs Market Development Initiatives - the students also formulated certain Market Development models through Sales force deployment / creating self-help group models / Outlet based revenue sharing arrangements. Awareness Campaigns - The students conducted campaigns - setting up canopies in the "grameen haats" - conducted meetings with village "Sarpanch" to set up product awareness - Certain wall painting initiative was also organized by deploying local wall painters. Customer Database Management Systems - The students in the spree of multiple activities had created multiple customer touchpoints which allowed capturing massive data of the propepective customers. Digital Marketing Campaigns - a set of students created digital properties for the Bank including Videos and info-graphics - Created content for SEO Marketing - The students also studied google analytics for analyzing web traffic. Sales - The students also conducted manifold functions in the area of Sales which included - Generating Prospects list - The students delved through various databases and created leads to prepare Prospect list on the basis of MAD - (Money-Authority-Desire) Model as a readymade data for the Salesforce - The students also created Sales Tracker to make periodic assessments of the Salesforce performance - Territory as well as Product wise contibution and performance - The students also created templates for Sales Force Tour Program and Standard Route Chart - As a part of Digital Marketing the students also created dashboard for Daily Field Report (DFR) of the Salesforce. Distribution - The students scouted for potential Sales partners</p>
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		<p>and agents and analyzed and also appraised performance of the existing business partners including small retailers, Registered Medical Practitioners. Distribution Analytics - The students analysed Sales Channels intelligence and predicted future performance measure for each Sales Channel</p> <p>Human Resource Management - The students with HR Specialization were involved in competency mapping of existing and future job roles especially of the Sales Force and Sales Managers - the students also revised and upgraded the existing competencies. The students also designed the PMS Systems for On-Field as well as Off-field roles and also linked Balanced Scorecard based organizational performance mapping. The students developed Employee Handbook for the organization and several Sales Manual for Sales and Sales Administration role. HR Analytics - Students worked on HR Analytics created predictive models for assessment of employee retention and future manpower requirements</p> <p>Strategy - The students also intensively worked on Business Process Engineering and process innovation to make work functions more simplified. Students designed the rubric's parameters for measuring different organizational tasks</p>
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45	NEHA HERBALS	<p>In Neha Herbals the company shared the following problem statements 1) To do competitor Analysis and identify Business Growth opportunities for our Products in Marathwada, Khandesh, Paschim Maharashtra & Sindhudurg Area.</p> <p>2)Strategy to reach to our Target Customers</p> <p>3)Neha Brand Promotion through Digital Marketing The following proposal was drafted i) The students would be intensively conducting a secondary research that would include the churning out the names of direct product competitors and indirect category competitors ii) The students are proposed to reach out to rural catchment areas mentioned above and conduct feasibility study at consumer as well as channel levels mainly on Channel and buyer intention.iii) The students are expected to propose certain customer touchpoints and design a "Market Access Strategy" depending on channel and media habits of the target audience mostly from Tier1 and Tier2 cities iv) A set of students trained on to Digital Marketing will be exclusively creating Digital Properties for Neha Herbals in form of videos and infographics</p>
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ACADEMIC AND ADMINISTRATION AUDIT REPORT**AY 2022-23**

The Academic Administration Audit (External) conducted for the Pune Institute of Business Management; Pune was conducted on 11th July 2023.

The audit team comprised of the following external team members;

Dr. Bhimaraya Metri (Chairperson of the meeting)
Director and Professor,
IIM Nagpur, Maharashtra

Dr. Neeraj Pandey
Professor,
IIM Mumbai, Maharashtra

Dr. Nishant Uppal
Professor,
IIM Lucknow, Maharashtra

Prof. Amol Godse
Controller of Examination,
Ajinkya D Y Patil
Pune, Maharashtra

Overall Assessment and Comments:

The team has audited the documents submitted by the internal audit team in different departments. The audit team visited the various departments and met faculties and staff. The academic administrative audit report demonstrates the progressive trends of the college and its performance and national-level rankings and accreditations.



The Academic Administration Audit Report contains the following points.;

1. A review of overall academic processes has been done.
2. Google Suits, Google data analytics, Good Dashboard, Power BI, Marketing Technology course for marketing students, and Agri-tech, as a credit course are offered successfully.
3. In total 31 research papers were published by faculties, of which 15 were in UGC-approved journals and 16 were in SCOPUS-indexed journals.
4. In addition to these 2 training manuals were also published by PIBM faculties and students contributing towards increased focus towards knowledge and research dissemination.
5. A review of PO and CO achievement and placement of the previous batch has been done.
6. The director explained the appropriate utilization of the budget for faculty & staff salary and their well-being.
7. The director explained the budget for research and development and its utilization to the committee.

Accreditations and Approvals:

1. The IQAC cell has submitted the NAAC, and AQAR for AY 21-22.
2. The institute is ranked among the top 100 B Schools in the NIRF ranking.
3. The institute is planning to apply NIRF ranking 2022.

Academic:

1. The director proposed the launch of subjects like; Google Suits, Google data analytics, Good Dashboard, Power BI, Marketing Technology course for marketing students, and Agri-tech, as credit courses will be offered.
2. The institute has normalized the field projects for Summer Internship and Winter Internship programs.
3. The live project has been planned from the office again after COVID-19.
4. MBA Fintech and MBA Project Management got the full admissions as per the seats.

Administration:

1. The institute has utilized the budget of Rs 70 Lakh for maintenance and upgradation of IT and ICT facilities, making E-Learning resources accessible in all classrooms, and online classes account purchases. However, the director



requested for an additional budget of Rs. 20 Lakh for the procurement of new specialization books and renewable E-resource subscriptions.

2. The director brought to the board's attention that the current inventory of books available in the library is as per the norms of AICTE.
3. The institute has an extensive budget for new building updation.

Student Welfare:

1. The institute renewed the budget of Rs. 30 lakh for extending economic and social welfare in the form of fee waivers to deserving candidates, from economically weak background, helping the society during a pandemic.
2. The institute has a budget of of Rs. 1.2 Crore to further increase the corporate interface and industry outreach activities, industry experts workshop for the students.
3. To ensure holistic student development through extra-curricular and co-curricular activities, a discretionary budget of Rs. 4 lakhs is utilized by the institute.
4. The institute has updated software like Turnitin, Harvard simulations, etc with a budget of Rs. 50 Lakhs.

Approvals:

1. The committee has appreciated the previous performance in NIRF rankings.
2. The launch of Edu-tech, Fin-Tech, Insure tech, and agri-tech as add-on subjects were introduced, subject to the finalization of courses as per the Academic Advisory Council.
3. The budget requested for incentivizing research activity was taken under consideration by the governing body and the final approval for the same will be released upon review of the total institutional budget. The institute has increased its budget for research.
4. International tie-ups have been done for having the association for a twinning program or joint degree program. The committee has encouraged the team to apply for tie-ups for joint programs.
5. The international cell is handling the joint program as per the AICTE checklist. The committee has approved the curriculum, credits, fees proposed, and academic calendar for the same.
6. The approval is given by the committee for applying for the scholarship program.
7. The governing body vested the authority for issuing fee waivers to deserving candidates in the Director, against the requested budget of Rs. 25 lakhs for AY 2022-23.
8. The financial decision-making authority for all other academic, administrative, and student welfare activities (other than fees waiver) was vested.

Case Study and Research:

1. The director requested a discretionary budget of Rs. 15 Lakh for organizing the fifth international conference of the institute. The main committee and theme for the research have been decided as "Navigating the future of business during a turbulent environment".
2. The research paper output was appreciated by the BoG. An additional budget of Rs. 25 Lakh was requested by the director for rolling out incentives and providing research facilities to the faculty who will publish in SCOPUS-indexed journals.
3. Faculties were motivated to write case studies by connecting with various corporates through the corporate relation team. The director proposed a budget of Rs. 8 lakhs to write and publish the case studies.
4. The director proposed a budget for IRC cells of Rs. 5 lakh to approach new companies and get up the cell establishment at PIBM IRC.
5. The BoG has suggested increasing the writing of books by the faculties and suggested to motivate them.

The committee has audited and shared the points for the next academic year.

Dated: 9th July 2022



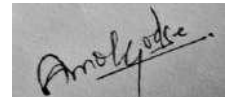
Dr. Bhimaraya Metri
(Chairperson)



Dr. Neeraj Pandey



Dr. Nishant Uppal



Prof. Amol Godse




Director
Pune Institute of Business Management
Pirangut, Pune

ACADEMIC AND ADMINISTRATION AUDIT REPORT**AY 2021-22**

The Academic Administration Audit (External) conducted for the Pune Institute of Business Management; Pune was conducted on 9th July 2022 in an online mode.

The audit team comprised of the following external team members;

Dr. Bhimaraya Metri (Chairperson of the meeting)
Director and Professor,
IIM Nagpur, Maharashtra

Dr. Neeraj Pandey
Professor,
IIM Mumbai, Maharashtra

Dr. Nishant Uppal
Professor,
IIM Lucknow, Maharashtra

Prof. Amol Godse
Controller of Examination,
Ajinkya D Y Patil
Pune, Maharashtra

Overall Assessment and Comments:

The team has audited the documents submitted by the internal audit team in different departments. The audit team visited the various departments and met faculties and staff. The academic administrative audit report demonstrates the progressive trends of the college and its performance and national-level rankings and accreditations.



The Academic Administration Audit Report contains the following points.;

1. A review of overall academic processes has been done as per earlier discussions.
2. Business Process Re-engineering, Social Media Marketing, and Content Writing subjects were successfully launched as specializations. Training on tools like Pawtoon has been introduced to improve the digital skills of students.
3. In total 42 research papers were published by faculties, of which 21 were in UGC-approved journals and 21 were in SCOPUS-indexed journals. In addition to this 2 training manuals were also published by PIBM faculties and students contributing towards increased focus towards knowledge and research dissemination.
4. A PO and CO achievement and placement review has been done.
5. The director explained the appropriate utilization of the budget for faculty and staff salary and their well-being.
6. Due to the pandemic, the director explained the extra budget required and its utilization for Zoom accounts and dongles for students and faculties.
7. MBA Fin-Tech and Project Management courses are started with 60 seats for each course.
8. PIBM has initiated the process of dividing the institute as per the programs such as; PIBM is for MBA and PGDM program is given under PIBM for PGDM as per AICTE notification.

Accreditations and Approvals:

1. The IQAC cell has submitted the NAAC, and AQAR for AY 19-20 and 20-21.
2. The institute is ranked among the top 100 B Schools in the NIRF ranking.

Academic:

1. The institute launched subjects like; Google Suits, Google Data Analytics, Good Dashboard, Power BI, Marketing Technology course for marketing students, and Agri-tech, as a credit course will be offered.
2. The institute has an additional budget of annual salary budget of Rs. 50 Lakh to be allocated for recruiting new faculty for analytics, IT, and operation specializations. The recruitment process is happening as planned, but needs to be expedited.



3. The institute has offered extra certification courses on Fin-tech, Agri-tech, Health-tech, and Edu-tech in semester II for a better understanding of digitalization in different fields of management.
4. The summer internship projects review happened continuously as due to the pandemic the projects were converted to “work from home” and the assessment reports and presentation should become more domain and sector-specific, thus the director proposed alignment of the sector and profile-specific evaluators from the industry to conduct internship project evaluation.
5. The Live projects are given as “work from home” projects in semester II, which can help students for better understanding of subjects.

Administration:

1. The budget of Rs 50 Lakh for maintenance and upgradation of IT and ICT facilities, making E-Learning resources accessible in all classrooms, and online classes account purchases. However, the institute had an additional budget of Rs. 10 Lakh for the procurement of new specialization books and renewable E-resource subscriptions.
2. The current inventory of books available in the library is as per the norms of AICTE and as per the SPPU.
3. The institute has purchased buses and cars to provide the cab facility to the students and faculties.

Student Welfare:

1. The institute did the renewal of Rs. 25 lakh budget approval for extending economic and social welfare in the form of fee waivers to deserving candidates, from economically weak backgrounds, helping the society during a pandemic.
2. The institute has utilized the budget of Rs. 1 Crore to further increase the corporate interface and industry outreach activities, and industry experts workshop for the students.
3. To ensure holistic student development through extra-curricular and co-curricular activities, a discretionary budget of Rs. 1 lakh is utilized by the institute.
4. The institute has organized various student and employee wellbeing workshops such as; Meditation, Yoga, and counselling for emotional health during a pandemic.
5. The institute arranged the vaccination drive for all staff, faculties, and students (who are in Pune) free of cost.

Approvals:

1. The institute has applied to NIRF ranking.
2. In the last NIRF rankings the institute ranked among the top 100 institutions.



3. The budget for the new building plan has been approved and given the deadline to finish the basic work within a year.
4. The budget requested for incentivizing research activity was taken under consideration by the governing body and the final approval for the same will be released upon review of the total institutional budget.
5. The financial decision-making authority for all other academic, administrative, and student welfare activities (other than fee waiver) was vested by the board.
6. The AQAR for NAAC is submitted.

Case Study and Research:

1. The discretionary budget of Rs. 10 Lakh for organizing the fourth virtual international conference at the institute. The main committee and theme for the research have been decided as "Innovation and Resilience: Transforming Challenges into Opportunities".
2. The research paper output was appreciated by the committee.
3. Faculties were motivated to write case studies by connecting with various corporations through corporate relations teams. The committee appreciated the faculty's initiatives for writing case studies.
4. The committee has suggested increasing the writing of books by the faculties and suggested motivating them.

The committee has audited and shared the points for the next academic year.

Dated: 9th July 2022

Dr. Bhimaraya Metri
(Chairperson)

Dr. Neeraj Pandey

Dr. Nishant Uppal

Prof. Amol Godse



Director
Pune Institute of Business Management
Pirangut, Pune

**ACADEMIC AND ADMINISTRATION AUDIT REPORT****AY 2020-21**

The Academic Administration Audit (External) conducted for the Pune Institute of Business Management; Pune was conducted on 21st July 2021 in an online mode.

The audit team comprised of the following external team members;

Dr. Bhimaraya Metri (Chairperson of the meeting)
Director and Professor,
IIM Nagpur, Maharashtra

Dr. Neeraj Pandey
Professor,
IIM Mumbai, Maharashtra

Dr. Nishant Uppal
Professor,
IIM Lucknow, Maharashtra

Prof. Amol Godse
Controller of Examination,
Ajinkya D Y Patil
Pune, Maharashtra

Overall Assessment and Comments:

The team has audited the documents submitted by the internal audit team in different departments. The audit team visited the various departments and met faculties and staff. The academic administrative audit report demonstrates the progressive trends of the college and its performance and national-level rankings and accreditations.



The Academic Administration Audit Report contains the following points.;

1. The explanation of the utilization of the budget for faculty and staff salary and their well-being.
2. The discussion happened with faculties and staff to understand their well-being during COVID.
3. The institute has provided medical facilities to the staff and faculties during the pandemic.
4. A review of overall academic processes has been done as per earlier discussions.

Accreditations and Approvals:

1. The IQAC cell has initiated filling up of the NAAC, and AQAR for AY 2018-19 and 19-20.
2. The institute has participated in NIRF ranking 2021. The earlier ranking institute ranked among the top 100 institutions in India.
3. The IQAC cell has submitted the pre-qualifier for NBA accreditation and formed the core committee for the NBA.

Academic:

1. The institute launched the value-added courses such as; social media marketing, content marketing, etc.
2. The institute launched a new certification program on Agri-tech, Edu-Tech Fin-Tech, etc. The students are allowed to choose the courses.
3. The institute has recruited new faculty for analytics, IT, and operation specializations.
4. The Program Outcome and Course outcome are discussed in the meeting and the proposed revision of the PO and CO to ensure its attainment.
5. For the MBA Program different specializations have been introduced by Pune University and colleges have been asked the colleges to implement them.
6. The specializations in an MBA in Fin-Tech and an MBA in Project Management, are introduced by the institute.



Administration:

1. During Covid the institute has provided the Zoom platform to the students and faculties for their day to day learning.
2. The institute ensured engagement activities during COVID-19 for staff, faculties, and students, and more meditation classes were conducted.
3. The requirement for one additional cab has been proposed for staff and guests which will be required during events.
4. The land registration is completed and the building plan has been finalised.

Student Welfare:

1. In order to ensure holistic student development through extra-curricular and co-curricular activities, a discretionary budget of Rs. 3 lakh was requested for the same.
2. The institute has increased the corporate interface industry outreach activities and industry experts' workshops for the students.

Approvals:

1. The is planning to submit the application for NBA and participate in NIRF.
2. The budget for the new building plan has been approved and given the deadline to finish the basic work within a year.
3. The budget requested for incentivizing research activity was taken under consideration by the governing body and the final approval for the same will be released upon review of the total institutional budget.
4. All the other qualitative inputs presented by the director were acknowledged and approved by the governing body, subject to review and planning by the Academic Advisory Council.
5. The financial decision-making authority for all other academic, administrative, and student welfare activities (other than fee waiver) was vested by the board.
6. The AQAR for NAAC are submitted.

Case Study and Research:

1. The institute spent Rs. 8 Lakh for organizing the Third international conference of the institute. The main committee and theme for the research is decided as "Business Intervention and Technology".
2. Faculties were motivated to write case studies. The institute has a budget of Rs. 10 lakhs to write and publish the case studies in consultation with the corporate panel.
3. The institute has increased the writing of books and Patents by the faculties.



4. The research paper output was appreciated by the committee. An additional budget of Rs. 20 Lakh was requested by the director for rolling out incentives and providing research facilities to the faculty who will publish in SCOPUS-indexed journals.

The committee has audited and shared the points for the next academic year.

Dated: 21st July 2021

Dr. Bhimaraya Metri
(Chairperson)

Dr. Neeraj Pandey

Dr. Nishant Uppal

Prof. Amol Godse



Director
Pune Institute of Business Management
Pirangut, Pune

ACADEMIC AND ADMINISTRATION AUDIT REPORT

AY 2019-20

The Academic Administration Audit (External) conducted for the Pune Institute of Business Management; Pune was conducted on 15th July 2020 in an online mode.

The audit team comprised of the following external team members;

Dr. Bhimaraya Metri (Chairperson of the meeting)
Director and Professor,
IIM Nagpur, Maharashtra

Dr. Neeraj Pandey
Professor,
IIM Mumbai, Maharashtra

Dr. Nishant Uppal
Professor,
IIM Lucknow, Maharashtra

Prof. Amol Godse
Controller of Examination,
Ajinkya D Y Patil
Pune, Maharashtra

Overall Assessment and Comments:

The team has audited the documents submitted by the internal audit team in different departments. The audit team visited the various departments and met faculties and staff. The academic administrative audit report demonstrates the progressive trends of the college and its performance and national-level rankings and accreditations.

The Academic Administration Audit Report contains the following points.;

1. In total 20 research papers were published by faculties, of which 16 were in UGC-approved journals and 4 were in SCOPUS indexed journals. In addition to this 2 books and training manuals were also published by PIBM faculties and students contributing towards increased focus towards knowledge and research dissemination.
2. The total faculty count for both PGDM and MBA in 2019-20 has exceeded the norm and sanctioned posts in an attempt to improve the quality of training and mentoring.



3. The committee checked the utilization of the budget for faculty salary and urged the governing body to consider further increases in faculty strength to match the training quality standards in the new specializations (Analytics and operations).
4. As program Outcomes were aligned in the academic advisory council, the course Outcomes were mapped by all HODs and faculty members for their respective courses to ensure the attainment of Program Educational Objectives (PEO).

Accreditations and Approvals:

1. The NAAC committee visit is planned for June 2019, the institute got the accreditation with a B⁺⁺ grade.
2. The team is informed to start filing up the AQAR for the next academic years for the second cycle of NAAC.
3. The institute started preparing for the NBA accreditations.
4. The AACSB membership is renewed for further accreditation.
5. The institute ranked in the top 100 NIRF ranking in 2019.

Academic:

1. The annual salary budget of Rs. 70 Lakh is allocated for recruiting new faculty for analytics and operation specializations on which the work is completed.
2. The institute changed the mode of internships from offline mode to online mode.
3. The institute provided sector-specific training labs for all students during the "Business Orientation Program".
4. To improve the academic process efficiency and reduce information lag between students, faculty, and academic administration, the institute rolled out the learning management system (Classroom+) for AY 2019-20.
5. It was also realized that the assessment of summer internship projects should become more domain and sector-specific, thus the academics implemented alignment of the sector and profile specific evaluators from the industry to conduct internship project evaluation. Furthermore, the institute also introduced the prototype internship projects as an evaluation benchmark for industry panelists.
6. Program Objectives initiated as planned and also faculties prepared Course objectives for their subjects have been reviewed again and some improvement has been suggested.
7. Successfully executed analytics and operations as a minor specialization during the academic year.



8. The academics launched Python, Tableau, Advanced Excel, and Power BI for all specializations students.
9. The department introduced the "Business Orientation Program" with more holistic development activities such as more trekking and outbound exercises.
10. The complete Course updation module of ClassroomPlus has been checked to understand its efficiency in making the academic department process simpler.
11. The summer internship presentation of students is to be presented in front of the corporate panel so that students prepare it properly and get exposure to the industry before placement, so all presentations are planned with the corporate panel.

Administration:

1. The director proposed a budget of Rs 30 Lakh for maintenance and upgradation of IT and ICT facilities, making E-Learning resources accessible in all classrooms. However, the budget of Rs. 6 Lakh for the procurement of new specialization books and renewable E-resource subscriptions is utilized.
2. One additional 50 seater bus is purchased to support transport facility for staff and students.
3. The budget of Rs. 10 Lakh is utilized for shifting and upgradation of the Gym area.

Student Welfare:

1. In order to ensure holistic student development through extra-curricular and co-curricular activities, the budget utilization for the addition of outbound trek and training activities for students is audited.
2. The more corporate interface and industry outreach activities for the students of PGDM and MBA are done.
3. The budget utilization of renewal of Rs. 20 lakh budget approval for extending economic and social welfare in the form of fee waiver to deserving candidates, from the economically weak background.

Approvals:

1. The approval on the core committee for NAAC is completed and the work for the accreditation is explained for making the visit successful.
2. The budget requested for sports is taken positively and utilized to make sports goods and equipment available.

3. All the other qualitative inputs presented by the director were acknowledged and approved by the governing body, subject to review and planning by the Academic team.
4. The governing body conferred on the proposal of purchasing the land for the new building.
5. The financial decision-making authority for all other academic, administrative, and student welfare activities (other than fees waiver) was vested in the Chairman, by the board.

Case Study and Research:

1. Under the Centre of Management for Urban Areas the monograph has been submitted by Prof. David on waste management. BoG praised the monograph and asked the director to motivate other faculty members to publish their monographs.
2. The discretionary budget of Rs. 10 Lakh for organizing the second international summit by the institute is approved.
3. The international summit would aim to invite an international speaker from universities from all over Asia and create a platform for PIBM faculty and students to present original case studies. The plan for the conference is audited.
4. The research incentives are reviewed and discussed about the utilization of research incentives in the academic year.

The committee has audited and shared the points for the next academic year.

Dated: 15th July 2020.



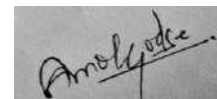
Dr. Bhimaraya Metri
(Chairperson)



Dr. Neeraj Pandey



Dr. Nishant Uppal



Prof. Amol Godse




 Director
 Pune Institute of Business Management
 Pirangut, Pune

**ACADEMIC AND ADMINISTRATION AUDIT REPORT****AY 2018-19**

The Academic Administration Audit (External) conducted for the Pune Institute of Business Management; Pune was conducted on 29th June 2019.

The audit team comprised of the following external team members;

Dr. Bhimaraya Metri (Chairperson of the meeting)
Director and Professor,
IIM Nagpur, Maharashtra

Dr. Neeraj Pandey
Professor,
IIM Mumbai, Maharashtra

Dr. Nishant Uppal
Professor,
IIM Lucknow, Maharashtra

Prof. Amol Godse
Controller of Examination,
Ajinkya D Y Patil
Pune, Maharashtra

Overall Assessment and Comments:

The team has audited the documents submitted by the internal audit team in different departments. The audit team visited the different departments and randomly met faculties and staff. The academic administrative audit report demonstrates the progressive trends of the college and its performance and national-level rankings and accreditations.



The Academic Administration Audit Report contains the following points.;

1. In the academic department the Analytics and operations specialization are successfully launched as a specialization. Under the choice-based credit system, 42% of students opted for Analytics and 9% opted for operations. Thus, creating more diverse competencies in students.
2. In total 51 research papers are published by faculties, of which 45 were in UGC-approved journals and 6 were in SCOPUS-indexed journals. In addition to this 5 books and training manuals are also published by PIBM faculties and students contributing towards increased focus towards knowledge and research dissemination.
3. As program objectives and program-specific objectives were aligned in the previous year's academic advisory council, the course objectives were mapped by all HODs and faculty members for their respective courses to ensure the attainment of POs.
4. The total faculty count for both PGDM and MBA in 2018-19 exceeded the norm and sanctioned posts in an attempt to improve the quality of training and mentoring. The director explained the appropriate utilization of the budget for faculty salary and urged the governing body to consider further increases in faculty strength to match the training quality standards in the new specializations (Analytics and operations).

Accreditations and Approvals:

1. The governing body decided to proceed with NAAC accreditation before re-attempting NBA accreditation. The IQAC cell is to be given the responsibility of preparing the institute along all requisite criteria and initiating the accreditation process by filing the IIQA. The director proposed that the process for application and completion of accreditation by NAAC can be completed by the time AY 18-19 is completed.
2. In total 7 faculties are approved from Savitribai Phule Pune University for the MBA program. With the new norms, the faculty-student ratio of 1:20 requires only 12 faculties for the MBA program. The institute will continue to maintain a faculty-student ratio of more than 1:15 but will organize efforts to get an additional 5 faculties to be approved by the university.



Academic:

1. The director requested an additional annual salary budget of Rs. 70 Lakh to be allocated for recruiting new faculty for analytics and operation specializations.
2. The director proposed that the additional certification course on financial modeling by Cians Analytics be moved up to semester II for better effectiveness before students complete their summer internship program.
3. The director proposed for organizing sector-specific training labs for all students during the "Business Orientation Program".
4. To improve the academic process efficiency and reduce information lag between students, faculty, and academic administration, the director proposed for extensive rollout of the learning management system (Classroom+) for AY 2018-19.
5. It was also realized that the assessment of summer internship projects should become more domain and sector-specific, thus the director proposed for alignment of the sector and profile specific evaluators from the industry to conduct internship project evaluation. Furthermore, the director also proposed for development of prototype internship projects to be established as an evaluation benchmark for industry panelists.
6. Program Objectives initiated as planned and also faculties prepared Course objectives for their subjects have been reviewed again and some improvement has been suggested.
7. Successfully executed analytics and operations as a minor specialization during the academic year.

Administration:

1. The director proposed a budget of Rs 30 Lakh for maintenance and upgradation of IT and ICT facilities, making E-Learning resources accessible in all classrooms. However, the director requested an additional budget of Rs. 6 Lakh for the procurement of new specialization books and renewable E-resource subscriptions.
2. The director brought to the board's attention that the current inventory of books available in the library is as per the norms of AICTE and Savitribai Phule Pune University. The library resources are available as per the requirements.
3. One additional 50 seater bus is purchased to support transport facility for staff and students.



Student Welfare:

1. The director proposed for renewal of Rs. 15 lakh budget approval for extending economic and social welfare in the form of fee waivers to deserving candidates, from economically weak backgrounds.
2. The director requested for a budget of Rs. 1.50 Crore to further increase the corporate interface and industry outreach activities for the students of PGDM and MBA.
3. To ensure holistic student development through extra-curricular and co-curricular activities, the Director suggested the addition of outbound trek and training activities for students. A discretionary budget of Rs. 1 lakh was taken and utilized for the same.

Approvals:

1. The governing body showed concern over the fact that the institute could not get NBA accreditation despite the team's best efforts and approved the appeal application to be submitted to the NBA.
2. BoG approved the budget for incentivizing research activity to be used and utilized in the academic year.
3. The financial decision-making for all other academic, administrative, and student welfare activities (other than fee waiver) is taken properly and the budget is utilized systematically.

Case Study and Research:

1. The Center for Management of Urban Areas is working under the guidance of Prof. Prakash Singhi. An internal target for the center of 6 Monographs of various urban activities was assumed.
2. As the team received a budget of Rs. 5 Lakh for organizing the first-ever international summit by the institute. The international summit aimed to invite an international speaker from universities from all over Asia and create a platform for PIBM faculty and students to present original case studies.
3. The research paper output for the previous year was significantly less than in previous years. The director proposed the introduction of an incentive component in the research policy to encourage quality research and publication by the faculty. An additional budget of Rs. 10 Lakh was requested by the director for rolling out incentives to faculty who will publish in SCOPUS-indexed journals.



4. The council decided that the direction of research would be in the area of “New Product Development” and “Value chain” and the budget of 20 Lacs has been approved by the governing body that will be used for conducting quality research and developing global partnerships.
5. The international summit would aim to invite an international speaker from universities from all over Asia and create a platform for PIBM faculty and student to present original case studies.
6. To improve focus on SCOPUS-indexed journals and international conferences which will improve the quality of research.

The committee has audited and shared the points for the next academic year.

Dated: 29th June 2019.

Dr. Bhimaraya Metri
(Chairperson)

Dr. Neeraj Pandey

Dr. Nishant Uppal

Prof. Amol Godse



Director
Pune Institute of Business Management
Pirangut, Pune

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Audit Report No. : Q24B00584
Original Certificate Date : 11/05/2024 Issue Date : 11/05/2024
Expiry Date* : 10/05/2027
1st Surve. Due : 10/05/2025 2nd Surve. Due : 10/05/2026

(Subject to successful surveillance audits)



Christine

Authorized Signature

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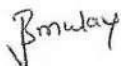
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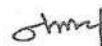
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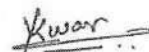
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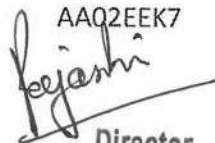
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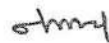
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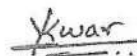
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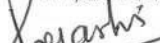
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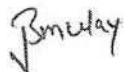
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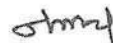
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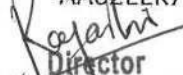
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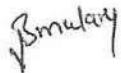
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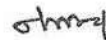
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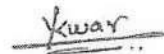
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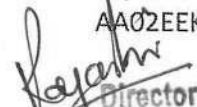
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