



FACULTY DEVELOPMENT PROGRAMME

Topic: FDP on 'Structural Equation Modelling (SEM)' Technique for Data Analysis and Interpretation

Date: 02.07.2023

Speaker of the Program: Dr. Nripendra Rana

Venue: CR201

Details of the Programme:

The main objective of the FDP was:

1. Introduction to Structural Equation Modelling (SEM)
2. Introduction to the software's AMOS and SPSS, SMART PLS
3. Testing of Statistical assumptions
4. Exploratory Factor Analysis (EFA), Confirmatory Factor Analysis (CFA), common method bias (CMB) test, ,
5. Measurement Model Assessment, Discussing Fit Indices
6. Reliability and Validity Testing
7. Structural Model Assessment identifying multivariate outlier,
8. Construct Validity: Convergent and Discriminant Validity
9. Measurement Model & Structural Equation Modelling
10. Mediation and Moderation Effects
11. Multi-Group Analysis.

Trainer's Profile:

Dr. Nripendra Rana

Nripendra P. Rana is currently a Professor in Marketing at the College of Business and Economics at Qatar University, Doha, Qatar. He has done his MBA as well as PhD from Swansea University, UK. He has also worked as Professor in Information Systems at Swansea University, UK and the Head of International

Business, Marketing and Branding Research Centre and Professor in Digital Marketing at the University of Bradford in the UK. His current research interests focus primarily on adoption and diffusion of emerging ICTs, e-commerce, m-commerce, e-government and digital, social media marketing, and role of artificial intelligence on consumer decision-making and behavior. He has published close to 300 research papers in a range of leading academic journals, conference proceedings, books etc. He has co-edited five books on digital and social media marketing, emerging markets and supply and operations management. Some of such journals where his papers got published include British Journal of Management, European Journal of Information Systems, Annals of Tourism Research, Public Management Review, European Journal of Marketing, Journal of Sustainable Tourism, and International Journal of Information Management. He has also co-edited several special issues, organised tracks, mini-tracks and panels in leading conferences. He is the Chief Editor of International Journal of Electronic Government Research and Associate Editor of International Journal of Information Management [ABDC-A*, Impact Factor: 18.958]. He has also done his Post Graduate Certificate in Teaching in the Higher Education (PGCtHE). He is a Senior Fellow of the Higher Education Academy (SFHEA) in the UK. He is a Visiting Professor at Indian Institute of Management Jammu and Visiting Research Scholar at Indian Institute of Management Tiruchirappalli in India. He is also a Distinguished Visiting Professor at University of Johannesburg, South Africa. He is on editorial board of a number of top tier journals including Journal of Business Research, Government Information Quarterly, Journal of Retailing and Consumer Services, Journal of Computer Information Systems to name a few. He has been awarded the Clarivate Web of Science prestigious Highly Cited Researcher award for the two consecutive years in 2020 and 2021. Of the world's scientists and social scientists, Highly Cited Researchers truly are one in 1,000. This year's list also includes 24 Nobel laureates, including five announced this year. He has more than 20,000 Google Scholar citations on his name for the research work he has produced.





List of Participants:

- Dr. Vinay Nadre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Dr. Riddhiman Mukhopadhyay
- Dr. Ramkrishna Dikkarwar
- Dr. Yachna Gharde
- Dr. Nilesh Kate
- Dr. Raj Kishor mishra
- Dr. B. Naresh
- Dr. Bharat Bhushan Singh
- Dr. Rajasshrie Pillai
- Dr. Rajalakshmi
- Prof. Rajashree Gethe
- Prof. Sonali Beri
- Prof. Rajashree Bhise
- Prof. Poornima Seharawat
- Dr. Ritesh kumar verma
- Prof. Suraj Khandelwal
- Prof. Shomee sharma
- Prof. Asfarin Quereshi
- Prof. Peyush Jain
- Prof. Vishwesh sanas
- Dr. Abhishek Srivastava
- Prof. Animesh Kumar
- Dr. Abhijeet Lele
- Dr. Jitendra Jaiswal

- Prof. Joel Das
- Prof. Ravindra Mangrulkar

Highlights of the FDP:





FACULTY DEVELOPMENT PROGRAMME

Topic: FDP on 'Simulation Training from CESIM'

Date: 20.07.2023

Speaker of the Program: Mr. Pankaj Gujar

Venue: CR201

Details of the Programme:

- To understand about CMIE databases and its application in library use.
- To understand, how to use CMIE databases- ProwessIQ, Industry Outlook and Economic Outlook for academic and research purposes?
- PIBM Library have subscribed to CMIE Databases - ProwessIQ, Industry Outlook, and Economic Outlook for academic and research purposes, the training workshop on Centre for Monitoring Indian Economy (CMIE) was conducted by Library committee, PIBM for faculties on date 20 July 2023.

Trainer's profile:

Mr. Pankaj Gujar currently working as a Vice President (Sales) At CMIE Pvt. Ltd., Mumbai. He completed his B.E. (Mech.) from Shivaji University and MBA (Marketing and Finance) from SDM IMD.

Linkedin Profile Link

<https://in.linkedin.com/in/pankaj-gujar-215561b>

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- Dr. Vinay Nadre
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- Dr. Riddhiman Mukhopadhyay
- Dr. Ramkrishna Dikhatwar



- Dr. Yachna Gharde
- Dr. Nilesh Kate
- Dr. Raj Kishor mishra
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Key Highlights of FDP:



FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'Writing Research In High-impact Journals'

Date: 22.07.2023

Speaker of the Program: Dr. Jaydeep Mukherjee

Venue: CR201

Details of the FDP Programme:

- Developing Research Idea and Writing Effective Research Paper
- Systematic Literature Review
- Scaling & Questionnaire Design
- Reference Management using Open-source Softwares
- Publication Ethics & Plagiarism

Trainer's Profile:

Academic background: Ph.D. from IIT Kharagpur (2006), PGDM from IIM Calcutta (1992), B.Sc. Hons (Chemistry) from St. Stephen's College, Delhi (1989).

Prof. Mukherjee blends the latest academic research and industry experience to provide a fresh perspective and insights into marketing problems. He had worked in the industry for nine years, from 1992 to 2001. His work experience included branch management, institution sales responsibility, and developing a soft luggage range for Aristocrat luggage. He was the Product Manager for ICI Paints when the imported automotive refinish paint portfolio was introduced in India. The assignment included all India rollout of the new products, developing sales force effectiveness tools, establishing a specialised sales organisation for the new product, complete supply chain management, and marketing strategy formulation. He was the Brand Manager responsible for implementing the sub-branding strategy of Godrej refrigerators and the branch management function in Orissa.

Dr. Mukherjee offers elective courses in Sales and Distribution, Business to Business Marketing, Product Management, Marketing Strategy, and Marketing for Virtual World to MBA students. Before joining MDI Gurgaon in 2007, he taught at Xavier Institute of Management, Bhubaneswar, and had been a visiting faculty at S.P. Jain Dubai Campus. He takes a keen interest in mentoring faculty and conducting faculty development programmes across many institutions.



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- Prof. Ravindra Mangrulkar

Key Highlights of FDP:







FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'Case Writing In Finance Domain'

Date: 28.07.2023

Speaker of the Program: Dr. Prakash Singh (IIM Lucknow)

Details of the Programme:

- To develop and hone thinking skills, analytical skills, and quick decision-making skills.
- Effectively analyze problems and identify solutions for real-time Business cases.
- To make participants adept at analyzing issues, exercising judgment, and making difficult decisions.
- To write and publish persuasive case based essays.
- Apply learned techniques and data analyzing methods to solve real-world business problems.

Topics Covered:

1. Introduction to Case Analysis and Writing.
2. Pros and Cons of the Case method.
3. Designing and planning Case-based courses.
4. Mechanics of Case Writing.
5. Research Methodology for the Case study.
6. Evaluating alternatives and Decision Making.
7. The process of Case publishing.

Trainer's profile:

Dr. Prakash Singh

Dr. Prakash Singh is an Associate Professor of Banking at IIM Lucknow where he has been teaching in the Finance and Accounting area since 2006. He is a B.E in Mechanical Engineering from HBTI, Kanpur, MBA from Lucknow

University and holds a PhD from BITS, Pilani. He teaches courses related to Commercial Banking, Risk Management and Financing Start-ups. His research interests include Performance and Regulation of Banks, Risk Management in Financial Institutions, Microfinance, and Valuation of Start-ups.



Key Highlights of FDP:





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- Dr. Yachna Gharde
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FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'Competency Mapping'

Date: 08.08.2023

Speaker of the Program: Ms. Bosky Arora ((Head-HR, Mindspace Business Parks)

Details of the Programme:

1. Concept of Competency Mapping
2. Process of Competency Mapping
3. Steps in Competency Mapping
4. Competeny Mapping evaluation

Trainer's Profile:

Ms. Bosky Arora

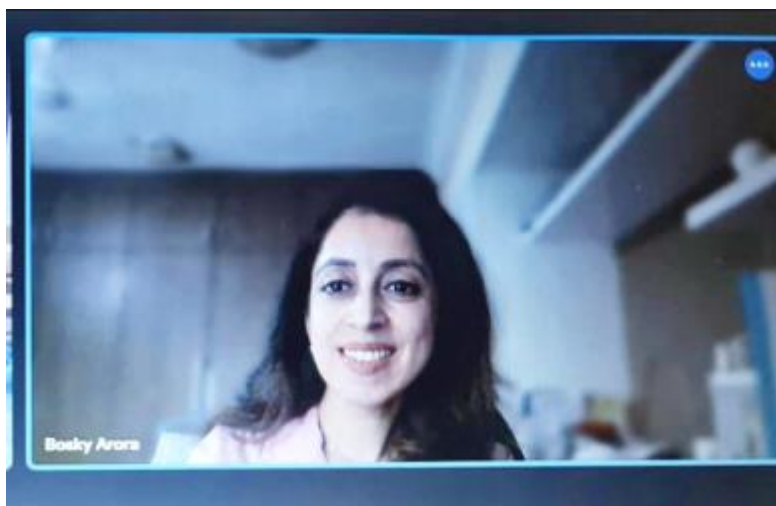
Bosky Arora is a highly esteemed executive coach and senior executive leader with vast experience of working with Fortune 500 companies. She is also an adjunct professor for MBA programs and non-profits, a renowned speaker, and currently writing a book on psychology. Her passion lies in helping individuals unleash their potential through coaching, leveraging global best practices, diverse cultural experiences



List of Participants:

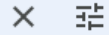
- Dr. Bharat Bhushan Singh
- Dr. Rajasshrie Pillai
- Dr. Rajalakshmi
- Prof. Rajashree Gethe
- Prof. Sonali Beri
- Prof. Rajashree Bhise
- Prof. Poornima Seharawat
- Mr. Shashank Jagirdar

Key Highlights of FDP:





bosky arora



Interaction on Competency mapping External > Inbox x

**Shashank Jagirdar** <shashank.jagirdar@pibm.in>

to Bosky, Dr.Rajasshrie, Prof, Rajashree, M, me, Poornima, Sonali, PIBM ▾

PIBM is inviting you to a scheduled Zoom meeting.

Topic: Competency mapping

Time: Aug 8, 2023 11:15 AM India

Join Zoom Meeting

<https://us06web.zoom.us/j/87190607293?pwd=cTZVYTUvbHE5dm5nbXowVG5REhQZz09>

Meeting ID: 871 9060 7293

Passcode: 612673

**Poornima sehwat** <poornima@pibm.in>

to Shashank, Bosky, Dr.Rajasshrie, Prof, Rajashree, M, me, Sonali, PIBM ▾

<https://us06web.zoom.us/j/83865706641?pwd=VDZ2TXoyeXgrdG1JTjRBVTRoemMwdz09>

With Warm Regards,

Ms. Poornima Sehwat

Executive Assistant to Chairman, Head-IQAC and Assistant Professor (Human Resource)

PUNE INSTITUTE OF BUSINESS MANAGEMENT (PIBM)

Gat No. 605/1, Lavasa Road, Pirangut, Pune

Tal-Mulshi, Maharashtra, India.

Pin No.411042.

Ph. No.-9971001639

Website: www.pibm.in

Tue, Aug 8, 2023, 11:44 AM



FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'Performance Measurement System'

Date: 09.08.2023

Speaker of the Program: Mr. Sharad Gangal

Details of the Programme:

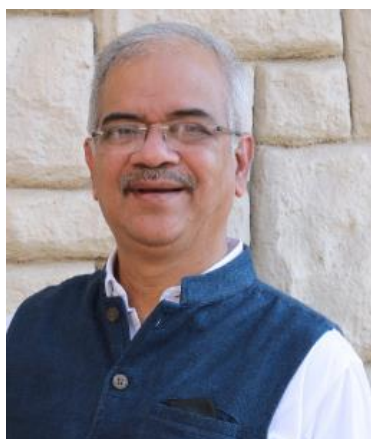
- Concept of Performance Measurement System
- Process of Performance Management System
- Steps for Performance Measurement System
- Difference between performance appraisal and performance measurement

Trainer's Profile:

Mr. Sharad Gangal

Sharad is an Executive Vice President – HR, IR & Admin and Member of the Executive Council with Thermax.

He started his career with Asian Paints and then moved on to Boehringer Mannheim a German Pharma Company. In 1996, Sharad joined Cadbury India Ltd. At the time of leaving Cadbury Sharad was responsible for Employee Relations, Organizational Effectiveness and Compensation Strategy. During his tenure at Cadbury he also had a stint with the Cadbury Schweppes business in Australia. He joined HDFC Standard Life in 2007 to Head HR where he was responsible for Human Resources, Learning & Development and Sales Training. Employee Engagement & Change Management are his areas of specialization.



List of Participants:

- Dr. Bharat Bhushan Singh
- Dr. Rajasshrie Pillai
- Dr. Rajalakshmi
- Prof. Rajashree Gethe
- Prof. Sonali Beri
- Prof. Rajashree Bhise
- Prof. Poornima Seharawat
- Mr. Shashank Jagirdar

Key Highlights of FDP:



Gmail search: sharad gangal

Corporate interaction with Senior professional Mr Sharad Gangal External Inbox x

Shashank Jagirdar <shashank.jagirdar@pibm.in>
to Dr.Rajasshrie, Prof, M, Rajashree, me, Sonali, Poornima, PIBM, sharadgangal09@gmail.com

Aug 8, 2023, 4:13 PM

Dear Madam , Sir

PIBM is inviting you to a scheduled Zoom meeting.

Topic: Talent Management and PMS
Time: Aug 9, 2023 10:00 AM India

Join Zoom Meeting
<https://us06web.zoom.us/j/83524140190?pwd=ZlVPNGRlWnBHWGtWUmpaNjBhdnBKdz09>

Meeting ID: 835 2414 0190
Passcode: 302731


One tap mobile
+19292056099,,83524140190# US (New York)
+12532050468,,83524140190# US

Sharad Gangal <sharadgangal09@gmail.com>
to Shashank, Dr.Rajasshrie, Prof, M, Rajashree, me, Sonali, Poornima, PIBM

Aug 9, 2023, 7:28 PM

Dear all
Many thanks for the invite today. Here is the ppt. Importantly, have added one slide at number 6 which is material to the process.
Trust you find the ppt useful. Regards
Sharad

One attachment • Scanned by Gmail





FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'Bibliometric Analysis' Technique for Data Analysis and Interpretation for research paper and publishing in High impact factor journals

Date: 01.09.2023

Speaker of the Program: Dr. Nripendra Rana

Details of the Programme:

Upon Successful completion of this FDP Participants

- Will be familiarized with the concepts of SLR & Bibliometric Analysis.
- Will be able to apply various techniques of SLR and Bibliometric Analysis across various research domains.
- Shall gain hands-on experience in writing and publishing research papers on Systematic Literature Review and Bibliometric Analysis.

Duration:

2 Days

Dates:

01.09.2023 and 02.09.2023

Mode of Instruction:

Virtual Mode (Online using zoom platform)

Trainer's Profile:

Dr. Nripendra Rana

Nripendra P. Rana is currently a Professor in Marketing at the College of Business and Economics at Qatar University, Doha, Qatar. He has done his MBA as well as PhD from Swansea University, UK. He has also worked as Professor in Information Systems at Swansea University, UK and the Head of International Business, Marketing and Branding Research Centre and Professor in Digital Marketing at the University of Bradford in the UK. His current research interests focus primarily on adoption and diffusion of emerging ICTs, e-commerce, m-commerce, e-government and digital, social media marketing, and role of artificial intelligence on consumer decision-making and behavior. He has published close to 300 research papers in a range of leading academic journals, conference proceedings, books etc. He has co-edited five books on digital and social media

marketing, emerging markets and supply and operations management. Some of such journals where his papers got published include British Journal of Management, European Journal of Information Systems, Annals of Tourism Research, Public Management Review, European Journal of Marketing, Journal of Sustainable Tourism, and International Journal of Information Management. He has also co-edited several special issues, organised tracks, mini-tracks and panels in leading conferences. He is the Chief Editor of International Journal of Electronic Government Research and Associate Editor of International Journal of Information Management [ABDC-A*, Impact Factor: 18.958]. He has also done his Post Graduate Certificate in Teaching in the Higher Education (PGCtHE). He is a Senior Fellow of the Higher Education Academy (SFHEA) in the UK. He is a Visiting Professor at Indian Institute of Management Jammu and Visiting Research Scholar at Indian Institute of Management Tiruchirappalli in India. He is also a Distinguished Visiting Professor at University of Johannesburg, South Africa. He is on editorial board of a number of top tier journals including Journal of Business Research, Government Information Quarterly, Journal of Retailing and Consumer Services, Journal of Computer Information Systems to name a few. He has been awarded the Clarivate Web of Science prestigious Highly Cited Researcher award for the two consecutive years in 2020 and 2021. Of the world's scientists and social scientists, Highly Cited Researchers truly are one in 1,000. This year's list also includes 24 Nobel laureates, including five announced this year. He has more than 20,000 Google Scholar citations on his name for the research work he has produced.



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Highlights of the FDP:



FACULTY DEVELOPMENT PROGRAMME

Topic: FDP on 'Decision making trial and evaluation laboratory (DEMATEL) and AHP (Analytical Hierarchy Process) for research

Date: 01.09.2023

Speaker of the Program: Dr. Nripendra Rana

Details of the Programme:

- Decision-Making Trial and Evaluation Laboratory (DEMATEL) methodology has been proposed to solve complex and intertwined problem groups in many situations such as developing the capabilities, complex group decision making, security problems, marketing approaches, global managers, and control systems.
- In general, DEMATEL technique is able to determine direct, indirect, and interdependence among the unpredictable features or attributes.

Pedagogy:

The learning will be hands on with the DEMATEL Analysis of the papers published in the top-tier journals. It will be further facilitated using real-life examples, demos and critical analysis sessions. The participants are encouraged to bring a research theme/ problem which they want to convert into research article.

Duration:

1 Day

Dates:

10.10.2023

Mode of Instruction:

Virtual Mode (Online using zoom platform)

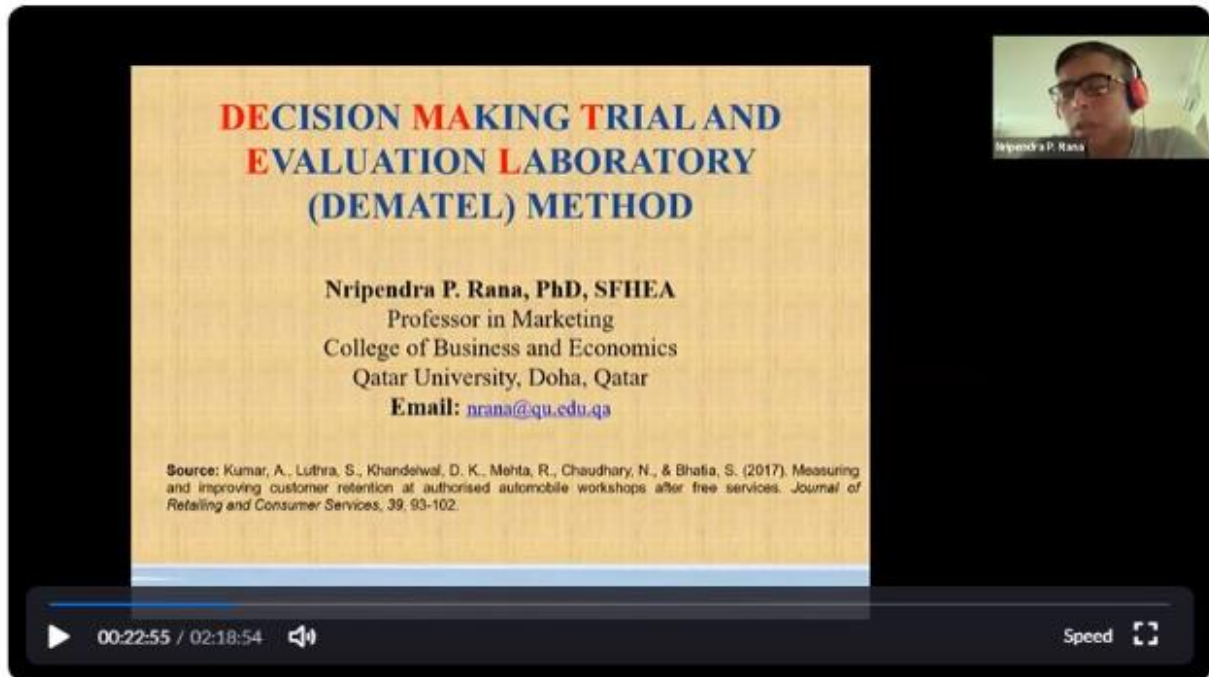
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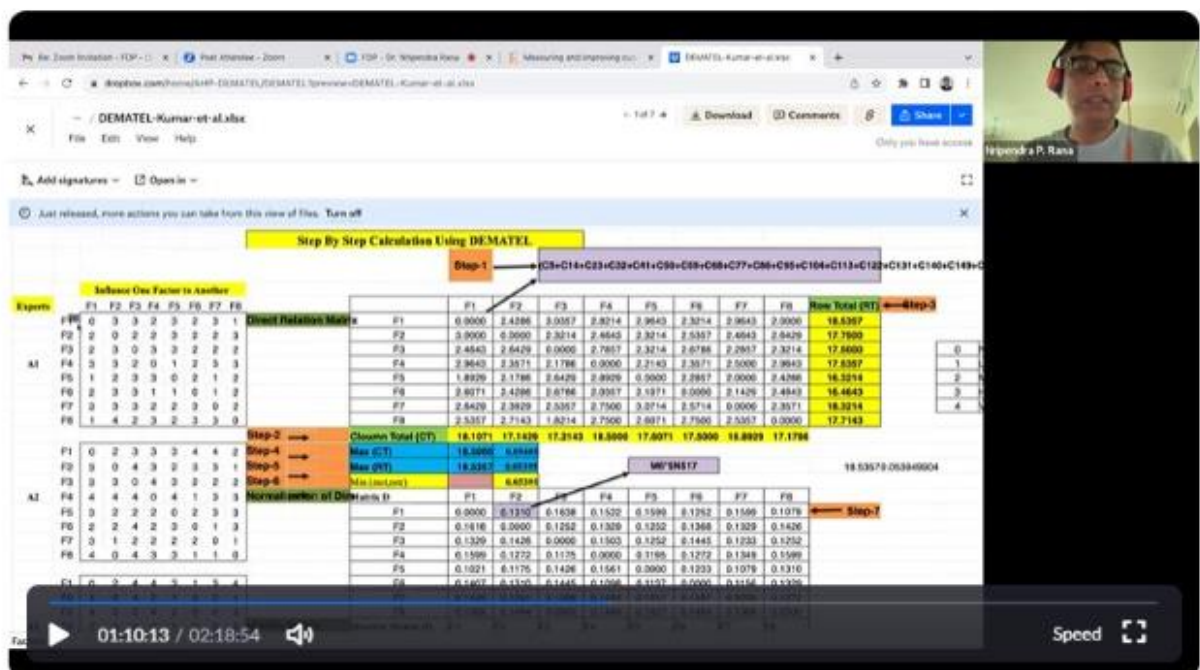
Highlights of the FDP:



DECISION MAKING TRIAL AND EVALUATION LABORATORY (DEMATEL) METHOD

Nripendra P. Rana, PhD, SFHEA
 Professor in Marketing
 College of Business and Economics
 Qatar University, Doha, Qatar
 Email: nrana@qu.edu.qa

Source: Kumar, A., Luthra, S., Khandeival, D. K., Mehta, R., Chaudhary, N., & Bhatia, S. (2017). Measuring and improving customer retention at authorised automobile workshops after free services. *Journal of Retailing and Consumer Services*, 39, 93-102.



Step By Step Calculation Using DEMATEL

Step-1

$$C9 = C14 + C23 + C32 + C41 + C59 + C68 + C77 + C86 + C95 + C104 + C113 + C122 + C131 + C140 + C149 + C158$$

Step-2

$$C10 = C14 + C23 + C32 + C41 + C59 + C68 + C77 + C86 + C95 + C104 + C113 + C122 + C131 + C140 + C149 + C158$$

Step-3

$$C11 = C14 + C23 + C32 + C41 + C59 + C68 + C77 + C86 + C95 + C104 + C113 + C122 + C131 + C140 + C149 + C158$$

Step-4

$$C12 = C14 + C23 + C32 + C41 + C59 + C68 + C77 + C86 + C95 + C104 + C113 + C122 + C131 + C140 + C149 + C158$$

Step-5

$$C13 = C14 + C23 + C32 + C41 + C59 + C68 + C77 + C86 + C95 + C104 + C113 + C122 + C131 + C140 + C149 + C158$$

Step-6

$$C14 = C14 + C23 + C32 + C41 + C59 + C68 + C77 + C86 + C95 + C104 + C113 + C122 + C131 + C140 + C149 + C158$$

Step-7

$$C15 = C14 + C23 + C32 + C41 + C59 + C68 + C77 + C86 + C95 + C104 + C113 + C122 + C131 + C140 + C149 + C158$$

FACULTY DEVELOPMENT PROGRAMME

Topic: FDP on 'Case Study Writing and Development' session

Date: 29.11.2023

Speaker of the Program: Dr. Mukund Dixit (Professor, IIM Ahmedabad)

Details of the Programme:

- Teaching with cases is an integral part of management education today. The outcomes of this approach are: more participation by students, highly stimulating classroom discussions, students are better prepared for real life corporate realities/issues, learning becomes multi-dimensional and interdisciplinary – and a renewed joy in teaching and learning.
- The PIBM is organizing a two days Faculty Development Programme (FDP) on Case Writing and Teaching.
- FDP aims to: bring out the strengths of case method in teaching, motivate the participants to adopt 'case teaching' as an additional pedagogical tool in
- delivery of their future courses, equip participants to teach cases more effectively and also expose them to the craft of case writing.

Programme Objectives:

- The participants through this FDP should:
- Develop an appreciation of case method in teaching of Management
- Become aware of background preparation required to become successful case teachers;
- Get insights into the process of managing classroom discussions; and
- Get motivated to use case method of teaching in appropriate learning contexts.

Topic Coverage:

- The topical coverage of the FDP will be:
- Designing Case based Courses
- Preparing to Teach With Cases

- Leading a Discussion Class
- Developing Organizational Case Studies
- Developing Case Studies in the field of Management

Trainer Profile:

Dr. (Prof. Mukund Dixit)

Mukund R. Dixit was a faculty at IIMA from 9th April 1981 to 30th November 2016. He held a PhD from IIT Kanpur. He worked in the Corporate Planning division of HMT, a large diversified company in India prior to joining IIMA. He has written cases and published papers in the field of strategic management. His teaching, research and consulting areas are Corporate and Competitive strategies, Taking Charge and Leading Strategy, Innovation and Knowledge Management, and Case Method of Learning. He has been a member of the Board of Governors of Private and Public Sector Undertakings in India. He was the Editor of Vikalpa, IIMAs Journal for Decision Makers. He was an EEC visiting professor in the Euro-India Cooperation Programme at ESSEC, Paris and Rotterdam School of Management, Erasmus University, Netherlands. He also taught in Multi Media University, Malaysia. He has coordinated management development programmes for top and senior managers in India and abroad.



Duration and Date of FDP:

1 Day, 29 November 2023

Mode of Instruction:

Virtual Mode (Online using zoom platform)

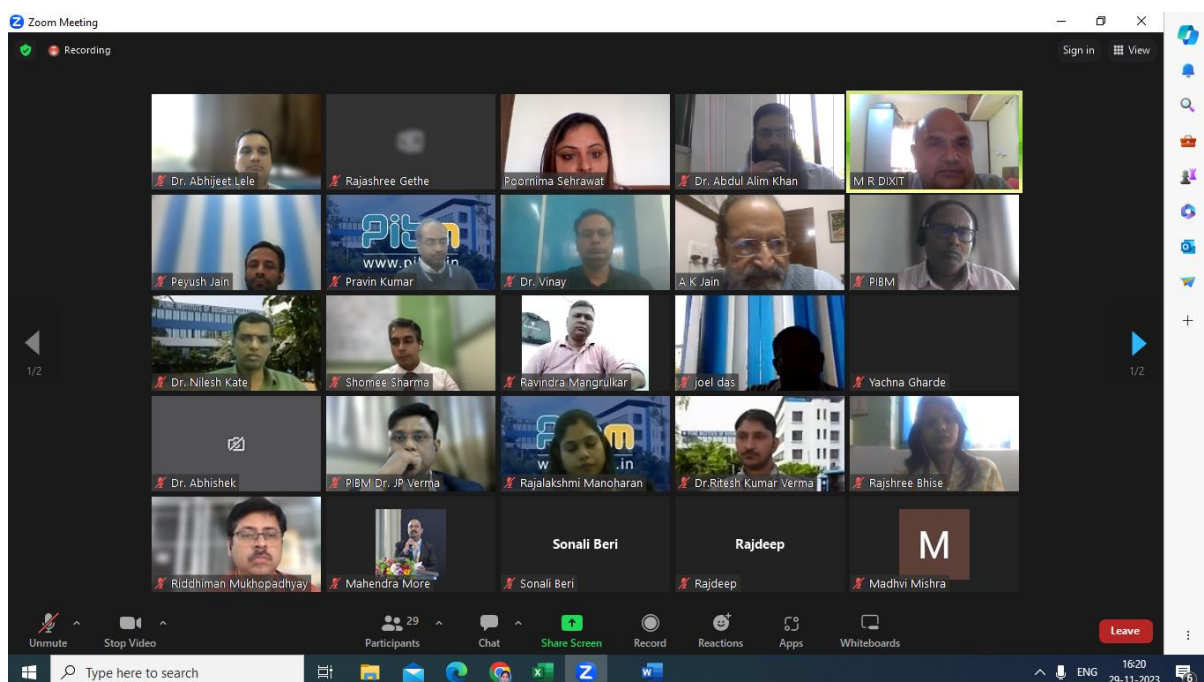
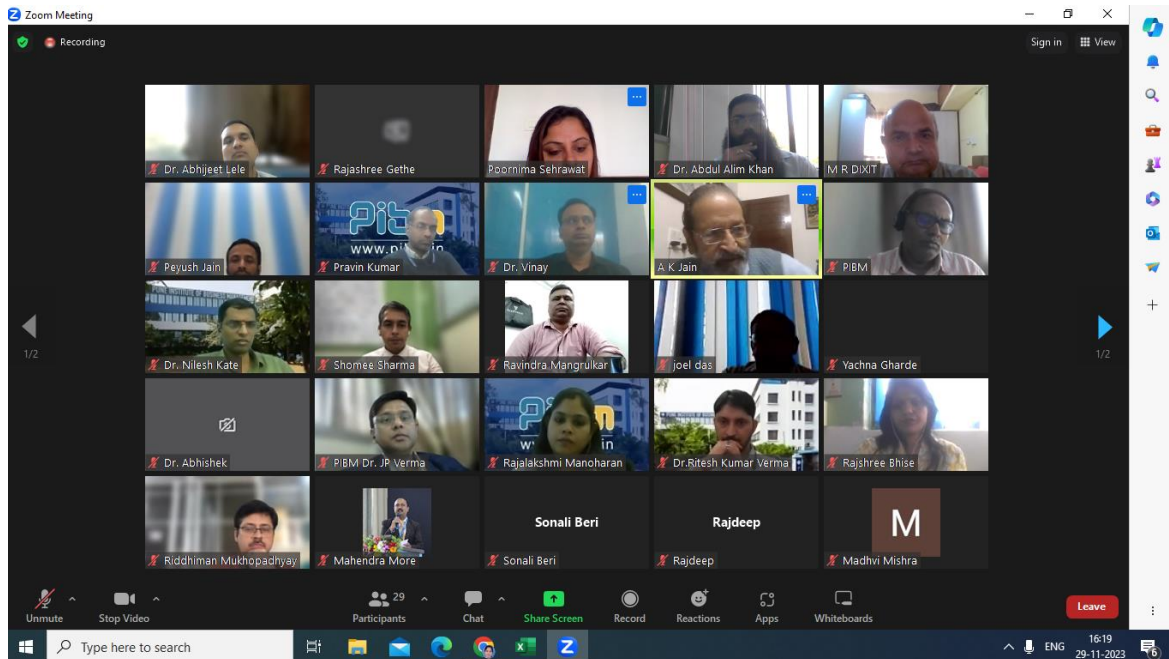


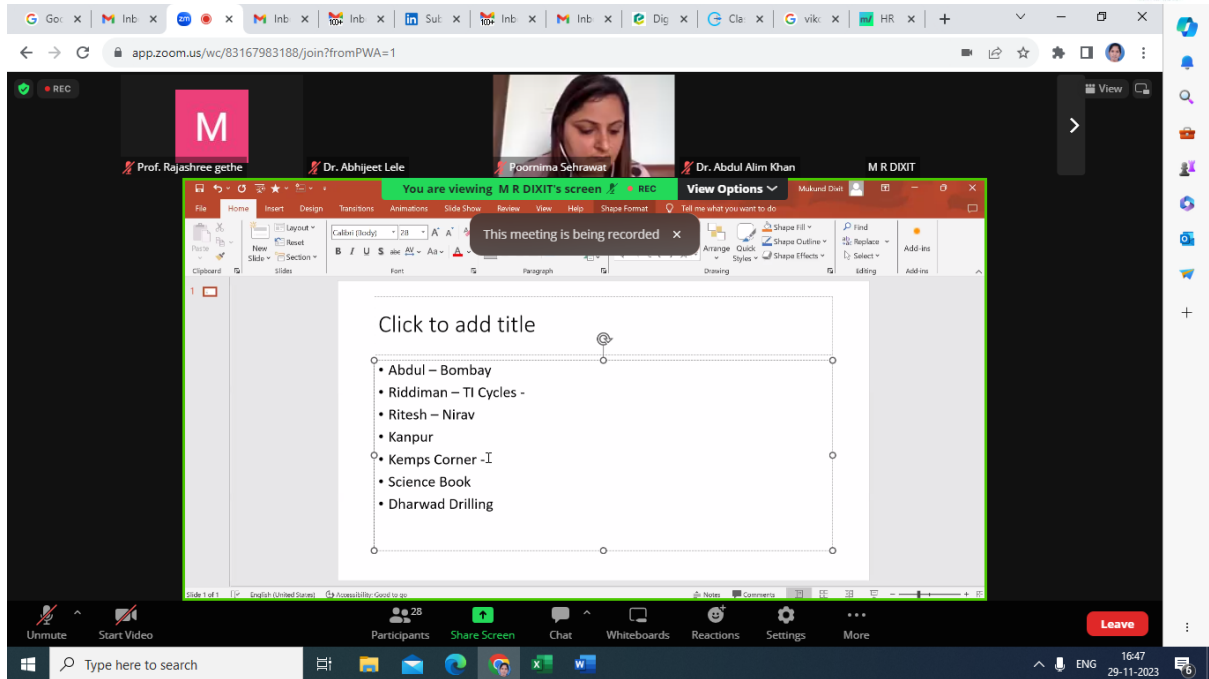
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- Dr. Rajalakshmi
- Prof. Rajashree Gethe
- Prof. Sonali Beri
- Prof. Rajashree Bhise
- Prof. Poornima Seharawat
- Dr. Ritesh kumar verma
- Prof. Suraj Khandelwal
- Dr. Ashwini Sanmath
- Prof. Shomee sharma
- Prof. Khushboo Tanwer
- Prof. Peyush Jain
- Prof. Vishwesh sanas
- Dr. Abhishek Srivastava
- Prof. Animesh Kumar

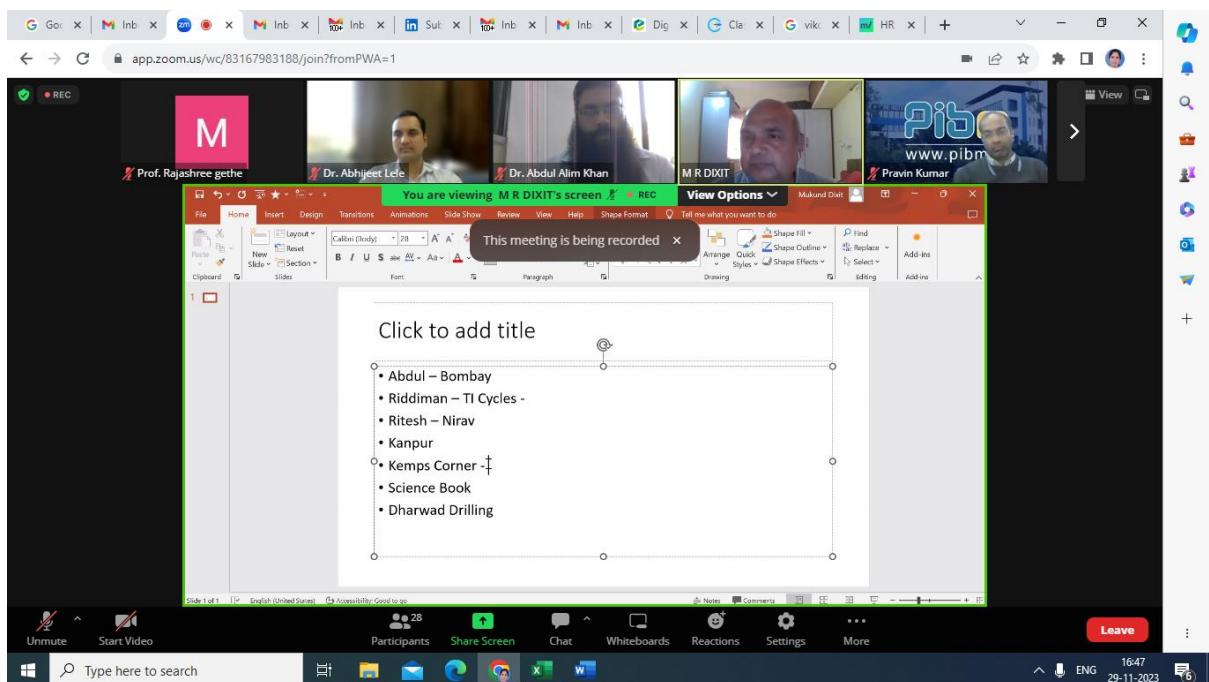
- Dr. Abhijeet Lele
- Dr. Jitendra Jaiswal
- Prof. Joel Das
- Prof. Ravindra Mangrulkar

Key Highlights:





Zoom Meeting Screenshot 1: The screen shows a Zoom window with a presentation slide titled "Click to add title". The slide content includes a bulleted list: "Abdul - Bombay", "Riddiman - TI Cycles -", "Ritesh - Nirav", "Kanpur", "Kemps Corner -I", "Science Book", and "Dharwad Drilling". The Zoom interface shows participants: Prof. Rajashree gethe, Dr. Abhijeet Lale, Poonima Sehrawat, Dr. Abdul Alim Khan, and M R DIXIT. A notification says "This meeting is being recorded".



Zoom Meeting Screenshot 2: The screen shows a Zoom window with the same presentation slide as Screenshot 1. The Zoom interface now shows four participants in the top bar: Prof. Rajashree gethe, Dr. Abhijeet Lale, Dr. Abdul Alim Khan, and M R DIXIT. A new participant, Pravin Kumar, is visible in the bottom right corner. The notification "This meeting is being recorded" is still present.

FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'AHP, TOPSIS and VIKOR'

Date: 30.11.2023

Speaker of the Programme: Dr. Nripendra Rana Sir

Time of the Programme: 2:30 to 5:30 pm

Meeting details of the Programme:

Join Zoom Meeting

<https://us06web.zoom.us/j/87615857412>

Meeting ID: 876 1585 7412

Details of the Programme:

Faculty Development Programme is a comprehensively designed to empower faculty members, researchers and academicians to impart the knowledge, skills, and tools required to excel in the realm of Management Decision Making and Research. This program will blend theoretical understanding with hands-on exposure to diverse research methodologies, decision-making techniques, and based on that the research paper writing essentials.

Learning Objectives:

- To facilitate the identification of research problems and the development of research frameworks in the context of Management Studies.
- To provide an in-depth understanding of selective Multi-Criteria Decision-Making (MCDM) techniques and their applications in the research process.
- To equip participants with practical experience through hands-on exercises, case studies, and the utilization of MCDM tools such as AHP, DMETAL, ISM, TOPSIS, and Fuzzy methods.
- To delve into advanced MCDM methodologies, including Fuzzy AHP,

Fuzzy DEMATEL, GINA, BWM, GINA Influential Relation, Grey AHP, Grey DEMATEL, and Grey Relation Analysis.

- To enhance participants' research and academic writing skills, encompassing reference management and research paper writing.

Programme Highlights:

- Research Problem Identification and Framework Development
- Identifying research gaps and problem areas in Management Studies
- Developing robust research frameworks and objectives
- Incorporating relevant theories and models
- Introduction to Multi-Criteria Decision-Making (MCDM)
- Analytic Hierarchy Process (AHP)
- Decision-Making Trial and Evaluation Laboratory (DMETAL)
- Interpretive Structural Modeling (ISM)
- Technique for Order of Preference by Similarity to Ideal Solution (TOPSIS)

Trainer Profile:

Enthusiastic academic, researcher, social scientist and IS/IT specialist with more than 19 years of experience in teaching (computer science, management, e-business and information systems modules), mentoring, software development, leading team of dedicated software developers and researchers. Have published more than 200 research papers in high impact factor, an association of business schools (ABS) listed journals, edited books and international conferences. Throughout these years applied my expertise in imparting training on various technical and software applications, developing various software applications and published academic research in the area of cutting-edge technology adoption in general and e-commerce, m-commerce, e-government and m-government adoption and diffusion in particular. I have also demonstrated excellent problem-solving skills in developing various software projects. There is a proven record of accomplishment of increasing the profitability of some IT companies.



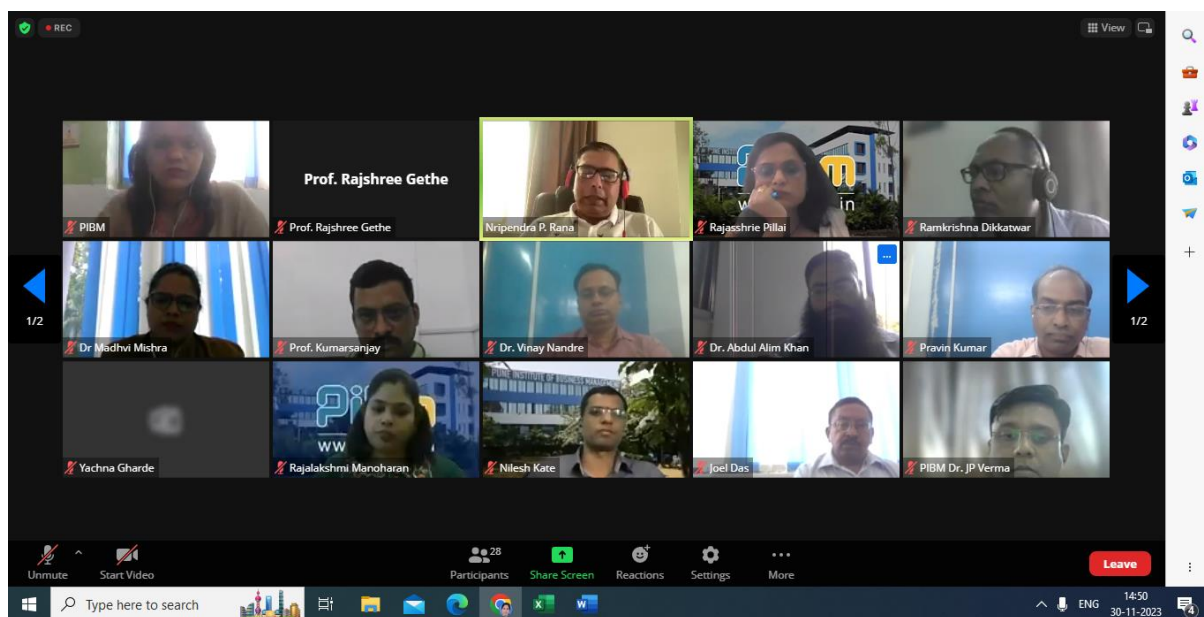


List of Participants:

- Dr. Vinay Nadre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Dr. Riddhiman Mukhopadyay
- Dr. Ramkrishna Dikkatwar
- Dr. Yachna Gharde
- Dr. Nilesh Kate
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- Dr. Jitendra Jaiswal
- Prof. Joel Das
- Prof. Ravindra Mangrulkar

Key Highlights:



REC

Prof. R. Gethe

Prof. R. Gethe PIBM Nripendra P. Rana Dr. Vinay Nandre Nilesht Kate

You are viewing PIBM's screen REC View Options

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Example 1: Selecting an online teaching platform

Comparison matrix

	UFA	I&C	CMT	ET
UFA	1	1/7	1/6	1/5
I&C	7	1	2	2
CMT	6	1/2	1	1/2
ET	5	1/2	3	1
Row sums	19.00	2.14	5.17	3.70

Normalized Matrix

	UFA	I&C	CMT	ET	Weights (W)	AW	λ	CI	RI	CR
UFA	0.05	0.07	0.03	0.05	0.05	0.21	4.06	0.04	0.90	0.04
I&C	0.37	0.47	0.39	0.54	0.44	1.82	4.12			
CMT	0.32	0.23	0.19	0.34	0.22	0.89	4.07			
ET	0.26	0.23	0.39	0.27	0.29	1.26	4.18			
Row sums							4.11			

Alternatives (UFA)

	GC	MS
GC	1	8
MS	1/8	1
Row sums	1.17	7.00

Weights

	GC	MS	Weights (W)	AW	λ	CI	RI	CR
GC	0.86	0.88	0.88	1.71	2	e	0	0
MS	0.14	0.14	0.14	0.29	2			
Row sums								

Ready VP Accessibility: Go to go

Unmute Start Video

Participants 31 Share Screen Chat Reactions Settings More

ENG 16:06 30-11-2023

REC

Talking: Nripendra P. Rana

Bhalchandra

Nilesht Kate Joel Das PIBM Dr. JP Verma Dr. Abhishek Bhalchandra

Mahendra More Supreet S

Mahendra More Supreet Shomee Sharma Raj Kishore Mishra Dr. Poorna Chandra Prasad

Poornima Sehwat Ravindra Mangrulkar Jitendra Jaiswal Sonali Beri Dr. Abhijeet Lele

Poornima Sehwat Ravindra Mangrulkar Jitendra Jaiswal Sonali Beri Dr. Abhijeet Lele

Unmute Start Video

Participants 27 Share Screen Reactions Settings More

ENG 14:50 30-11-2023



FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'Case Study Teaching in Management'

Date: 04.12.2023 to 06.12.2023

Speaker of the Programme: Dr. Jahar Saha Sir, Dr. Abhinav Jain Sir, Dr. Mukund dixit sir (Ex. Director and Professors, IIM Ahmedabad)

Time of the Programme: 9:30 am to 6:30 pm (3 Days)

Details of the Programme:

Case study method has gained immense importance as a pedagogical tool for management education. Decision making in management involves multidisciplinary approach and analysis of relevant information. Case studies bring managerial situations into the classrooms which can provide students an understanding about the business environment. Most of the cases are real life situations in which students are exposed to managerial problems and issues. It will enhance student's logical and analytical skills. The workshop is intended to provide faculty with an idea about case method of teaching. It also equips participants how to handle the case discussion session and enhance the effectiveness. It also focuses on preparing case teaching plan and note so that teachers and students can make the best out of this teaching methodology.

Learning objectives of Programme:

- To provide insights about case teaching and writing.
- To help the participants to design a teaching plan for cases.
- How to effectively use cases to connect with concepts.
- How to prepare teaching notes for cases.

Teaching Pedagogy:

Lecture methods and Case Discussions

Trainer Profile:

Dr. (Prof.) Jahar Saha

Dr. Jahar Saha, a statistician by training, joined the Institute in 1966 as a research associate, at the age of 22. In 1971, he was sent to Case Western Reserve University for his doctoral studies. He returned in 1975, joining the Production and Quantitative Methods Area. He took over as director from Dr. P. M. Shingi who was Acting Director from September 1, 1996 to April 8, 1997. The latest additions

to the Old Campus, the Ravi J. Matthai Auditorium and office complex had been inaugurated in January 1997, but a portion of the land allotted to IIMA, where the new campus was planned, was under litigation. With the help of the then Dean, Dr. Saha persuaded the political leadership to settle this issue. A masterplan, which included the present underpass, was prepared for the new campus. Municipal approvals were obtained; but construction had to be delayed because of a court order.



Dr. Prof. Mukund Dixit

Dr. (Prof. Mukund Dixit)

Mukund R. Dixit was a faculty at IIMA from 9th April 1981 to 30th November 2016. He held a PhD from IIT Kanpur. He worked in the Corporate Planning division of HMT, a large diversified company in India prior to joining IIMA. He has written cases and published papers in the field of strategic management. His teaching, research and consulting areas are Corporate and Competitive strategies, Taking Charge and Leading Strategy, Innovation and Knowledge Management, and Case Method of Learning. He has been a member of the Board of Governors of Private and Public Sector Undertakings in India. He was the Editor of Vikalpa, IIMAs Journal for Decision Makers. He was an EEC visiting professor in the Euro-India Cooperation Programme at ESSEC, Paris and Rotterdam School of Management, Erasmus University, Netherlands. He also taught in Multi Media University, Malaysia. He has coordinated management development programmes for top and senior managers in India and abroad.





List of Participants:

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- Dr. Jitendra Jaiswal
- Prof. Joel Das
- Prof. Ravindra Mangrulkar

Key Highlights:





FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'SCOPUS Database Access and Use'

Date: 09.01.2024 to 10.01.2024

Speaker of the Programme: Mr. Lavnya Tarikha

L.Tarikha@elsevier.com

Details of the Programme:

- How to Access the Scopus Database
- Need of SCOPUS as for NIRF Statutory compliance
- Importance of Citations and H-Index in ranking the colleges as per NIRF in India
- FWCI Ratio = Citations got on the research paper / Average citations expected in the particular area
- Challenges in conducting the research
- How to improve H-Index
- Tangible Benefits of the SCOPUS Database
 1. For improving institutional rank
 2. Research planning trends and identifying emerging trends
 3. SCOPUS Database helps to track research performance and publication output, citation count, h-index for individuals
 4. SCOPUS Helps in Streamlining Library budgets- helps to decide journal articles to be purchased, book chapters and conference proceedings
 5. It fosters collaboration

What is SCOPUS?

Scopus is a multidisciplinary bibliographic database. It covers science, social science and arts and humanities publications. Scopus may be useful to identify publications in any discipline, and particularly where search topics may be multidisciplinary.

Scopus is also a citation index, which means that the records in the database contain information on citations made in that publication and it links that information so you can identify which publications have cited that one, and how many times a publication has been cited.

Accessing the SCOPUS

PIBM Faculty and students may access Scopus from any computer. Link to Scopus from the PIBM Library Services databases list. Off-site access requires a PIBM user ID.

Other PIBM library members may access Scopus from 'Explore access points' situated within Library buildings.

Documents Search

Use the 'Documents' search option to search for publications on a particular topic, or other search criteria.

Enter your first search term in the search box.

Choose the field you wish to search from the drop-down menu. If you are searching for records on a particular subject or topic you can leave this as the default Article title, Abstract, Keywords.

To add more search fields click on the + add search field button.

Choose date limits if required with add date range. Then hit Search.



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- Dr. Jitendra Jaiswal
- Prof. Joel Das
- Prof. Ravindra Mangrulkar

Key Highlights of FDP:

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13:42 09-01-2024

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Dr. Vinay Nandre Sonali Beri Pravin Kumar Mahendra More Dr. Naresh Babu PIBM

National Institutional Ranking Framework
Ministry of Human Resource Development
Government of India

Summary of Ranking Parameters and Weightages- 2017

Sr. No.	Parameter	Marks	Weightage
1	Teaching, Learning & Resources	100	0.30
2	Research and Professional Practice	100	0.30
3	Graduation Outcomes	100	0.20
4	Outreach and Inclusivity	100	0.10
5	Perception	100	0.10

40%

Research Perception

Methodology for Ranking of Academic Institutions in India

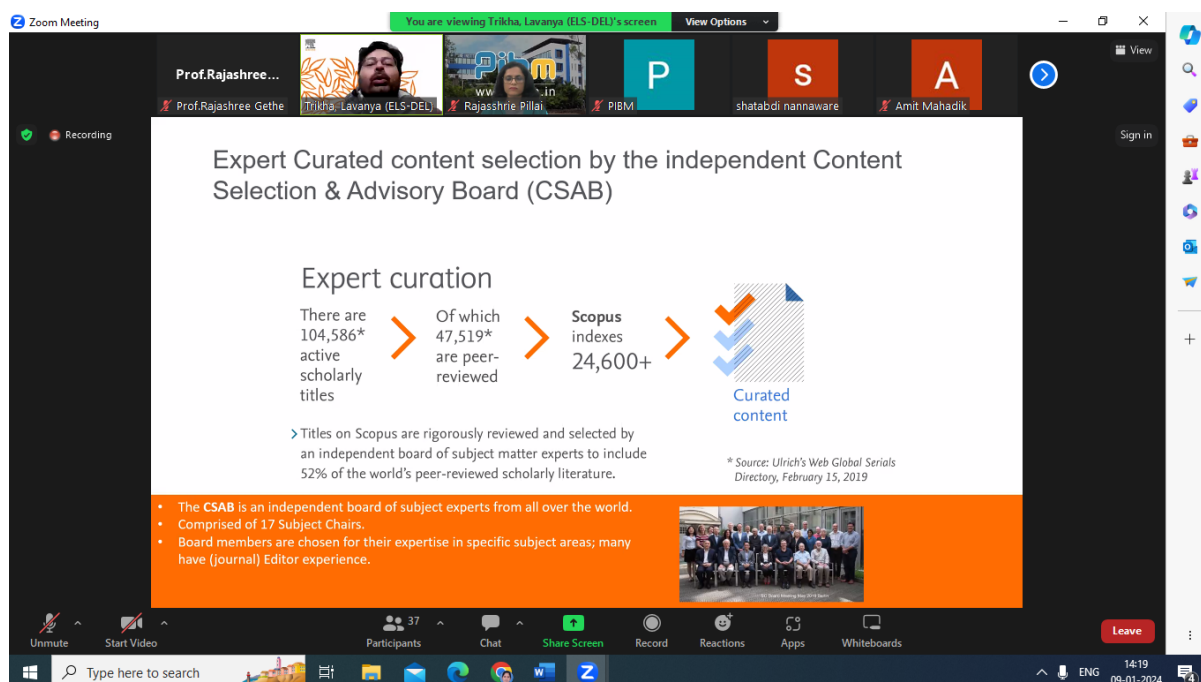
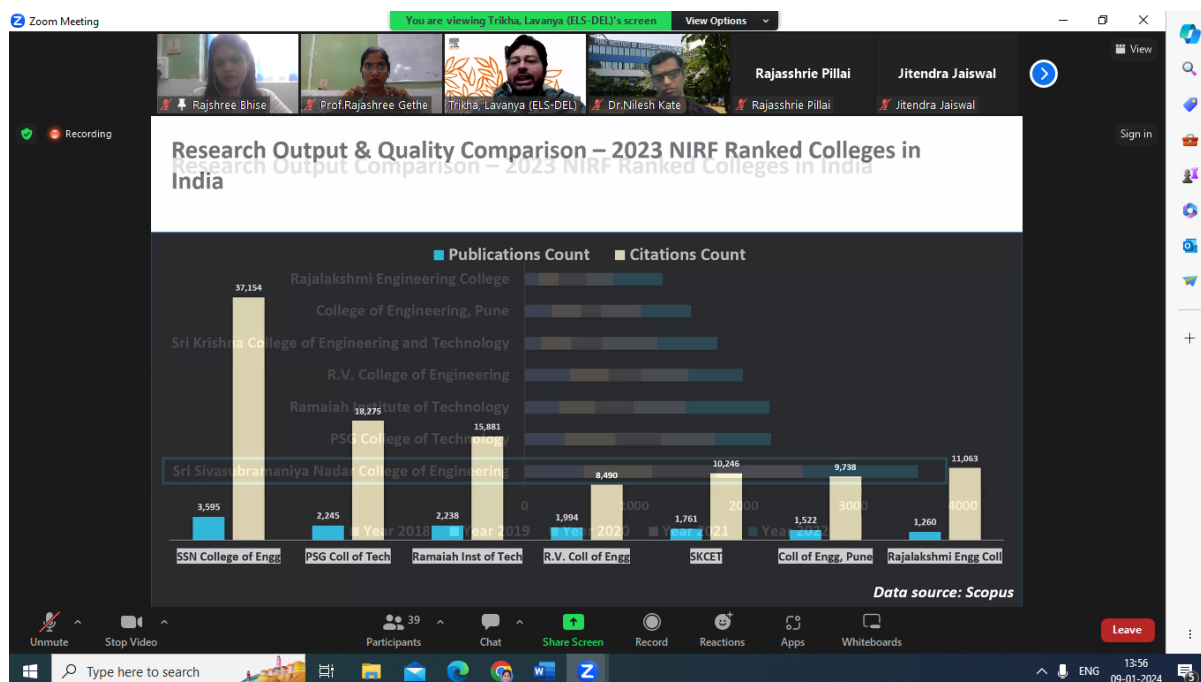
For some of the parameters (like Research, Patents etc.) the data will be populated from internationally available Data Bases (like Scopus, Web of Science, the Indian Science Index or other suitable sources as deemed appropriate by NIRF). Some of these are indicated in the Assessment Metrics. However, NIRF reserves the right not to use the data from any of these sources or include other sources, if so warranted. NIRF shall directly access data from these resources, or seek help from the resource publishers, as necessary.

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Prof.Rajashree Gethe
Rajashree Pillai
Trikha, Lavanya (ELS-DEL)
Saurav Kumar
shatabdi nannaware
Pravin Kumar

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Dr. Abhijeet Lele
Prof.Rajashree Gethe
Rajashree Pillai
shatabdi nannaware
Trikha, Lavanya (ELS-DEL)

Dr. Vinay Nandre
Amit Mahadik
Sonali Beri
Mahendra More
Dr.Nilesh Kate

Pravin Kumar
Rajashree Bhise
Saurav Kumar
PIBM
Animesh Kumar

Dr. Raj Mishra
Yachna Gharde
Dr. Abdul Alim...
PIBM
Dr. Abhishek

Amit
Jitendra Jaiswal
Dr. Ritesh Kuma...
Kamaljeet Singh
Dr. Ashwini Sanmath

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ENG 14:37 09-01-2024

FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'Achieving Better student's participation using POGIL as a Teaching Pedagogy'

Date: 10.01.2024

Speaker of the Programme: Dr. Ramkrishna Yanamandra (Program-chair BBA and Associate Professor), School of business, Skyline university, University city of Sharjah, Sharjah

Details of the Programme:

- Step 1- Design POGIL Activity by the Resource person
- Step 2- Division of students into groups in the class (Preferred class size: 30)
- Step 3- Execution of POGIL Activity
- Step 4 – Summary by the Faculty Resource person

Trainer's Profile:

Dr. Ramakrishna Yanamandra holds a Doctor of Philosophy degree in Supply Chain Management from a reputed university in India. He possesses an excellent academic record with distinction and excellence in all academic programs.



Associate Professor, Chair-BBA Program -
School of Business

chair.bba@skylineuniversity.ac.ae,
ramakrishna@skylineuniversity.ac.ae
Ext: 7048
Office: F-16

List of participants:

List of Participants:

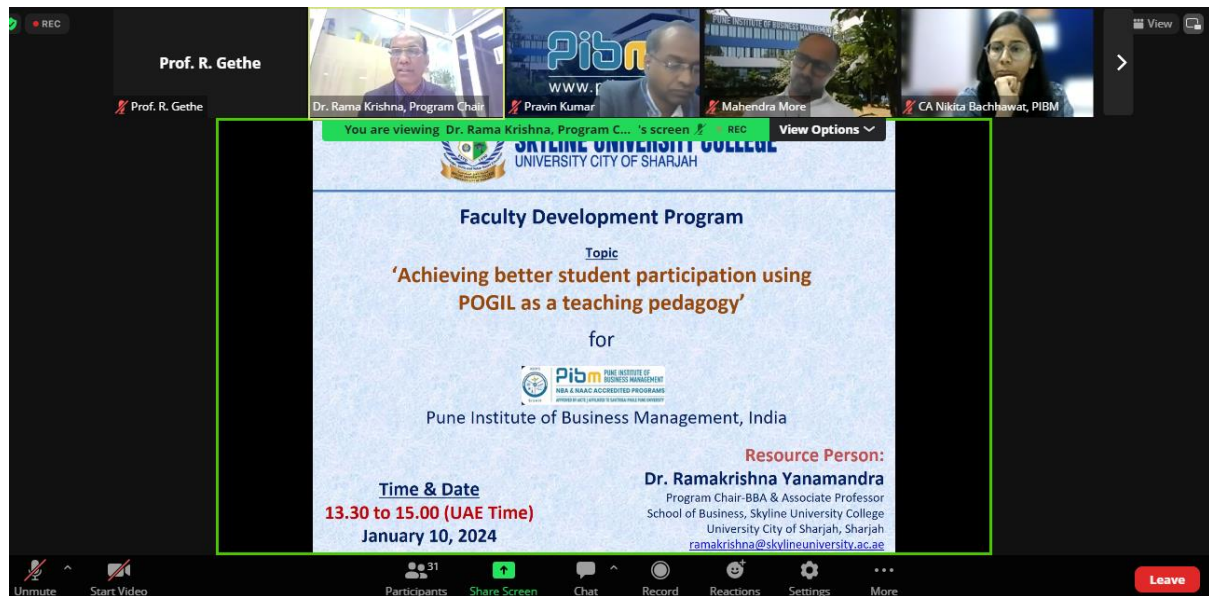
- Dr. Vinay Nadre



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- Dr. Abhijeet Lele
- Dr. Jitendra Jaiswal

- Prof. Joel Das
- Prof. Ravindra Mangrulkar

Key Highlights of FDP:



Prof. R. Gethe

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Faculty Development Program

Topic

'Achieving better student participation using POGIL as a teaching pedagogy'

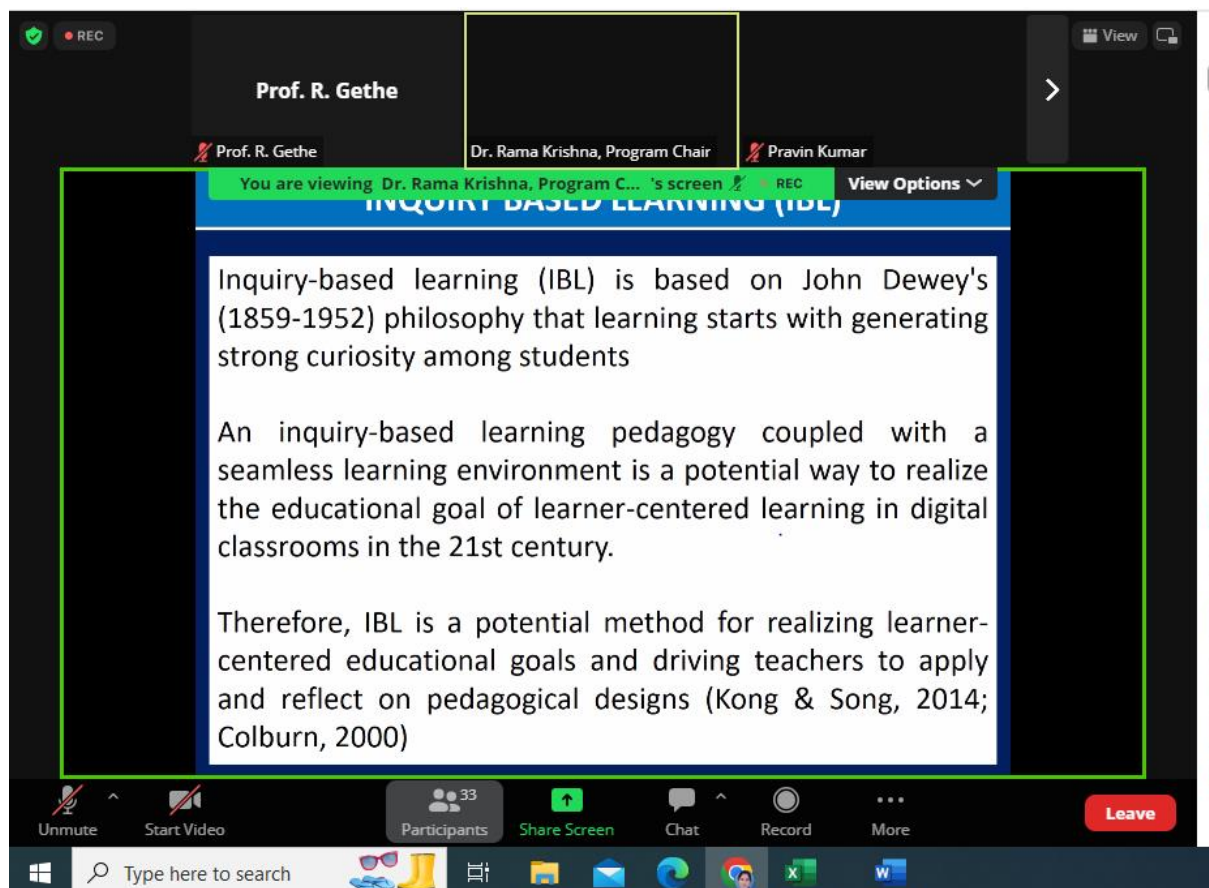
for

Pune Institute of Business Management, India

Resource Person:

Dr. Ramakrishna Yanamandra
Program Chair-BBA & Associate Professor
School of Business, Skyline University College
University City of Sharjah, Sharjah
ramakrishna@skylineuniversity.ac.ae

Time & Date
13.30 to 15.00 (UAE Time)
January 10, 2024



Prof. R. Gethe

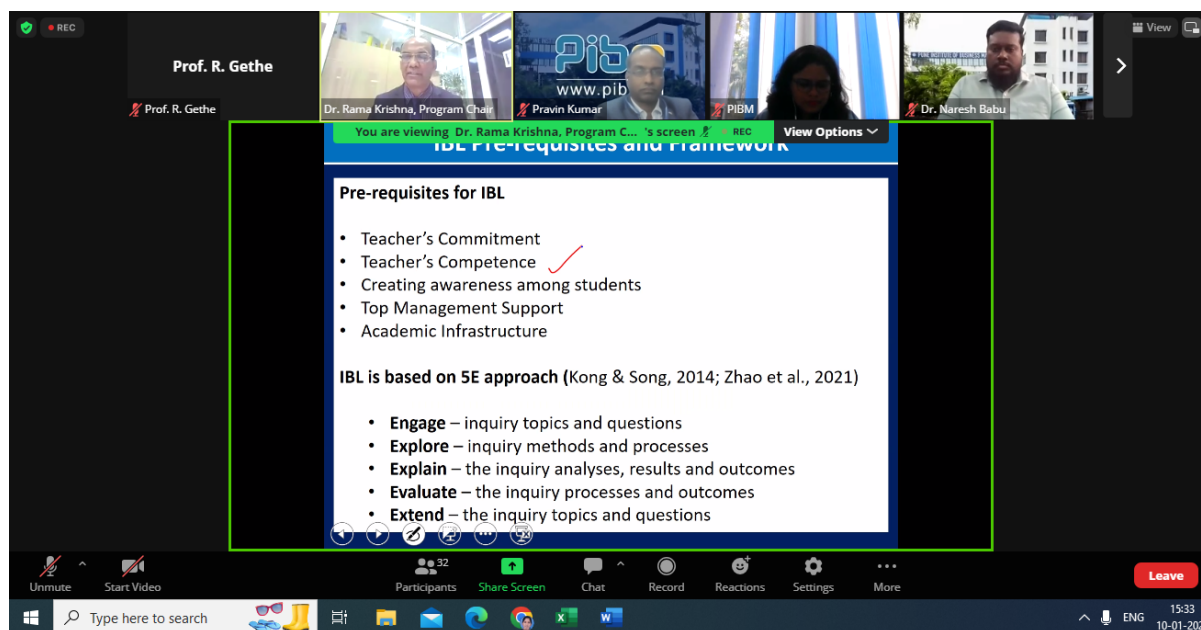
You are viewing Dr. Rama Krishna, Program Chair's screen

INQUIRY BASED LEARNING (IBL)

Inquiry-based learning (IBL) is based on John Dewey's (1859-1952) philosophy that learning starts with generating strong curiosity among students

An inquiry-based learning pedagogy coupled with a seamless learning environment is a potential way to realize the educational goal of learner-centered learning in digital classrooms in the 21st century.

Therefore, IBL is a potential method for realizing learner-centered educational goals and driving teachers to apply and reflect on pedagogical designs (Kong & Song, 2014; Colburn, 2000)



Prof. R. Gethe

Dr. Rama Krishna, Program Chair

Pravin Kumar

Dr. Naresh Babu

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IBL Pre-requisites and Framework

Pre-requisites for IBL

- Teacher's Commitment
- Teacher's Competence ✓
- Creating awareness among students
- Top Management Support
- Academic Infrastructure

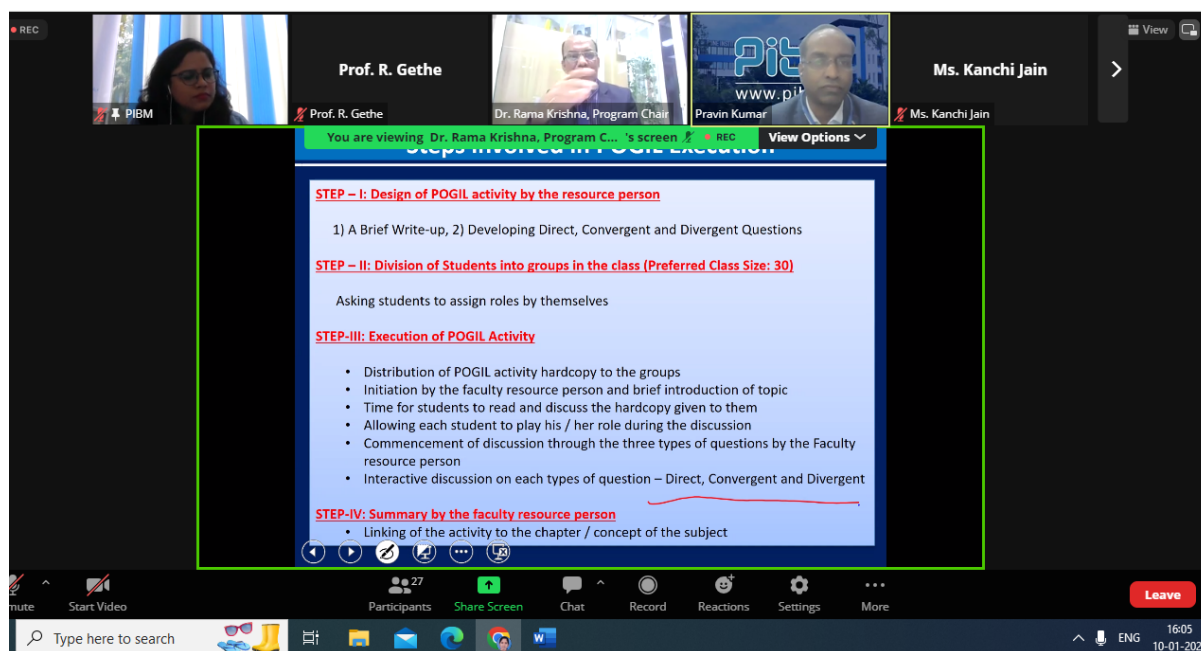
IBL is based on 5E approach (Kong & Song, 2014; Zhao et al., 2021)

- Engage** – inquiry topics and questions
- Explore** – inquiry methods and processes
- Explain** – the inquiry analyses, results and outcomes
- Evaluate** – the inquiry processes and outcomes
- Extend** – the inquiry topics and questions

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ENG 15:33 10-01-2024



Prof. R. Gethe

Dr. Rama Krishna, Program Chair

Pravin Kumar

Ms. Kanchi Jain

You are viewing Dr. Rama Krishna, Program Chair's screen

Steps involved in POIGL Execution

STEP – I: Design of POIGL activity by the resource person

1) A Brief Write-up, 2) Developing Direct, Convergent and Divergent Questions

STEP – II: Division of Students into groups in the class (Preferred Class Size: 30)

Asking students to assign roles by themselves

STEP-III: Execution of POIGL Activity

- Distribution of POIGL activity hardcopy to the groups
- Initiation by the faculty resource person and brief introduction of topic
- Time for students to read and discuss the hardcopy given to them
- Allowing each student to play his / her role during the discussion
- Commencement of discussion through the three types of questions by the Faculty resource person
- Interactive discussion on each types of question – Direct, Convergent and Divergent

STEP-IV: Summary by the faculty resource person

- Linking of the activity to the chapter / concept of the subject

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ENG 16:05 10-01-2024

FACULTY DEVELOPMENT **PROGRAMME**

Topic: FDP on 'Weight analysis'

Date: 26.02.2024, 1 Day (Virtual)

Speaker of the Programme: Dr. Nripendra Rana

Details of the Programme:

- Using weights in the analysis of survey data
- What is Survey Weight
- Types of Survey weight
- How to calculate the Weights?
- Using the Logistic Regression approach to weighting
- Data analysis methods with weighted data

Trainer's Profile:

Dr. Nripendra Rana

Nripendra P. Rana is currently a Professor in Marketing at the College of Business and Economics at Qatar University, Doha, Qatar. He has done his MBA as well as PhD from Swansea University, UK. He has also worked as Professor in Information Systems at Swansea University, UK and the Head of International Business, Marketing and Branding Research Centre and Professor in Digital Marketing at the University of Bradford in the UK. His current research interests focus primarily on adoption and diffusion of emerging ICTs, e-commerce, m-commerce, e-government and digital, social media marketing, and role of artificial intelligence on consumer decision-making and behavior. He has published close to 300 research papers in a range of leading academic journals, conference proceedings, books etc. He has co-edited five books on digital and social media marketing, emerging markets and supply and operations management. Some of such journals where his papers got published include British Journal of Management, European Journal of Information Systems, Annals of Tourism Research, Public Management Review, European Journal of Marketing, Journal of

Sustainable Tourism, and International Journal of Information Management. He has also co-edited several special issues, organised tracks, mini-tracks and panels in leading conferences. He is the Chief Editor of International Journal of Electronic Government Research and Associate Editor of International Journal of Information Management [ABDC-A*, Impact Factor: 18.958]. He has also done his Post Graduate Certificate in Teaching in the Higher Education (PGCtHE). He is a Senior Fellow of the Higher Education Academy (SFHEA) in the UK. He is a Visiting Professor at Indian Institute of Management Jammu and Visiting Research Scholar at Indian Institute of Management Tiruchirappalli in India. He is also a Distinguished Visiting Professor at University of Johannesburg, South Africa. He is on editorial board of a number of top tier journals including Journal of Business Research, Government Information Quarterly, Journal of Retailing and Consumer Services, Journal of Computer Information Systems to name a few. He has been awarded the Clarivate Web of Science prestigious Highly Cited Researcher award for the two consecutive years in 2020 and 2021. Of the world's scientists and social scientists, Highly Cited Researchers truly are one in 1,000. This year's list also includes 24 Nobel laureates, including five announced this year. He has more than 20,000 Google Scholar citations on his name for the research work he has produced.



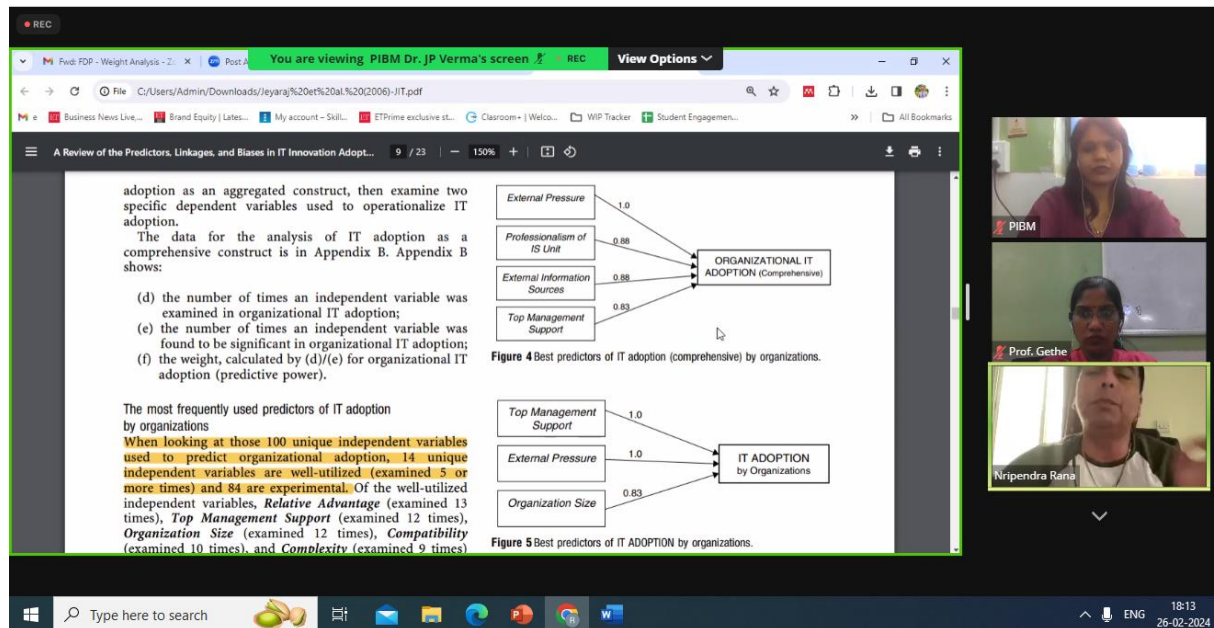
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- Dr. Ramkrishna Dikkarwar
- Dr. Yachna Gharde



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- Dr. Raj Kishor mishra
- Dr. B. Naresh
- Dr. Bharat Bhushan Singh
- Dr. Rajasshrie Pillai
- Dr. Rajalakshmi
- Prof. Rajashree Gethe
- Prof. Sonali Beri
- Prof. Rajashree Bhise
- Prof. Poornima Seharawat
- Dr. Ritesh kumar verma
- Prof. Suraj Khandelwal
- Dr. Ashwini Sanmath
- Prof. Shomee sharma
- Prof. Khushboo Tanwer
- Prof. Peyush Jain
- Prof. Vishwesh sanas
- Dr. Ashwnini Sanmath
- Dr. Abhishek Srivastava
- Prof. Animesh Kumar
- Dr. Abhijeet Lele
- Dr. Jitendra Jaiswal
- Prof. Joel Das
- Prof. Ravindra Mangrulkar

Key Highlights of the FDP:



The screenshot shows a Zoom meeting interface. The main window displays a presentation slide titled "A Review of the Predictors, Linkages, and Biases in IT Innovation Adoption...". The slide contains text and two diagrams. The text discusses the adoption of IT as an aggregated construct and mentions specific dependent variables. The diagrams show predictors of IT adoption (comprehensive) and IT adoption by organizations.

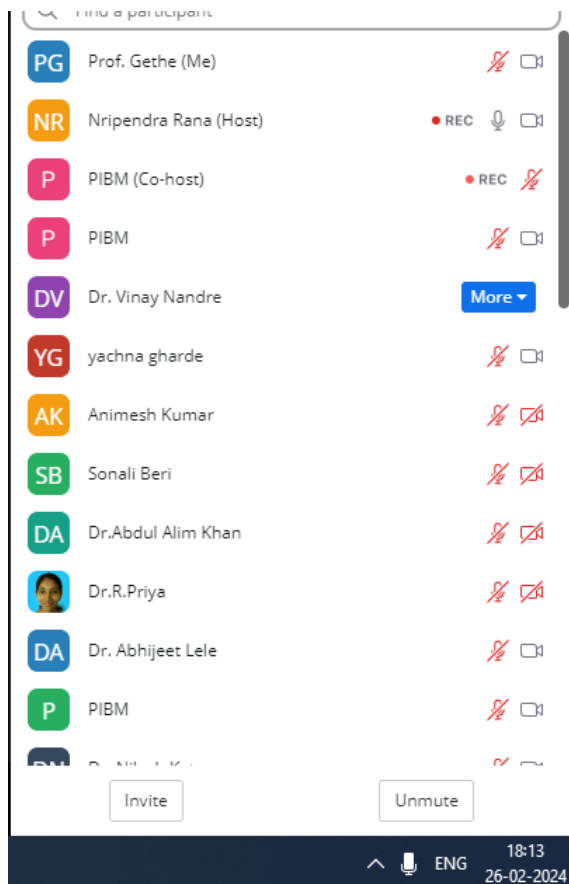
Figure 4 Best predictors of IT adoption (comprehensive) by organizations.

Predictor	Weight
External Pressure	1.0
Professionalism of IS Unit	0.88
External Information Sources	0.88
Top Management Support	0.83

Figure 5 Best predictors of IT ADOPTION by organizations.

Predictor	Weight
Top Management Support	1.0
External Pressure	1.0
Organization Size	0.83

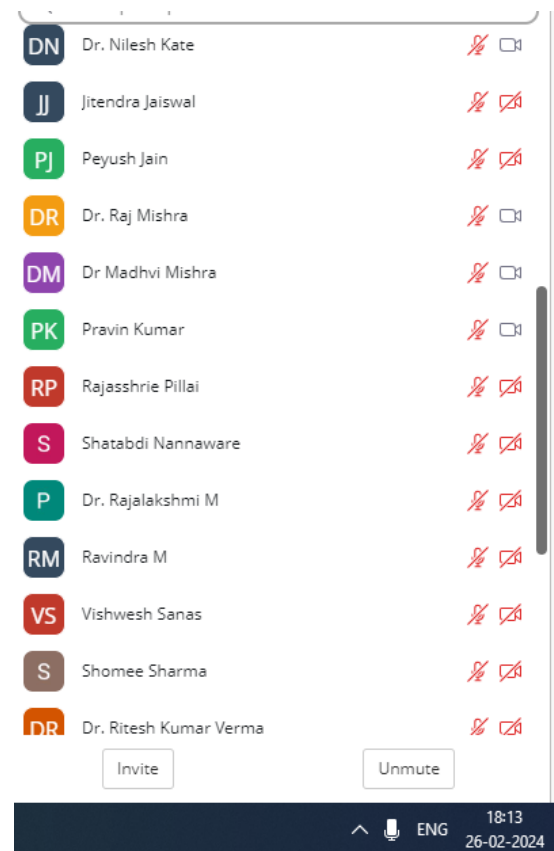
The meeting interface shows three participants: PIBM, Prof. Gethe, and Nripendra Rana. The bottom status bar indicates the time is 18:13 on 26-02-2024.



The screenshot shows a Zoom meeting participant list. The list includes the following participants:

Participant	Status
PG Prof. Gethe (Me)	REC
NR Nripendra Rana (Host)	REC
P PIBM (Co-host)	REC
P PIBM	
DV Dr. Vinay Nandre	
YG yachna gharde	
AK Animesh Kumar	
SB Sonali Beri	
DA Dr. Abdul Alim Khan	
Dr. R. Priya	
DA Dr. Abhijeet Lele	
P PIBM	









































The bottom status bar indicates the time is 18:13 on 26-02-2024.



The screenshot shows a Zoom meeting participant list. The list includes the following participants:

Participant	Status
DN Dr. Nilesh Kate	
JJ Jitendra Jaiswal	
PJ Peyush Jain	
DR Dr. Raj Mishra	
DM Dr. Madhvi Mishra	
PK Pravin Kumar	
RP Rajasshrie Pillai	
S Shatabdi Nannaware	
P Dr. Rajalakshmi M	
RM Ravindra M	
VS Vishwesh Sanas	
S Shomee Sharma	
DR Dr. Ritesh Kumar Verma	

The bottom status bar indicates the time is 18:13 on 26-02-2024.

	Dr. Rajalakshmi M	 
	Ravindra M	 
	Vishwesh Sanas	 
	Shomee Sharma	 
	Dr. Ritesh Kumar Verma	 
	Poornima Sehrawat	 
	Joel Das	 
	PIBM	 
	PIBM Dr. JP Verma	  
	Dr. Abhishek	 
	Mahendra More	 
	PIBM FDP 4	 
	Khushboo Tanwar	 

Invite

Unmute

FACULTY DEVELOPMENT PROGRAMME

Topic: FDP on 'Case Study Teaching in Management Part 2'

Date: 27.02.2024-28.02.2024, 2 Day (Onsite)

Details of the Programme:

Dr. Mukund Dixit (Professor, IIM Ahmedabad)

Details of the Programme:

- Teaching with cases is an integral part of management education today. The outcomes of this approach are: more participation by students, highly stimulating classroom discussions, students are better prepared for real life corporate realities/issues, learning becomes multi-dimensional and interdisciplinary – and a renewed joy in teaching and learning.
- The PIBM is organizing a two days Faculty Development Programme (FDP) on Case Writing and Teaching.
- FDP aims to: bring out the strengths of case method in teaching, motivate the participants to adopt 'case teaching' as an additional pedagogical tool in
- delivery of their future courses, equip participants to teach cases more effectively and also expose them to the craft of case writing.

Programme Objectives:

- The participants through this FDP should:
- Develop an appreciation of case method in teaching of Management
- Become aware of background preparation required to become successful case teachers;
- Get insights into the process of managing classroom discussions; and
- Get motivated to use case method of teaching in appropriate learning contexts.

Topic Coverage:

- The topical coverage of the FDP will be:
- Designing Case based Courses
- Preparing to Teach With Cases
- Leading a Discussion Class
- Developing Organizational Case Studies
- Developing Case Studies in the field of Management

Trainer Profile:

Dr. (Prof. Mukund Dixit)

Mukund R. Dixit was a faculty at IIMA from 9th April 1981 to 30th November 2016. He held a PhD from IIT Kanpur. He worked in the Corporate Planning division of HMT, a large diversified company in India prior to joining IIMA. He has written cases and published papers in the field of strategic management. His teaching, research and consulting areas are Corporate and Competitive strategies, Taking Charge and Leading Strategy, Innovation and Knowledge Management, and Case Method of Learning. He has been a member of the Board of Governors of Private and Public Sector Undertakings in India. He was the Editor of Vikalpa, IIMAs Journal for Decision Makers. He was an EEC visiting professor in the Euro-India Cooperation Programme at ESSEC, Paris and Rotterdam School of Management, Erasmus University, Netherlands. He also taught in Multi Media University, Malaysia. He has coordinated management development programmes for top and senior managers in India and abroad.





List of Participants:

- Dr. Vinay Nadre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Dr. Riddhiman Mukhopadyay
- Dr. Ramkrishna Dikkarwar
- Dr. Yachna Gharde
- Dr. Nilesh Kate
- Dr. Raj Kishor mishra
- Dr. B. Naresh
- Dr. Bharat Bhushan Singh
- Dr. Rajasshrie Pillai
- Dr. Rajalakshmi
- Prof. Rajashree Gethe
- Prof. Sonali Beri
- Prof. Rajashree Bhise
- Prof. Poornima Seharawat
- Dr. Ritesh kumar verma
- Prof. Suraj Khandelwal
- Prof. Shomee sharma
- Prof. Khushboo Tanwer
- Prof. Peyush Jain
- Prof. Vishwesh sanas
- Dr. Abhishek Srivastava
- Prof. Animesh Kumar
- Dr. Abhijeet Lele
- Dr. Jitendra Jaiswal

- Prof. Joel Das
- Prof. Ravindra Mangrulkar

Key Highlights of the FDP:





FACULTY DEVELOPMENT PROGRAMME

Topic: Communication and Management Skills at Workplace

Date: 23.07.2022

Speaker of the Program: Ms. Fatima Abbas

Details of the Programme:

The main objective of the FDP was:

1. To develop skills to ask questions.
2. To Develop skills in listening actively and empathetically to others
3. To Learn what their non-verbal messages are convey others
4. To Enhance their ability to handle difficult situations
5. To Deal with situations assertively
6. To Identify common communication problems that may hold employees back

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma



- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: MENDELEY: A LITERATURE SURVEY TOOL

Date: 17.08.2022

Speaker of the Program: Dr. Rajashree Pillai

Details of the Programme:

The main objective of the FDP was:

This FDP explained about Zotero which is an open- source software which allows easy and quick collection, organization and sharing of research. It is very convenient to use the software as it is open source and available for free to use. Zotero software assists in organizing and managing bibliographical data and research related material. Hands-on practice session was also facilitated by the resource person for the software.

Dr. enlightened about Mendeley software which is also an open-source referencing software freely available for use of researchers, scholars, students and teachers.

You can efficiently add papers for your work in the software. It is available to use by signing in your account on the website, as well as through as desktop application. Both the spaces are synced for easy and comfortable access.

Mendeley has a provision to attach as a toolbar option with MS- word document as Mendeley cite-O-matic is extremely useful for generating bibliographies, references and citation in different kinds of styles such as Harvard, Chicago and APA. Hands-on practice session was also facilitated by the resource person for the software.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre



- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: Building Winning Attitude for Interview Success.

Date: 25.08.2022

Speaker of the Program: Mr. Ramanpreet

Details of the Programme:

The main objective of the FDP was:

The objective of the session was to make students aware about how Attitude is the most unique dimension for interview success. It will help them embrace a more positive attitude and improve the chances of Interview success. The session witnessed 100 above participants from Management & Engineering background including Faculty members. The session was full of enthusiasm & Zeal among students to understand how to build a winning attitude for an Interview success. At the end Participants and faculty members raised their queries and doubt which were satisfied by the Speaker. Overall, it was a wonderful learning & experience.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma



- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: Quantification of Human Resource with HR Analytics

Date: 06.09.2022

Speaker of the Program: Dr. Manish Godse

Details of the Programme:

The main objective of the FDP was:

There were daily assignments given by the organizing Institutions. At the end of the training program one test was also conducted, in which it was mandatory to achieve minimum 60% marks. This was a great learning experience for me while attending all the sessions and it would definitely help me in my teaching-learning process in the field of HR analytics.

It was highly interactive with practical applications of analytics and Tableau. The resource person being a HR Analytics trainer, brought his valuable knowledge and applications to the discussion and created deep learning during the entire FDP program.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak



- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
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- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: Entrepreneurship

Date: 22.09.2022

Speaker of the Program: Prof. bibhas B.

Details of the Programme:

The main objective of the FDP was:

Considering the objectives of the Faculty Development Program on entrepreneurship awareness and the expectations of the participants, the programme contents, delivery and sequence was fine-tuned on the very first day of the programme. The participants were encouraged to challenge the concepts, ask questions and participate actively in the class-room interactions. The class room learning was supplemented by well compiled course material and handouts.

the structure, design of the programme and spelt out the expectations of the organizers from the participants. The session was devoted to an interactive session on “Introduction to Entrepreneurship and Charms of becoming an entrepreneur”. He briefed the participants about the primary objective of this camp was to make the participants aware about the different areas of skills where they can establish themselves as Entrepreneur and create the job for others. Participants were aware about various components of entrepreneurship development process through lecture, panel discussion, interaction and experience sharing by existing entrepreneur.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak



- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: Digitalization Initiative in the field of Education

Date: 11.10.2022

Speaker of the Program: Mr. Chetan Gawali

Details of the Programme:

The main objective of the FDP was:

The basic purpose of FDP was to demonstrate application of Artificial Intelligence and Machine Learning tools based on data analytics for increasing faculty efficiency, students' engagement and expediting accreditation work with a common goal to improve learning and teaching experiences more effective, time saving, efficient and universal manner for higher education institution.

All faculty members of Management Department actively participated with zeal and enthusiasm in order to explore and enrich their data driven decisions for students, courses and institution.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra



- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: Digital Marketing

Date: 21.10.2022

Speaker of the Program: Dr. Bhavyadeep Bhatia

Details of the Programme:

The main objective of the FDP was:

The objective of this programme was to provide in-depth knowledge on digital and social media marketing and analytics that would help in planning, implementing and measuring the social media marketing.

He explained topics such as Overview of Digital Marketing & Branding, Search Engine Optimization, Social Media Marketing, Email Marketing, and Inbound Marketing. He also discussed about various tools for website Optimization like “Who is .net”, “septime”, “canva”.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad



- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
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- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: Universal Human Values and Professional Ethics.

Date: 01.11.2022

Speaker of the Program: Dr. Mahendra More

Details of the Programme:

The main objective of the FDP was:

The workshop was divided into four different levels:

I. Self-harmony

II. Harmony in the family

III. Harmony in the Society

IV. Harmony in nature and cosmos

The first level concentrated on understanding co-existence of self and body, importance of right understanding, analyzing the importance of relationship and identifying the required physical facilities for self-comfort and existence. This session also emphasized on role of our pre-conditionings in our day-to-day decisions and behavior.

The second level talked about prosperity in the family. The difference between intention and competencies of an individual was brought about in this session. Thus, the importance of right evaluation of a person's competencies was discussed very elaborately. The nine core family values were also shared in this session.

The third level talked about extension of family's harmony with the society. In the fourth level the importance of correlation amongst the four orders of the entire cosmos i.e physical order, pranic order, animal order, human order so as to understand the relationship of mutual fulfillment within each order. During workshop, sessions were organized on video shows, group discussions and experience sharing, thereby, giving a holistic understanding on the subject.

The purpose of the workshop was to propagate human values to the student fraternity through faculty and thus creating sensitization amongst students for a better, value driven behavior and self-development.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
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- Animesh kumar
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- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal



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Pune Institute Of Business Management

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Tal. Mulshi Paud, Pune (Maharashtra)

Ph. No. 020 66036700, 66575000, Fax : 020-66036722

www.pibm.in



FACULTY DEVELOPMENT PROGRAM

Topic: Taxation

Speaker of the Program: Dr. Deepak Tandon [Professor, IMI, New Delhi]

Date: 05.11.2022

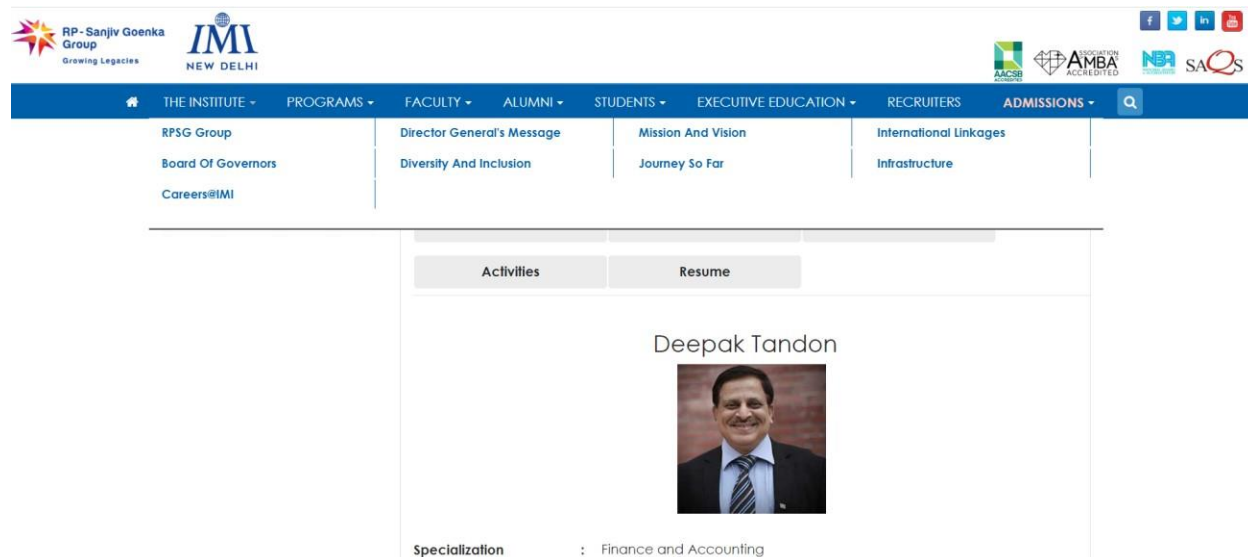
Learning Objectives:

- To Provide solid acumen of Taxation.
- To Understand Basics of Income Tax Act 1961.
- To provide in-depth knowledge of Taxation about the Individual Taxation and Tax Planning
- To Understand the Fundamentals of TDS (Tax Deducted at Source)
- To Learn the Concept of Tax Collection at source
- To Understand the important provisions for filing return of income and self-assessment.
- To Learn the Concepts of Tax Evasion and Tax Avoidance

Topics Covered:

- Introduction to Income Tax
- Residential Status and Scope of Total Income
- Provisions governing computation of income under different heads
Salary, Capital Gain, Income from Other Sources
- Advance tax, tax deduction at source and introduction to tax collection at source
- Provisions for filing return of income and self-assessment
- Tax Planning, Tax Evasion and Tax Avoidance

About the Trainer



The screenshot shows the IMI New Delhi website. The header includes logos for RP-Sanjiv Goenka Group, IMI New Delhi, AACSB, AMBA, and SAQS. The navigation bar lists: THE INSTITUTE, PROGRAMS, FACULTY, ALUMNI, STUDENTS, EXECUTIVE EDUCATION, RECRUITERS, and ADMISSIONS. A dropdown menu for 'FACULTY' is open, showing links for RPSG Group, Board Of Governors, Careers@IMI, Director General's Message, Diversity And Inclusion, Mission And Vision, Journey So Far, International Linkages, and Infrastructure. Below this, a profile for Deepak Tandon is displayed with a photo and the text 'Specialization : Finance and Accounting'.

Overview

Specialization: Finance and Accounting

Designation: Professor

Email: deepaktandon@imi.edu

Educational Qualification

MSc(1981-DelhiUniv) L.L.B(1987) –Delhi Univ C.A.I.I.B;M.B.A (Finance)-F.M.S Delhi University Dipl.Intl Trade-Exports(Bangalore)-1987 P.hD -2010

INDUSTRY : BANKING :

Punjab National Bank HO New Delhi : Overseas Branch New Delhi , Barakhamba Road New Delhi And PNB Capital Services New Delhi – 1982 - 1994 Areas : Operations , Forex Transactions , Investment & Merchant Banking { Management Trainee – Manger – Vice President }

Vysya bank Ltd : Karol Bagh New Delhi Branch head Sr Manager - Forex : 1994 to 1995

The Jammu & Kashmir Bank Ltd , Lajpat Nagar New Delhi & Andheri Mumbai cirle Office : Head of Merchant Banking Division : IPO : 1995 to 2000

Indusind Bank : Hoechst House , Nariman Point Mumbai, Indore Branch Head Operations : Head Operations, Barakhamba road , Nehruplace New Delhi Head Compliances * All India Marketing Head : 2000 to 2003



Oriental Bank Of Commerce Staff Training College Noida : Senior Faculty – Forex & Risk Management : Global Trust Bank Merger operations Scale V : 2003-2005

Industry :

Mecklai Financial Services Pvt. Ltd. Mumbai and Delhi Office : All India Head : 1` treasury risk management delivering customized solutions, proprietary risk management approach, high quality market research and robust technology processes. { 2005-07 }

ACADEMIC TEACHING EXPERIENCE (21 YEARS) INTERNATIONAL +NATIONAL

PROFESSOR : Finance & Accounting : International Management Institute New Delhi – Dec 2012-Tilldate

PROFESSOR : Lal Bahadur Shastri Institute of Management – Professor Finance teaching Corporate Risk Management, Stock Market Operations, Corporate Taxation, Derivatives, International Financial Management, Banking, Security Analysis and Portfolio Management (Jan 2010 – Dec2012)

PROFESSOR : IILM NEW DELHI / GURGAON 2007-2010

Senior Faculty Member – Forex and Risk Management at Punjab National Bank, Oriental Bank of Commerce: Central Staff College / ZTC (2003 – 2005)

As a Visiting Professor where PGP / PGDM full – semester papers have been taught

Shriram College of Commerce, Delhi University – GBO Course: Risk Management, International Financial Management –Derivatives , Risk Management

SP Jain Institute of Management, Mumbai – Family Owned Business Working Capital Management

IMT Ghaziabad –PGDEM: Investment Banking and Forex; MIBInternational Financial ManagementRisk Management

British Council – EMBA, Strategic Finance, Cost Management

ICAI, New Delhi –Corporate Risk Management, Forex Risk Management

International Universities :

University of Luton, Bedfordshire U.K. – Strategic Cost Management (M.B.A students)- Full Course taught

Sasin University, Bangkok – Guest Lecturette

FACULTY DEVELOPMENT PROGRAM**Topic:** Faculty Training on Euromonitor's Passport database**Speaker of the Program:** Dr. Poorna Chandrra Prasad (Associate Professor, PIBM)

Mr. Jay Aragade (EURO MONITOR, Representative)

Date: 19.12.2022 (9:30 TO 11:00 AM)**Learning Objectives:****Following benefits of the Euromonitor Passport Database are provided:**

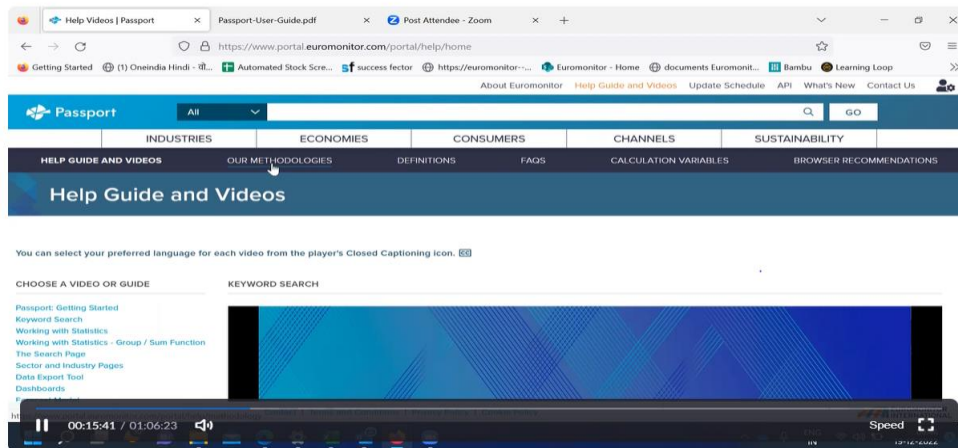
- We combine global expertise with local insight from analysts around the world to help our clients anticipate industry, economic and consumer trends and how to best navigate and lead disruptive change.
- Bridging methodologies based on data science and on-the-ground research, we provide context to strategic and tactical data, helping you answer your biggest challenges and identify opportunities.
- Via helps you navigate a fast-changing digital marketplace. We extract and organise ecommerce data from over 1,500 online retailers in 40 countries providing daily updates on pricing, assortment size and key attributes.
- Our consulting team answers your commercial questions with data and insights generated by our research experts, industry knowledge and 1,200 on-the-ground analysts in 100 developed, emerging and frontier markets.

Faculties Please do work on the following points:

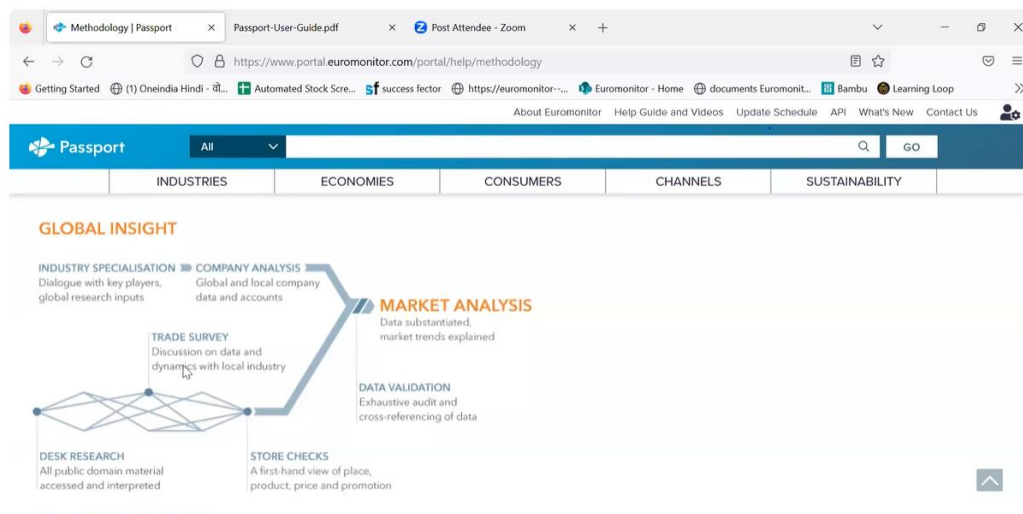
1. Please register with your official email ID with the portal (portal.euromonitor.com)
2. Before 30th Dec, provide training to respective mentees through Zoom based on your convenience and ask them to also register to the portal. This will help us monitor the intensity if using the databases.
3. Please use the databases in creating assessments, course content and any short caselets as pre-reading to students as part of the courses in upcoming semesters.
4. Students may be informed to make use of this data for any industry based assignments or activities they perform. We all should work to build problem solving skills in students.

Highlights of Training:

Training on Passport Database - Shared screen with speaker view



Training on Passport Database - Shared screen with speaker view



[illegible]



FACULTY DEVELOPMENT PROGRAM

Topic: Faculty Training on Usage of Harvard Cases

Speaker of the Program: Dr. Poorna Chandrra Prasad (Associate Professor, PIBM)

Date: 20.12.2022 (9:30-11:00AM)

Learning Objectives and About the Programme:

Faculty of PIBM are given training on using of Harvard Business Publishing Cases Studies Portal for effective application-based teaching for management graduates. Mr. Taran and Ms. Tarika of Harvard Business Publishing has provided the training to all the faculty of MBA and PGDM.

Training has been provided on use of Educator copies and Teaching notes by faculty and the approach to handle the cases.

Faculty are guided and sensitised on the process of obtaining clean copies that can be distributed to students for their reference and learning.

Faculty are given hands on to explore various options of the website of Harvard Publishing house as mentioned below:

Briefing and background of Harvard Publishing House.

Handling challenges in using case studies using Case Companion –

A tool to be provided to students.

Expert advices on Hybrid/Online teaching available in the form of webinars.

What is case method and how to find the right course materials.

The Power of Simulations

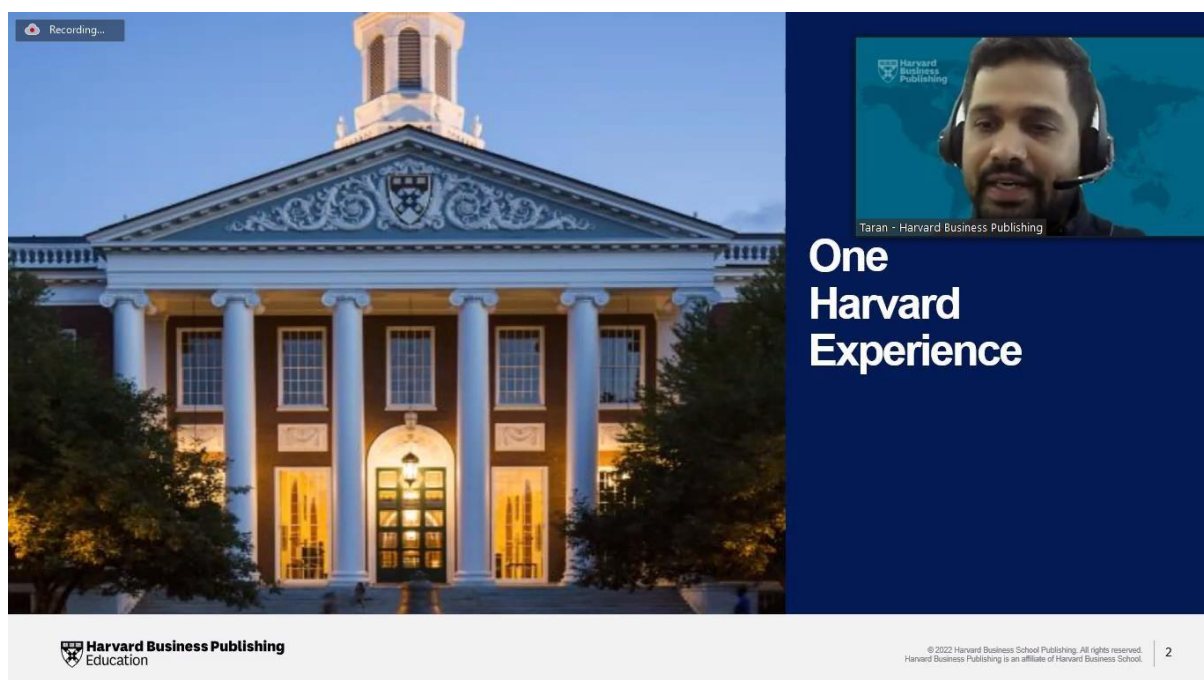
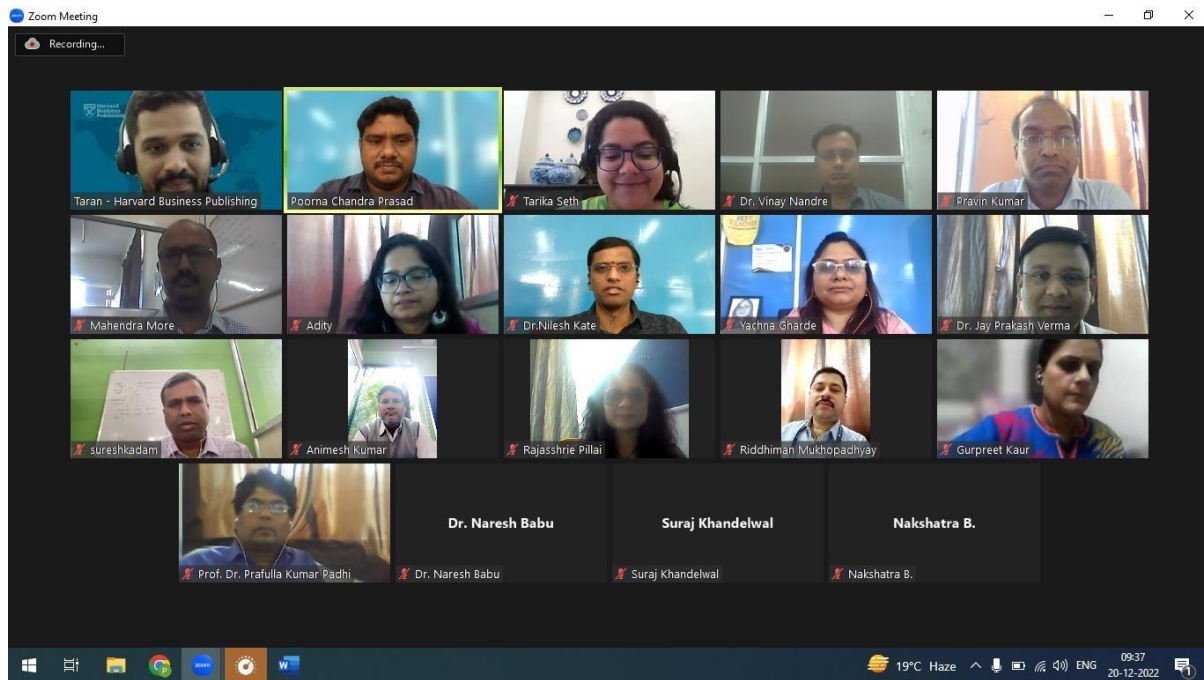
Discussion on case overview

All the faculty have participated actively during the training.

Recording Link:

https://us06web.zoom.us/rec/share/Pt_Q8IES7fvgXEs4U30NYL3Y1EWs864pPys8FM9YYR5 8ckAzAB1QJnlofYFajKFg.1xEk3448qjiX7naD


Passcode: !6\$HbVR4

Zoom Meeting Screenshots:


Recording... Challenge: Engaging Students

Experts Advice for Engaging Students


Taran - Harvard Business Publishing




4 Tested Techniques to Engage Students



How to Break Expectations and Get Students Engaged on Day One



You Can Still Engage Your Students When Teaching Online—Here's How



4 Ways to Engage Students Through Inclusivity, Active Learning

Harvard Business Publishing Education

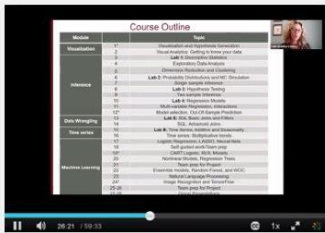
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Recording... You are viewing Taran - Harvard Business Publ... 's screen View Options


Challenge: Teaching in Hybrid/Online Environments

Free Webinars Available Now from Experts in Hybrid/Online Teaching


Taran - Harvard Business Publishing



Designing a Curriculum for Online and Hybrid Classes



The Hybrid Classroom: How to Engage Students to Promote Individual and Collective Learning

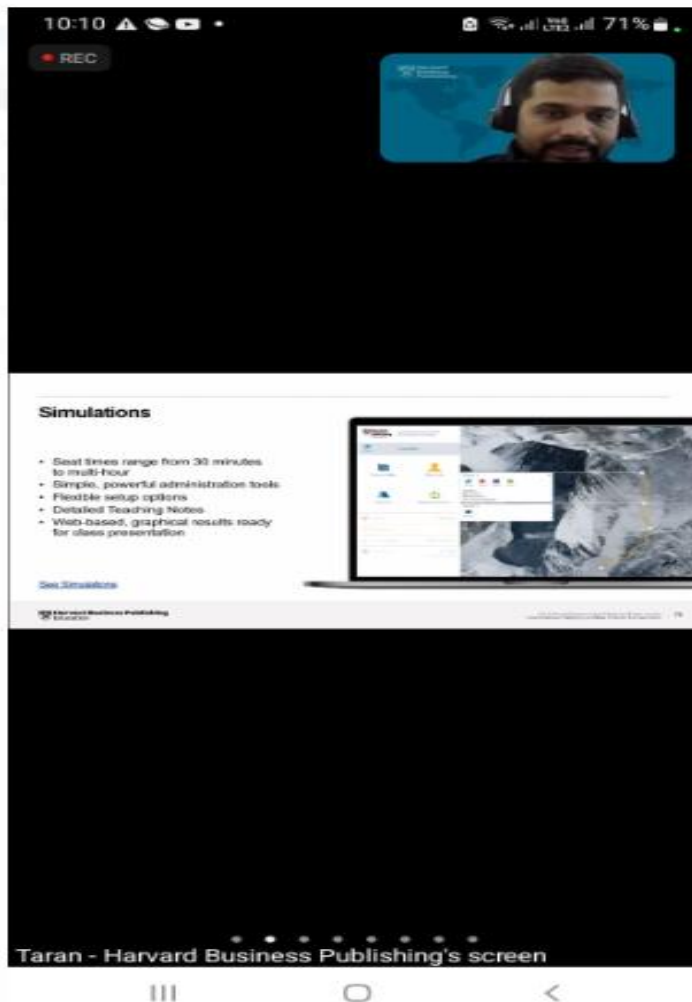


An In-depth Look at How to Use Simulations in Your Online Classroom

Harvard Business Publishing Education

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Unmute Start Video Security Participants 22 Share Screen Pause/Stop Recording Breakout Rooms Reactions Whiteboards Leave





List of Attendees:

[illegible]

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Pune Institute Of Business Management

Gat No. 605/1, Mukaiwadi Road, Pirangut,

Tal. Mulshi Paud, Pune (Maharashtra)

Ph. No. 020 66036700, 66575000, Fax : 020-66036722

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FACULTY DEVELOPMENT PROGRAM

Topic: Faculty Training on 'CAPEX' www.cmie.com

Speaker of the Program:

Mr. Pankaj Gujar (Mob. No. 98603822330) VP Sales at CMIE Pvt Ltd.

Dr. Poorna Chandrra Prasad (Associate Professor, PIBM)

Date: 23.12.2022 (9:30-11:00AM)

Learning Objectives and About the Programme:

- To find the industries from the various geographical areas of India and their financial performances in the form of Annual Reports, Capital Raised etc.
- Economic Outlook: is the product of the CMIE which helps to find the correlation between NFA (Net Fixed Assets) and Borrowing (Credit Growth)
- ProwessIQ: ProwessIQ is an interactive querying system to find companies from the Prowess database. It consists of a client software that provides an interface to construct and submit queries over the internet to the Prowess database and receive answers to the queries from the database. ProwessIQ therefore is all about interactive querying of the Prowess database.
- All queries in ProwessIQ aim at finding companies that match a given set of search conditions. The ProwessIQ interface therefore consists of a large number of query construction facilities, display of query results in spreadsheets and the further use of the results of queries.

About the CMIE

CMIE, or Centre for Monitoring Indian Economy, is a leading business information company. It was established in 1976, primarily as an independent think tank.

Today, CMIE has a presence over the entire information food-chain - from large scale primary data collection and information product development through analytics and forecasting. It provides services to the entire spectrum of business information consumers including governments, academia, financial markets, business enterprises, professionals and media.

CMIE produces economic and business databases and develops specialized analytical tools to deliver these to its customers for decision making and for research. It analyses the data to decipher trends in the economy.

CMIE has built India's largest database on the financial performance of individual companies; it conducts the largest survey to estimate household incomes, pattern of spending and savings; it runs a unique monitoring of new investment projects on hand and it has created the largest

integrated database of the Indian economy.

All databases and research work are delivered to customers through subscription services. CMIE is a privately owned and professionally managed company head-quartered at Mumbai.

Trainer's Profile

Mr. Pankaj Gujar currently working as a Vice President (Sales) At CMIE Pvt. Ltd., Mumbai. He completed his B.E. (Mech.) from Shivaji University and MBA (Marketing and Finance) from SDM IMD.

Linkedin Profile Link

<https://in.linkedin.com/in/pankaj-gujar-215561b>

Highlights of the FDP



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www.pibm.in

FACULTY DEVELOPMENT PROGRAMME

Topic: Preparing Students on How to Crack to GD & Personal Interview [Online Training]

Date: 12.07.2021

Speaker of the Program: Mr. Sunil Awhad (KPMG India)

Details of the Programme:

- Train yourself to be a good listener
- Develop patience to listen alternatively.
- Articulate your points of view in a way that is easy for others to comprehend.
- Inculcate good habit of structuring your thoughts and presenting them logically.
- Reading more to keep updated with current affairs.
- Seek opportunities to discuss in the group.
- Learn to respect other for what they are
- Train you mind to thing analytically
- Practice good nonverbal communication
- Carefully examine the job description
- Consider why you are interviewing and your qualifications
- Perform research on the company and role
- Consider your answers to common interview questions

About the Trainer



Sunil Avhad

Director - HR, KPMG Global Services
Bengaluru, Karnataka, India
11K followers · 500+ connections

 KPMG India

 XLRI Jamshedpur

Experience



KPMG India

8 years 10 months

- **Director**
Oct 2021 - Present · 1 year 3 months
- **Senior Associate Director**
Oct 2019 - Oct 2021 · 2 years 1 month
Bengaluru, Karnataka, India
- **Associate Director**
Oct 2015 - Sep 2019 · 4 years
Bangalore Area, India
- **Manager**
Mar 2014 - Sep 2015 · 1 year 7 months
Bangalore
Business Partner, Talent Management, Compensation & Benefit, Performance Management, Recruitment, Manpower Planning, Attrition Management, Succession Planning, Policy & Procedures, HRMS system, Rewards and Recognition, Global Mobility

EXL**Assistant Vice President - Human Resources**

EXL Services

Jul 2003 - Feb 2014 · 10 years 8 months

Business Partner, Talent Management, Compensation & Benefit, Performance Management, Recruitment, Manpower Planning, Attrition Management, Succession Planning, Policy & Procedures, HRMS system, Rewards and Recognition

**Assistant Manager**

Convergeon

2003 - 2003 · less than a year

Recruitment, Sourcing, Budgeting

Education**XLRI Jamshedpur**

Post Graduate Certificate in Human Resources · Human Resources

2010 - 2011

**Indian Society for Training & Development**

Diploma in T&D · Training & Development

**Results Coaching Systems (ICF)**

Workplace Coach - Stage 1 · Coaching

**University of Pune**

Master of Business Administration · Human Resources

**University of Pune**

Master of Business Administration · Marketing



FACULTY DEVELOPMENT PROGRAMME

Topic: Digital Marketing [Online Training]

Date: 21.07.2021

Speaker of the Program: Dr. Manisha Sahay

Details of the Programme:

- Introduction to Digital Marketing
- Market Research
- How to find Hungry-to-buy audience with 3 simple questions
- How to get responses to your survey
- How to analyze the survey results
- How to make website
- Email marketing
- Copywriting
- Search Engine Optimization [SEO]
- YouTube Marketing
- Facebook Marketing
- Twitter Marketing
- Quora Marketing
- Instagram Marketing
- LinkedIn Marketing
- Pinterest Marketing
- App Marketing
- Google Analytics

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak



- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: Seminar on Intellectual Property Policies in Universities and Research Institutions [PART I]

Date: 21.08.2021

Speaker of the Program: Mr. Pranav Nagpurkar

Details of the Programme:

IPRs are considered as a barometer of R&D activities, encourages technology transfer, national / foreign direct investments & helps in technological / industrial development. From last many years it was observed that, filing of IP applications in the country are not increasing at higher rate despite significant contribution towards R&D by various Institutes, Scientist and R&D organizations, teachers, student etc. Hence in order to implement National IP policy, PIBM has decided to upgrade IP skills of professors, scientist, students/researchers etc. through in-depth training & create IP Awareness programs at PIBM.

Need for Training, Awareness Programs:

- To provide in house training to Faculties and Professors,
- To conduct Refresher courses for Faculties and Professors periodically,
- To conduct training programmes on IPRs for different types of stakeholders,
- To upgrade IP skills of Academic faculties and researchers by organizing IP training,
- To train Faculties and Professors for updating the knowledge in enforcement & implementation of IP laws,
- To increase the awareness by conducting awareness programs on IPR's.

On Completion of Training Trainees Should be able to:

- Identify the different types of intellectual property generated by universities;
- Understand the need for an innovation ecosystem and the benefits it brings to universities;
- Know the requirements for setting up an IP centre and get practical training on how IP centres function; and
- Learn how startups can be incubated in universities.

List of Participants:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
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- Nitish shrivastav
- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
-

FACULTY DEVELOPMENT PROGRAMME

Topic: Seminar on Intellectual Property rights and business competitiveness in the digital world

Date: 25.08.2021

Speaker of the Program: Mr. Pranav Nagpurkar

Details of the Programme:

“The core area of the seminar is Intellectual Property Rights in Business. To understand the significance of the components of the IPR and using it effectively as a main part of business strategy is vital to attainment in the market place. Businesses need the IPR to protect production secrets or other useful information and continue forward of the competition. Digital Economy rewards those enterprises that are creative, innovative and understand the importance of the market for ideas. The Intellectual Property Rights provides the formal framework for protecting their knowledge, creativity & innovation. To maximize the potential provided the IPR one has to think beyond exclusive rights to IP assets.”

List of Participants:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode



- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
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- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: CO-PO Mapping

Date: 09.09.2021

Speaker of the Program: Dr. B Naresh, Dr. Rajalakshmi

Details of the Programme:

The main objective of the FDP was:

- Introduction of the concept of CO, PO, PSO, PEO.
- To disseminate the information on identifying the attainment of PO, PSO, CO
- To initiate attainment of PO, PSO, CO at each department.
- The FDP was focused on various key aspects of OBE & NBA including two hands sessions on CO - PO Attainment, Course File, ICT & Interactive Teaching Practices, OBE Implementation, Achieving Academic Excellence, Mapping & Attainment of COs and POs, Course File Preparation & Rubrics and many more.

All participants really enjoyed the session and learnt lot many things from the FDP.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More



- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe



- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
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- Sanjeev Kulkarni
- Bharat Dalal



FACULTY DEVELOPMENT PROGRAMME

Topic: Stress Management & Time Management

Date: 18.10.2021

Speaker of the Program: Ms. Fatima Abbas

Details of the Programme:

Pune Institute of Business Management conducted Faculty Development Program (FDP) on “Stress Management & Time Management” on 21th September 2021.

Mr. started a session with positive attitude, coupled with free-flowing and clear communication can easily relieve stressful situations. His engagement with the excited faculty members was thrilling and power-packed. Through jokes, experience sharing and activities, he could hold the participants spellbound and deeply involved. He demonstrated simple approaches towards ‘simplifying’ life and managing the unnecessary stress even faculty members are so very prone to these days.

All faculty members get inspired, motivated and also learnt lot many stress relieving exercises which are useful in day to day life and eventually that can be initiated at student’s level also.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta



- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
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- Dr. Pranav Ranjan
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- Sanjeev Kulkarni
- Bharat Dalal



FACULTY DEVELOPMENT PROGRAMME

Topic: A Step Towards Applied Research

Date: 22.11.2021

Speaker of the Program: Dr. Rajashree Pillai

Details of the Programme :

Research plays an important role in the development of society by increasing the quantum of knowledge and solving crucial problems. The ability to do Research and produce Scholarly publications is an extremely important attribute for any academician. In this context, this FDP is organized to provide the participants with the fundamentals of research design and methodology to conduct relevant research that will aid quality decision making and contribute to the body of knowledge in various areas of interest.

Ms. Rajashree started a session with an introduction of all faculty participants. She elucidated the research design in detail, as well as discussed important points and precautions in writing an effective and quality research paper or proposal. Her engagement and interaction with the faculty participants made the entire session fascinating. Mapping of research problem in the simplest manner, she could hold the researcher's attention and involvement. Every faculty member gets inspired, motivated with the session and it will really help the faculty members to conduct research in an effective manner.

List of Participants:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde



- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
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- Sanjeev Kulkarni
- Bharat Dalal



FACULTY DEVELOPMENT PROGRAMME

Topic: Trends and Challenges in Current Research

Date: 23.12.2021

Speaker of the Program: Dr. Nilesh Kate

Details of the Programme :

The one-day FDP program was scheduled within the institute premises along with the presence of all the faculty members. The aim of FDP was to provide opportunities to faculty members and research scholars to enrich their teaching skill and research in the field of teaching learning.

Who highlighted the usage of Case Study methodology to be introduced for writing a research paper. He finally spoke in totality on the effective writing of a Research Paper and some new theme on which the research papers can be written. Towards the end, he undertook the task of guiding young members of the faculty with regard to the effective execution of research in their area of interest.

Session II was conducted by Dr. Anand Prakash. He focused on the common pitfalls in research and current status of research. He took the journey of current research through research roadblocks, various publishing houses, writing successful manuscripts. He stated the emerging areas of research in Marketing Management, Financial Management, HRM, Operations and Supply chain Mgt, IT, IBM, Technology Management to name a few.

The Faculty Development Programs was widely appreciated by one and all, as it added and refreshed the essential research skills and helped rekindle research interests of our faculty members who were enthusiastic to apply the newly acquired skill in order to enhance their Research writing.

List of Participants:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin



- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
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- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni



FACULTY DEVELOPMENT PROGRAMME

Topic: QUANTITATIVE RESEARCH METHODS FOR SCHOLARLY PUBLISHING

Date: 10.01.2022

Speaker of the Program: Dr. Nilesh Kate

Details of the Programme:

The main objective of the FDP was:

Formulating a Research problem and literature review

1. Overview of the research process
2. Elements of systematic literature review
3. Bibliometric analysis

Statistical Inference & Design of experiments

1. Data collection & Questionnaire design
2. Estimation and Hypothesis Testing
3. Large & Small sample test (T, Z, F & Chi-square, etc.)
4. Design of experiments: analysis of variance (one-way and two-way)

Predictive analysis

1. Predictive analytics: Correlation and Regression (simple, multiple)
2. Logistics Regression modelling

Factor analysis and Structural Equation Modelling

1. Data reduction techniques: Exploratory factor analysis and Cluster analysis
2. Confirmatory factor analysis and Structural Equational modeling

Decision support and reference management

1. Decision support techniques (AHP, TOPSIS, ISM, DEMATEL, etc.)
2. Reference management

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
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- Naveen Pandey

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- Buddha Chandra
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Tal. Mulshi Paud, Pune (Maharashtra)

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FACULTY DEVELOPMENT PROGRAMME

Topic: Research Proposal Development

Date: 07.02.2022

Speaker of the Program: Dr. Abhishek Shrivastava

Details of the Programme:

1. To identify and refine feasible and worthwhile topic of research
2. To do a literature search and identify relevant source materials
3. To conduct a literature review, map the literature, and identify the research gap
4. To formulate the research problem in a specific context
5. To formulate research objectives and research questions
6. To formulate hypotheses and develop a conceptual design for the study
7. To write research methodology

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav



- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
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- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal

FACULTY DEVELOPMENT PROGRAMME

Topic: Team Building and Leadership

Date: 09.03.2022

Speaker of the Program: Dr. Poornachandra Prasad

Details of the Programme:

The main objective of the FDP was:

The objective of the activity was to enhance the spirit of team building & leadership among the faculty colleagues. It also develops positive perception towards other members in the group. This activity mainly focused on coordination, improving analyzing skill and to enable quick decision making within a group.

The FDP was conducted in 3 different rounds and all the rounds were based on fun games. The program was initiated with the ice breaking activity namely "Symon Says". The next round of activity was "Cape Exercise" in which all the participants were asked to write the positive things about each faculty on the chart paper worn by the faculty participants. In the last round, participants were divided into teams of two in which one participant was to be blind folded and another team member played the role of instructor. The winners of the last round were awarded with gifts.

The program was enriching for the participants and was very much appreciated by all.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate



- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
- Nilnjana Pradhan
- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni



FACULTY DEVELOPMENT PROGRAMME

Topic: Analytics for decision making

Date: 11.04.2022

Speaker of the Program: Dr. Manish Godse

Details of the Programme:

The main objective of the FDP was:

Dr. Manish Godse has inaugurated the event and he said that in today's scenario business decisions are being taken on the basis of analytics. He also emphasizes on the importance of analytics in the different area of management.

He has shared and shown how decisions related to various methods of pricing are being taken in the industry. He trained the participants on Price skimming, Linear pricing and other types of pricing.

the trainer has taken the session on the topic "Customer Life time Value". He discussed, how to calculate the customer lifetime value in a company. During the session he has taken the case of Netflix to calculate the CLTV.

Overall the session was fruitful for the participants.

List of Participants [Teaching Staff]:

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- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal



FACULTY DEVELOPMENT PROGRAMME

Topic: Data Analysis using SPSS and AMOS

Date: 18.05.2022

Speaker of the Program: Dr. Nilesh Kate

Details of the Programme:

The main objective of the FDP was:

1. scaling and sampling techniques;
2. univariate and bivariate analysis;
3. parametric and non-parametric tests;
4. tests of hypotheses; ANOVA and MANOVA;
5. correlation and regression;
6. multiple and logistical regression analysis;
7. structural equation modeling.

List of Participants [Teaching Staff]:

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- Mr. G. Pravin
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- Mr. Ankit Bajaj



- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
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- Sanjeev Kulkarni
- Bharat Dalal



FACULTY DEVELOPMENT PROGRAMME

Topic: Innovative approaches in Management Teaching

Date: 13.06.2022

Speaker of the Program: Dr. Riddhiman Mukhopadhyay

Details of the Programme:

The main objective of the FDP was:

The FDP was very informative and discussed new and innovative ways of teaching learning. There were various resource persons aligned on various days covering multiple tools and innovative teaching pedagogies. The entire workshop was focused on enhancing teachers' capabilities in the newly disruptive online education era. In this time, when the internet and technologies are greatly being used in teaching and education, the importance of using videos, movies and MOOCs courses to supplement classroom teaching was discussed. Participative experience of various platforms like Kahoot and Google classroom was also a part of the FDP. Kahoot! is a game-based learning platform that brings engagement and fun to the routine and monotonous teaching- classroom environment.

On the other hand, Google Classroom is another platform that has become all-in-one place for teaching and learning. It is easy to use and secure tool and helps educators manage, measure, and enrich learning experiences.

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Abhay Pathak



- Dr. Harsha Gandhi
- Dr. Yachan Gharde
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- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
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- Dr. Pranav Ranjan
- Animesh kumar
- Joel Das
- Aditi Aljapurkar
- Nitish shrivastav
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- Naveen Pandey
- Buddha Chandra
- Amit Nayak
- Pavandeep Duggal
- Sanjeev Kulkarni
- Bharat Dalal



FACULTY DEVELOPMENT PROGRAM

Topic: Mergers and Acquisitions

Speaker of the Program: Prof. Barnali Chakladar (IMT Ghaziabad)

Date: 16.01.2022

Learning Objectives:

Mergers and Acquisitions are part of corporate growth strategy and one can see more and more M&A transactions taking place in the business environment. By completing this course, the students will be able to appreciate the importance of merger and acquisitions (M&A) in the present corporate world. Students will be exposed to the process of M&A, essentialities of valuation and various methods thereof in case of Mergers and Acquisitions. Students will also learn other non — M&A techniques of corporate restructuring. The course shall also cover different takeover tactics and defenses.

About the FDP:

Mergers and Acquisitions are part of corporate growth strategy and one can see more and more M&A transactions taking place in the business environment. By completing this course, the students will be able to appreciate the importance of merger and acquisitions (M&A) in the present corporate world. Students will be exposed to the process of M&A, essentialities of valuation and various methods thereof in case of Mergers and Acquisitions. Students will also learn other non — M&A techniques of corporate restructuring. The course shall also cover different takeover tactics and defenses.

Topics Covered

- Introduction to Mergers, Acquisitions (M&A), Business Valuation
- Merger types
- Merger as a business strategy
- Merger as a process of value creation
- The M&A Process
- Valuation in M&A:
- Cash Flow Based Approach

About the Trainer



Barnali Chaklader

Professor

Area: Finance

Email: bchaklader@imt.edu

DOJ: 01-10-2018

Brief Profile

I am a Professor of Finance and Accounting at the Institute of Management Technology (IMT), Ghaziabad. Before joining IMT, I was a Professor at IMI, New Delhi. My experience includes 25 + years of teaching in institutes like IMT Ghaziabad, IIM Lucknow (Noida Campus), SP Jain Institute of Management, Singapore, Euromed Management University, France and Kufstein University Austria. I have travelled widely and have presented research papers at various national and international conferences in various countries. I have also published several research papers in refereed journals.

I am a corporate trainer, and I conduct training programmes in Finance for public and private sector companies. My in-house and open training modules are Finance for Non-Finance Executives, Financial Statement Analysis for Decision Making and Strategic Cost and Revenue Management.

Education

PhD from Bundelkhand University, Jhansi, India on “Role of Environmental Accounting in Corporate sector of India.” Awarded in the year 2005

Experience

I have a teaching experience of 25 + years



Research Interests

SELECT PUBLICATIONS OF RESEARCH PAPERS AND CASES

- Barnali Chaklader, & Padmapriya, B. (2021). Impact of cash surplus on firm's capital structure: validation of pecking order theory. *Managerial Finance*. pp 1801-1816
- Ajay Kumar Chauhan and Barnali Chaklader, "Do Local Investors Exhibit Smart Value Investment? Empirical Evidence from India," *Global Business Review*, May 6, 2020 , <https://doi.org/10.1177/0972150920915330>
- Barnali Chaklader and Garima Chaklader, "The Grasim Industries–Aditya Birla Nuvo Limited Merger: Wealth Creation?" Ivey Publishing, May 2020, Product Number: 9B20N003
- Barnali Chaklader, "Ricoh India Limited: Financial Shenanigans," Ivey Publishing, May 2017, Product Number: 9B17B009
- Barnali Chaklader and Dinesh Jaisinghani, "Testing dynamic trade-off theory of capital structure: an empirical study for the textiles industry in India and China," *Afro-Asian Journal of Finance and Accounting*, 2017 Vol. 7. No. 4, pp 378-401, DOI: 10.1504/AAJFA.2017.10008111
- Barnali Chaklader and Deepak Chawla, "A Study of determinants of Capital Structure through Panel Data Analysis of Firms Listed in CNX 500," *Vision*, Vol. 20, No.4, pp. 267-277
- Barnali Chaklader and Puja Aggarwal Gulati, "A study of Corporate Environmental Disclosure Practices of Companies Doing Business in India", *Global Business Review*, Vol. 16, No. 2, pp. 321-335
- Samie A Sayed and Barnali Chaklader, "Does Equity Research Induced Buying Have Investment Value? Evidence from an Emerging Market," *Vikalpa*, Vol. 39, No 4, pp 39-54



FACULTY DEVELOPMENT PROGRAMME

Topic: Digital Social Media Marketing

Date:

Speaker of the Program: Dr. Yogesh Dwivedi (CO-Director, Swansea University, UK)

Points Covered:

As customers spend more of their time on the digital medium, to engage them, companies are focusing more of their efforts on digital and social media marketing. At the same time, the field of digital marketing itself is evolving and changing rapidly. This programme is targeted at addressing the challenges that face today's digital marketers: they need to understand and keep track of effective digital and social media marketing strategies, and also have a clear picture of what digital techniques to use, where and when.

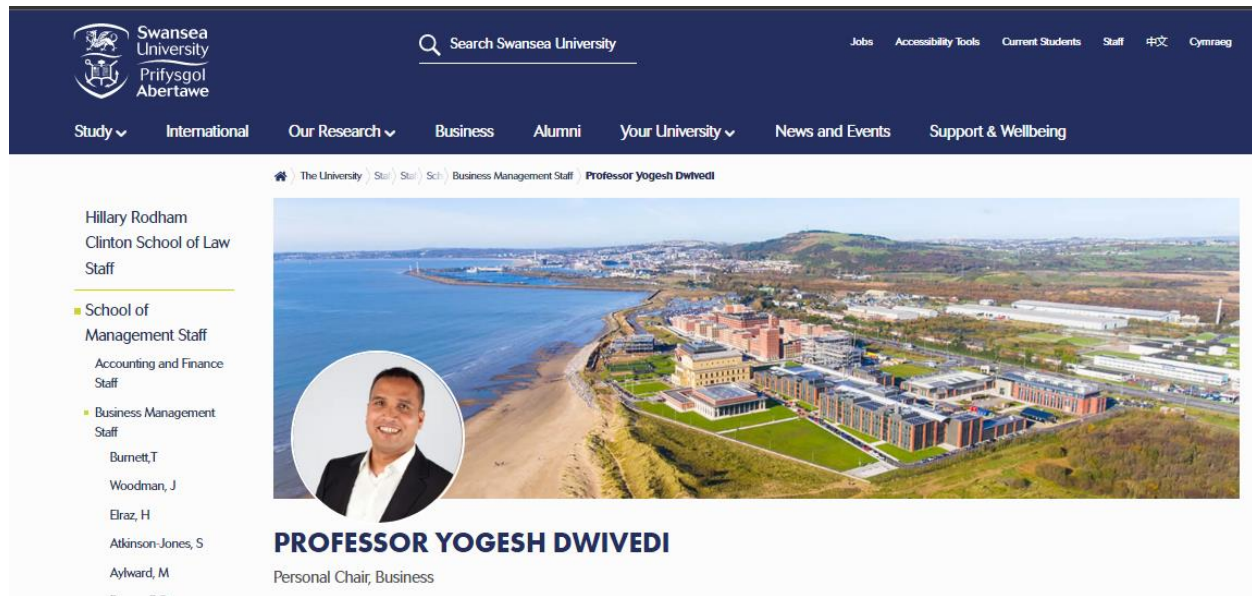
Learning Objectives:

- Obtain the necessary knowledge to help them keep pace with and stay ahead of the changing digital ecosystem
- Gain an understanding of the consumer behaviours associated with the digital generation, particularly Gen X, Gen Y and millennials
- Learn how to make informed decisions regarding digital and social media marketing across all multiple channels and guide the overall marketing strategy by using an overall framework
- Find new ways to economise on marketing costs by leveraging social media and transforming customers into brand advocates

Topics covered:

- Engaging with a new consumer generation. The 3C Framework - how to Connect, Convert and Continuously Engage with digital consumers
- Content marketing - what it is and how to build a content strategy
- Harnessing Social Media for advertising, listening, content creation, sharing and building loyalty and advocacy
- Search marketing - and optimizing content for search; SEO, SEM, SMM
- Location based mobile digital marketing
- Digital marketing and Digital business model

About the Trainer



The screenshot shows the Swansea University website. The header includes the university's name in English and Welsh, a search bar, and navigation links for Jobs, Accessibility Tools, Current Students, Staff, 中文, and Cymraeg. The main navigation bar lists Study, International, Our Research, Business, Alumni, Your University, News and Events, and Support & Wellbeing. The breadcrumb trail reads: The University > Staff > School of Management > Business Management Staff > Professor Yogesh Dwivedi. On the left, a sidebar lists staff members under 'School of Management Staff' and 'Business Management Staff'. The main content area features a large aerial photo of the university campus and a circular portrait of Professor Yogesh Dwivedi. Below the photo, his name 'PROFESSOR YOGESH DWIVEDI' is displayed in bold, followed by his title 'Personal Chair, Business'.

Yogesh K. Dwivedi is a Professor of Digital Marketing and Innovation, Founding Director of the Emerging Markets Research Centre (EMaRC) and Co-Director of Research at the School of Management, Swansea University, Wales, UK. Professor Dwivedi is also currently leading the International Journal of Information Management as its Editor-in-Chief.

Professor Dwivedi completed his Ph.D. and M.Sc. in Information Systems at Brunel University London (UK), an M.Sc. in Plant Genetic Resources at the Indian Agricultural Research Institute (New Delhi, India) and his B.Sc. (with Botany, Zoology and Chemistry) at the University of Allahabad (Prayagraj, India).

Professor Dwivedi has successfully supervised more than 20 doctoral students to completion and has examined more than 70 doctoral theses at various institutions from Australia, India, Malaysia, Mauritius, Pakistan, the Netherlands and the UK. In recognition of his efforts to provide supportive, stimulating and inspirational supervision, Professor Dwivedi was selected as one of the five finalists for the “2017 Outstanding Research Supervisor of the Year” Award as part of the prestigious annual Times Higher Education Awards. This nomination was a tremendous achievement and deservedly apt, given Professor Dwivedi’s commitment to support scholars at all stages of their careers.

AREAS OF EXPERTISE

Digital Business/Electronic Commerce

Digital/Electronic Government

IAEER'S

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Digital/Mobile Payment Methods

Digital and Social Media Marketing

Emerging Technologies for Business and Management: AI, Blockchain and Social Media

Information Systems (IS)



IAEER'S

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FACULTY DEVELOPMENT PROGRAMME

Topic: Inquiry based Service-Learning and Business Education

Date: 05.05.2021

Speaker of the Program: Dr. Rahul Bedi (Professor and Chair of Management, Berkeley College, USA)

About the FDP

Service-learning is an increasingly popular pedagogy designed to enrich academic learning with community service work. In the service learning courses, generally, the students get opportunity to apply the acquired knowledge into real life situations through the community service projects. Important insights about how to effectively integrate inquiry based instruction with the service-learning pedagogy in the context of business education.

Topics Covered:

- Concept of Service Learning
- Role of Educators Actions and Interventions
- Educator-community Partner Interactions
- Community Partner Role
- Student's Role
- Instructor-Student's Interaction

About the Trainer



Education

B.S., Aligarh University

M.S., J&K University

M.B.A., New York University

Ph.D., Touro University International

Professional and Teaching Experience

- President, 20/20 Global Advisors LLC
- Consultant to revitalize the tea industry of Republic of Abkhazia, 2010
- Associate Chair, Management, Berkeley College, 2006 - present



Chair, Management

Education

B.S., Aligarh University

M.S., J&K University

M.B.A., New York University

Ph.D., Touro University International

Professional and Teaching Experience

- President, 20/20 Global Advisors LLC
- Consultant to revitalize the tea industry of Republic of Abkhazia, 2010
- Associate Chair, Management, Berkeley College, 2006 - present
- Faculty, Management, Berkeley College, 1996 - present
- Member, Middle States Steering Committee, 2008
- Co-Chair, Faculty Subcommittee for Self-Study, 2008
- Consultant on Private Sector development, the United Nations, 1998
- President, Inzen, Inc.
- Resident Director, Duncan Macneill & Company Limited, London.
- Advisor to the Chairman on global strategy, Duncan Macneill & Company Limited, London
- Served on the Tea Board of India under the Ministry of Commerce, Government of India

Presentations, Publications, Research

- "Corporate Governance Bundles in Emerging Markets: Do they matter?" presented at Judge Business School, Cambridge University, UK, September 2012



- "Inquiry based Service-Learning and Business Education: A Case Study" presented at the International Symposium on Integrating Research, Education, and Problem Solving, Orlando, FL, July 2012
- "Corporate Governance Triangle in the post-Sarbanes Oxley Period," Lambert Academic Publishing AG & Co., Saarbrücken, Germany, 2009

Awards and Recognitions

- Faculty of the Year Award for excellence in on-site instruction, Berkeley College, 2012

Professional Affiliations

- Vice President, India-America Chamber of Commerce
- Member, Academy of Management
- Member, Society for Industrial and Organizational Psychology, Inc.
- Board Member, Governance and Ethics Committee of The International Consortium of Coaching in Organizations (ICCO), 2008-2011

Other Skills and Interests

- Dr. Bedi speaks English, French, Hindi, Punjabi and Urdu fluently



FACULTY DEVELOPMENT PROGRAMME

Topic: Leadership Development

Date:

Speaker of the Program: Mr. Unmesh Pawar (Chief People Officer, Angel Investor)

Learning Objectives:

The quickly changing business landscape and the need for critical talent to match up the huge demand and supply gap is a growing concern across the world. It is of paramount importance that our education system also has to gear up and prepare today's learners to navigate such complex situations of the future. As educators we need to THRIVE to develop and deliver programs which matches the skills required for the Future of Work and exemplify the need for continuous learning and building capabilities to handle such changes.

Topics Covered

Leadership Importance in VUCA Environment

Transformational Leadership

Leadership Excellence

About the Trainer

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FACULTY DEVELOPMENT PROGRAMME

Topic: Talent Planning and Talent Management

Date:

Speaker of the Program: Mr. Vikas Gupta (Managing Director, Delloite)

Learning Objectives:

The objective of the expert talk was to provide deep insights to HR students about the key issues in talent planning, identifying and assessing high-potential talent in current scenario and redesigning the performance & reward system in current scenario.

Topics Covered

Role of HR Business Partner

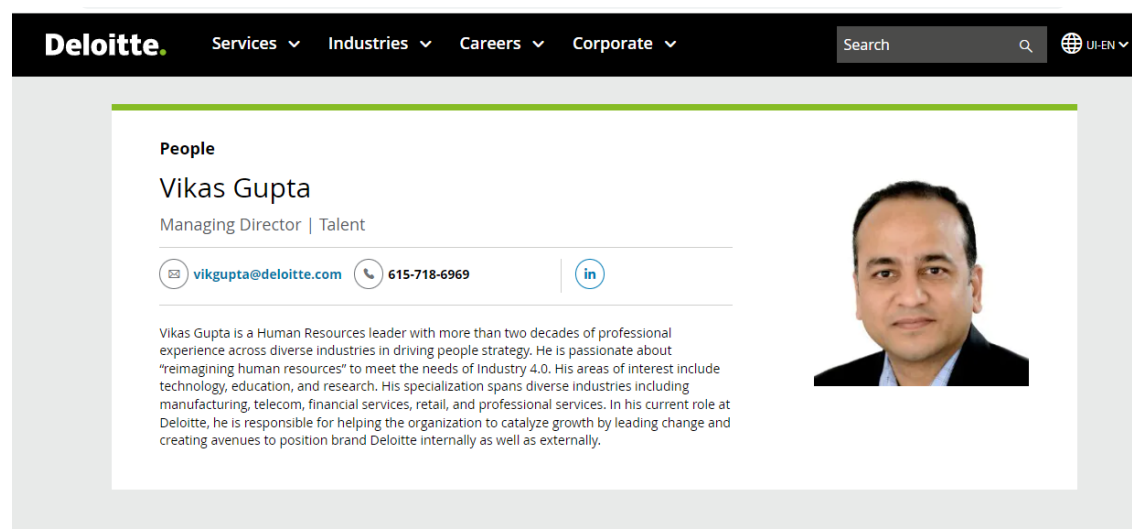
Talent planning and its lifecycle process of four stages



9 Box Model

Balanced Score Card Model

ABCD MODEL (A- achievement, B-benefits, C- concerns, D- do next)




About the Trainer




Deloitte. Services ▾ Industries ▾ Careers ▾ Corporate ▾ Search   UI-EN ▾

People

Vikas Gupta
 Managing Director | Talent

 vikgupta@deloitte.com  615-718-6969 

Vikas Gupta is a Human Resources leader with more than two decades of professional experience across diverse industries in driving people strategy. He is passionate about "reimagining human resources" to meet the needs of Industry 4.0. His areas of interest include technology, education, and research. His specialization spans diverse industries including manufacturing, telecom, financial services, retail, and professional services. In his current role at Deloitte, he is responsible for helping the organization to catalyze growth by leading change and creating avenues to position brand Deloitte internally as well as externally.



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FACULTY DEVELOPMENT PROGRAMME

Topic: Preparing Students on How to Crack to GD & Personal Interview [Online Training]

Date: 11.07.2020

Speaker of the Program: Mr. Sunil Awhad (KPMG India)

Details of the Programme:

- Train yourself to be a good listener
- Develop patience to listen alternatively.
- Articulate your points of view in a way that is easy for others to comprehend.
- Inculcate good habit of structuring your thoughts and presenting them logically.
- Reading more to keep updated with current affairs.
- Seek opportunities to discuss in the group.
- Learn to respect other for what they are
- Train you mind to thing analytically
- Practice good nonverbal communication
- Carefully examine the job description
- Consider why you are interviewing and your qualifications
- Perform research on the company and role
- Consider your answers to common interview questions

List of Participants [Teaching Staff]:

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- Dr. RajKishor Mishra



- Dr. Chetna Mehta
- Dr. Aditi Dang
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- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ritesh Kumar Verma
- Mr. Ankit Bajaj
- Mr. Krishnana G
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Mr. Vaibhav Kabra
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Dr. M. Rajalakshmi
- Ms. Yamini G.
- Dr. Pranav Ranjan



FACULTY DEVELOPMENT PROGRAMME

Topic: Digital Marketing [Online Training]

Date: 21.07.2020

Speaker of the Program: Dr. Manisha Sahay

Details of the Programme:

- Introduction to Digital Marketing
- Market Research
- How to find Hungry-to-buy audience with 3 simple questions
- How to get responses to your survey
- How to analyze the survey results
- How to make website
- Email marketing
- Copywriting
- Search Engine Optimization [SEO]
- YouTube Marketing
- Facebook Marketing
- Twitter Marketing
- Quora Marketing
- Instagram Marketing
- LinkedIn Marketing
- Pinterest Marketing
- App Marketing
- Google Analytics

List of Participants [Teaching Staff]:

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- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Aditi Dang
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Dr. B. Naresh



FACULTY DEVELOPMENT PROGRAMME

Topic: Seminar on Intellectual Property Policies in Universities and Research Institutions [PART I]

Date: 21.08.2020

Speaker of the Program: Mr. Pranav Nagpurkar

Details of the Programme:

IPRs are considered as a barometer of R&D activities, encourages technology transfer, national / foreign direct investments & helps in technological / industrial development. From last many years it was observed that, filing of IP applications in the country are not increasing at higher rate despite significant contribution towards R&D by various Institutes, Scientist and R&D organizations, teachers, student etc. Hence in order to implement National IP policy, PIBM has decided to upgrade IP skills of professors, scientist, students/researchers etc. through in-depth training & create IP Awareness programs at PIBM.

Need for Training, Awareness Programs:

- To provide in house training to Faculties and Professors,
- To conduct Refresher courses for Faculties and Professors periodically,
- To conduct training programmes on IPRs for different types of stakeholders,
- To upgrade IP skills of Academic faculties and researchers by organizing IP training,
- To train Faculties and Professors for updating the knowledge in enforcement & implementation of IP laws,
- To increase the awareness by conducting awareness programs on IPR's.

On Completion of Training Trainees Should be able to:

- Identify the different types of intellectual property generated by universities;
- Understand the need for an innovation ecosystem and the benefits it brings to universities;
- Know the requirements for setting up an IP centre and get practical training on how IP centres function; and
- Learn how startups can be incubated in universities.

List of Participants:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Amol Ohal
- Mr. Abhay Pathak
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- Dr. Sachin Verma
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- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ritesh Kumar Verma
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Mr. Vaibhav Kabra
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Dr. M. Rajalakshmi
- Ms. Yamini G.
- Dr. Pranav Ranjan



FACULTY DEVELOPMENT PROGRAMME

Topic: Seminar on Intellectual Property rights and business competitiveness in the digital world

Date: 22.08.2020

Speaker of the Program: Mr. Pranav Nagpurkar

Details of the Programme:

“The core area of the seminar is Intellectual Property Rights in Business. To understand the significance of the components of the IPR and using it effectively as a main part of business strategy is vital to attainment in the market place. Businesses need the IPR to protect production secrets or other useful information and continue forward of the competition. Digital Economy rewards those enterprises that are creative, innovative and understand the importance of the market for ideas. The Intellectual Property Rights provides the formal framework for protecting their knowledge, creativity & innovation. To maximize the potential provided the IPR one has to think beyond exclusive rights to IP assets.”

List of Participants:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Amol Ohal
- Mr. Abhay Pathak
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- Dr. Sachin Verma
- Dr. B. Naresh
- Mr. Pravin Gurav
- Mr. Aadesh Doifode



- Mr. Ritesh Kumar Verma
- Mr. Ankit Bajaj
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Mr. Vaibhav Kabra
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Dr. M. Rajalakshmi
- Ms. Yamini G.
- Dr. Pranav Ranjan



FACULTY DEVELOPMENT PROGRAMME

Topic: Preparing Students on How to Crack to GD & Personal Interview [Online Training]


Date: 12.07.2021


Speaker of the Program: Mr. Sunil Awhad (KPMG India)

Details of the Programme:

- Train yourself to be a good listener
- Develop patience to listen alternatively.
- Articulate your points of view in a way that is easy for others to comprehend.
- Inculcate good habit of structuring your thoughts and presenting them logically.
- Reading more to keep updated with current affairs.
- Seek opportunities to discuss in the group.
- Learn to respect other for what they are
- Train you mind to thing analytically
- Practice good nonverbal communication
- Carefully examine the job description
- Consider why you are interviewing and your qualifications
- Perform research on the company and role
- Consider your answers to common interview questions


About the Trainer







Sunil Avhad

Director - HR, KPMG Global Services
 Bengaluru, Karnataka, India
 11K followers · 500+ connections

 KPMG India

 XLRI Jamshedpur

Experience

**KPMG India**

8 years 10 months

**Director**

Oct 2021 - Present · 1 year 3 months

**Senior Associate Director**

Oct 2019 - Oct 2021 · 2 years 1 month

Bengaluru, Karnataka, India

**Associate Director**

Oct 2015 - Sep 2019 · 4 years

Bangalore Area, India

**Manager**

Mar 2014 - Sep 2015 · 1 year 7 months

Bangalore

Business Partner, Talent Management, Compensation & Benefit, Performance Management, Recruitment, Manpower Planning, Attrition Management, Succession Planning, Policy & Procedures, HRMS system, Rewards and Recognition, Global Mobility

**Assistant Vice President - Human Resources**

EXL Services

Jul 2003 - Feb 2014 · 10 years 8 months

Business Partner, Talent Management, Compensation & Benefit, Performance Management, Recruitment, Manpower Planning, Attrition Management, Succession Planning, Policy & Procedures, HRMS system, Rewards and Recognition

**Assistant Manager**

Convergeon

2003 - 2003 · less than a year

Recruitment, Sourcing, Budgeting

Education



XLRI Jamshedpur

Post Graduate Certificate in Human Resources · Human Resources

2010 - 2011



Indian Society for Training & Development

Diploma in T&D · Training & Development



Results Coaching Systems (ICF)

Workplace Coach - Stage 1 · Coaching



University of Pune

Master of Business Administration · Human Resources



University of Pune

Master of Business Administration · Marketing



FACULTY DEVELOPMENT PROGRAMME

Topic: Competency mapping and management

Date: 22.09.20

Speaker of the Program: Mr. Manish Singh (Director HR, Haier Appliances Ltd.)

Learning Objectives:

The session's objective was to introduce the learner to the basic concepts of competency and competency mapping. Mr. Manish Singh assigned an activity to the faculties to help them develop a better understanding of the concept. The session was a hands-on approach wherein the participants were made to take note of and understand how to write competency statements along with levels of competencies. The entire session was smartly planned, where small groups were formed and each group worked on single competency and levels of competencies to be defined by the team. At the end of the activity, students had a fair idea of how competency mapping is the key to manage talent in any organization.

Topics Covered

What is Competency Mapping?

Need and Importance of Competency Mapping?

Designing Competency Framework Model



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About the Trainer



Manish Singh IN · 2nd
Director - Human Resource & Administration at Haier Appliances India Pvt. Ltd
South Delhi, Delhi, India · [Contact info](#)
500+ connections
2 mutual connections: RAJESH Singh and Rakesh Kumar

[Connect](#) [Message](#) [More](#)

Haier Haier Appliances India Pvt Ltd

FACULTY DEVELOPMENT PROGRAMME

Topic: Talent Analytics

Date: 26.09.2020

Speaker of the Program: Mr. Sandesh

Learning Objectives:

HR analytics, also referred to as people analytics, workforce analytics, or talent analytics, involves gathering together, analyzing, and reporting HR data. It enables an organization to measure the impact of a range of HR metrics on overall business performance and make decisions based on data.

Topics Covered

- Introduction to HR Analytics network
- Talent Acquisition and Talent Retention
- Using HR Analytics in Talent Management

About the HR

**Sandesh Kumar** · 3rd

General Manager & Global Head Recruitments

Thane, Maharashtra, India · [Contact info](#)

349 connections

[Connect](#)[Message](#)[More](#)

Wipro Ltd



XLRI Jamshedpur

About

Heading Talent Acquisition



FACULTY DEVELOPMENT PROGRAMME

Topic: Research and Publishing Strategies in Academic journals with high impact factor

Date: 05.07.2019

Speaker of the Program: Mr. Dr. Jay Kandampully

Points Covered:

- Types of Research
- Good Habits of research
- Tips on publishing
- How to write Abstract
- Review Guidelines
- How to prepare Literature Review Tables

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Amol Ohal
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Aditi Dang
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Dr. B. Naresh
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ritesh Kumar Verma
- Mr. Ankit Bajaj

- Mr. Krishnana G
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Mr. Vaibhav Kabra
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Dr. M. Rajalakshmi
- Dr. Abhijeet Lele
- Dr. Pranav Ranjan

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**FACULTY DEVELOPMENT
— PROGRAMME —**
**RESEARCH AND PUBLISHING STRATEGIES IN ACADEMIC
JOURNALS WITH HIGH IMPACT FACTOR**
ON 5TH JULY 2019

FDP REGISTRATION FEE
Rs. 2000
*On spot registration available between 9:00-9:30 AM
at PIBM Pirangut campus*

SPEAKER PROFILE
DR. JAY KANDAMPULLY
Professor of Service Management
at The Ohio State University, USA
and Editor in Chief of the Journal
of Service Management



TIME OF FDP
9:30-5:30 PM

Registration Contact Details @ Mr. Hitesh : 9139931224

About the Trainer



THE OHIO STATE UNIVERSITY

COLLEGE OF
EDUCATION AND HUMAN ECOLOGY

ACADEMICS / PROFESSIONAL DEVELOPMENT / RESEARCH /

[Home » Directory](#)

Jay Kandampully



Professor, Department of Human Sciences

Program Area: Consumer Sciences

(614) 688-4583

kandampully.1@osu.edu

Biography

Jay Kandampully is a professor of Service Management and Hospitality in the Department of Human Sciences. He also serves as visiting professor at University of Naples Federico II, Italy and at Furtwangen University, Germany. Kandampully is the Editor in Chief of the Journal of Service Management (JOSM) and serves on the editorial advisory board of 10 refereed international journals. He serves as the CTF International Fellow at the University of Karlstad, Sweden and International Fellow at the University of Namur, Belgium.

He holds a PhD in service quality management, and an MBA, specializing in services marketing, both from the University of Exeter, England. His professional qualification is in Hotel Management from Salzburg, Austria and from the University College Birmingham, UK. His educational qualifications have been well supported by nine years managerial experience in Europe, India and in the USA. Additionally, he speaks six languages.

Kandampully was instrumental in developing service marketing/management programs at the University of Alaska in Fairbanks, Lincoln University in New Zealand and at the University of Queensland, Australia.



Kandampully's most recent book is entitled "Service Management Principles for Hospitality and Tourism" (coauthor David Solnet). Kandampully is the author of the bestselling textbook "Services Management: The New Paradigm in Hospitality" (translated into Chinese), and the lead editor of the book, "Service Quality Management", (translated into Chinese, Korean and Arabic). He is the editor of the following books: "Service Management: The new Paradigm in Retailing" (this book is translated into Chinese); "Service Management in Health and Wellness Services"; "Customer Experience Management: Enhancing Experience and Value through Service Management."

Additionally, he has published more than 130 articles and has presented numerous papers at international conferences on issues relating to service management and marketing, service brands and service innovations. Jay is cited by Stanford University's Index 2021 of top 2% scientists in their fields, based on citations of research.

Education

PhD, School of Business and Economics, University of Exeter, U.K., 1994

Dissertation topic: Service Quality Management

MBA, School of Business and Economics, University of Exeter, U.K., 1990

Dissertation topic: Services Marketing

HCIM, Hotel Catering and Institutional Management, University College Birmingham, Birmingham, U.K., 1987

HM, Hotel Management, Institute of Tourism and Hotel Management, Schloss Klessheim, Salzburg, Austria, 1981

Research Interests

Consumer Services

Service management and marketing

Hospitality Management

Hospitality management and marketing

Experience

Service

Editor-in-Chief :

Journal of Service Management

Chair: Service Education Research and Innovation Initiative.

Chair: International Research Symposium in Service Management

Serves on the Editorial Advisory Board Member of the following Journals:

Journal of Service Theory and Practice

International Journal of Contemporary Hospitality Management

International Journal of Services, Economics and Management

International Journal of Service Management and Sustainability

Management Decision



FACULTY DEVELOPMENT PROGRAMME

Topic: How to write great paper and get published

Date: 30.07.2019

Speaker of the Program: Dr. Anagappa Gunasekaran

Points Covered:

- How to get publish your article before you start writing
- Strategic Information gathering
- Identifying the right journal and writing for it.
- What is impact factor?
- Identifying right audience for the paper

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Amol Ohal
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Aditi Dang
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Dr. B. Naresh
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ritesh Kumar Verma
- Mr. Ankit Bajaj
- Mr. Krishnana G
- Dr. Abhishek Srivastava



- Dr. Laxman Doifode
- Mr. Vaibhav Kabra
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Dr. M. Rajalakshmi
- Dr. Abhijeet Lele
- Dr. Pranav Ranjan

About the Trainer

Home / People / Professor Angappa Gunasekaran

**Professor Angappa Gunasekaran****Professor Associate****Email:** gunasekaran@umassd.edu

Dr. Angappa Gunasekaran is a Professor and the Chairperson of the department of Decision and Information sciences at the Charlton College of Business, University of Massachusetts, Dartmouth. Dr. Gunasekaran has held academic positions at Brunel University (UK), Monash University (Australia), the University of Vaasa (Finland), the University of Madras (India) and the University of Toronto, Laval University, and Concordia University (Canada).

He is teaching undergraduate and graduate courses in operations management and management science. Dr. Gunasekaran has received Thomas J. Higginson Award for Excellence in Teaching (2001-2002) within the Charlton College of Business. He has over 200 articles published in 40 different peer-reviewed journals that include Journal of Operations Management, International Journal of Operations & Production Management, International Journal of Production Research, Production and Inventory Management Journal, European Journal of Operational Research and Computers & Industrial engineering. He has presented about 50 papers and published about 50 articles in conferences and given a number of invited more talks in about 20 countries. He has received an Outstanding Paper Award from Managerial Auditing Journal for the year 2002.

Dr. Gunasekaran is on the Editorial Board of over 20 journals which include journal of Operation Management, International Journal of Production Economics, International Journal of Computer-Integrated Manufacturing, Management Decision, International Journal of Quality & Reliability Management, International Journal of Systems Science, Technovation and Computers in Industry: An International Journal. Dr. Gunasekaran is involved with several national and international collaborative projects that are funded by both private and government agencies. He has organized several international workshops and conferences in the emerging areas of operations management and information systems. Dr. Gunasekaran edits several journals in



operations management and information systems. He was a keynote/invited speaker at several international conferences and workshops. Dr. Gunasekaran has consulted companies and been a visiting professor at several universities around the globe. He is currently interested in researching benchmarking, agile manufacturing, management information systems, e-commerce (B2B), information technology/systems evaluation, performance measures and metrics in new economy, technology management, logistics, supply chain management and total quality management. He actively serves on several university committees. Dr. Gunasekaran is also the Director of Business Innovation Research Center (BIRC) at UMass Dartmouth. Further information about BIRC can be obtained from: <http://www.umassd.edu/birc>

About the Trainer



Home / People / Professor Angappa Gunasekaran



Professor Angappa Gunasekaran

Professor Associate

Email: gunasekaran@umassd.edu

Dr. Angappa Gunasekaran is a Professor and the Chairperson of the department of Decision and Information sciences at the Charlton College of Business, University of Massachusetts, Dartmouth. Dr. Gunasekaran has held academic positions at Brunel University (UK), Monash University (Australia), the University of Vaasa (Finland), the University of Madras (India) and the University of Toronto, Laval University, and Concordia University (Canada).

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operations management and information systems. He was a keynote/invited speaker at several international conferences and workshops. Dr. Gunasekaran has consulted companies and been a visiting professor at several universities around the globe. He is currently interested in researching benchmarking, agile manufacturing, management information systems, e-commerce (B2B), information technology/systems evaluation, performance measures and metrics in new economy, technology management, logistics, supply chain management and total quality management. He actively serves on several university committees. Dr. Gunasekaran is also the Director of Business Innovation Research Center (BIRC) at UMass Dartmouth. Further information about BIRC can be obtained from: <http://www.umassd.edu/birc>



FACULTY DEVELOPMENT PROGRAMME

Topic: SPSS Training

Date: 02.01.2020-03.01.2020

Speaker of the Program: Dr. Pranav Ranajan

Details of the Programme:

Details of the Programme:

1. Entering and Editing Data

Importing from Excel

Characteristics of Variables

Adding Value Labels

Grouping Data

Transforming Variables

Selecting a Subset

2. Producing summary statistics

Frequencies

Percentages

Averages

Measures of spread

3. Charts

Bar Charts

Histograms

Pie Charts

Boxplots

Cluster Bar Charts

Scatter Diagrams

4. Tables

Presentation



List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Amol Ohal
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Aditi Dang
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Dr. B. Naresh
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ritesh Kumar Verma
- Mr. Ankit Bajaj
- Mr. Krishnana G
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Mr. Vaibhav Kabra
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Dr. M. Rajalakshmi
- Dr. Pranav Ranjan
- Ms. Yamini G.
- Ms. Rajashree Bhise



FACULTY DEVELOPMENT PROGRAMME

Topic: AACSB Accreditation Training

Date: 02.01.2020-03.01.2020

Speaker of the Program: National Level Training by Dr. Anagappa Gunasekaran

Details of the Programme:

- AACSB International (AACSB), a global nonprofit association, connects educators, students, and business to achieve a common goal: to create the next generation of great leaders.
- When educational, professional, and business organizations become members of the AACSB Business Education Alliance, they are part of a movement united to improve the quality of business education around the world.
- AACSB connects, shares, and inspires innovation and quality throughout the member network, as well as the business community. The collective strength of the organization is founded on diverse perspectives, a global mindset, and a commitment to making a difference.

List of Participants:

- Dr. Pranav Ranjan
- Prof. Bibhas B.
- Dr. Riddhiman Mukhopadhyay
- Dr. Rajasshrie Pillai
- Prof. David Hangsing
- Prof. Poornima Sehwat
- Prof. G. Pravin
- Dr. M. Rajalakshmi
- Prof. Pravin Gurav
- Prof. Animesh Kumar
- Dr. Nilesh Kate
- Dr. Mahendra More
- Dr. Bhuvanesh Sharma
- Prof. Krishnan G.
- Dr. Abhishesk Srivastava



FACULTY DEVELOPMENT PROGRAMME

Topic: How to make Effective Power Point Presentations

Date: 10.02.2020

Speaker of the Program: Prof. Bibhas B.

Details of the Programme:

- Introductory thoughts about Presentations
- “Power Point” at Work
- Building the Presentations
- Adding Animation, Bells and Whistles to Presentation
- Hiding Slides and Using Action Buttons
- Printing Presentation Handouts

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Amol Ohal
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
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- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ritesh Kumar Verma
- Mr. Ankit Bajaj
- Mr. Krishnana G



- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Mr. Vaibhav Kabra
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Dr. M. Rajalakshmi
- Ms. Yamini G.
- Dr. Pranav Ranjan
- Ms. Rajashree Bhise



FACULTY DEVELOPMENT PROGRAMME

Topic: SPSS Training [Online Training]

Date: 25.05.2020-31.05.2020

Speaker of the Program: Dr. Pranav Ranjan

Details of the Programme:

1. Entering and Editing Data

Importing from Excel

Characteristics of Variables

Adding Value Labels

Grouping Data

Transforming Variables

Selecting a Subset

2. Producing summary statistics

Frequencies

Percentages

Averages

Measures of spread

3. Charts

Bar Charts

Histograms

Pie Charts

Boxplots

Cluster Bar Charts

Scatter Diagrams

4. Tables



Presentation

List of Participants [Teaching Staff]:

- Mr. Riddhiman Mukhopadhyay
- Mr. G. Pravin
- Dr. Vinay Nandre
- Dr. Mahendra More
- Dr. Nilesh Kate
- Mr. Amol Ohal
- Mr. Abhay Pathak
- Dr. Harsha Gandhi
- Dr. Yachan Gharde
- Dr. RajKishor Mishra
- Dr. Chetna Mehta
- Dr. Aditi Dang
- Dr. Poorna Chandra Prasad
- Dr. Sachin Verma
- Dr. B. Naresh
- Mr. Pravin Gurav
- Mr. Aadesh Doifode
- Mr. Ritesh Kumar Verma
- Mr. Ankit Bajaj
- Mr. Krishnana G
- Dr. Abhishek Srivastava
- Dr. Laxman Doifode
- Mr. Vaibhav Kabra
- Dr. Rajasshrie Pillai
- Prof. Rajashree Gethe
- Dr. M. Rajalakshmi
- Ms. Yamini G,
- Dr. Pranav Ranjan
- Ms. Rajashree Bhise



FACULTY DEVELOPMENT PROGRAM

Topic: Project Finance

Speaker of the Program: Prof. Prakash Singh (IIM Lucknow)

Date: 17/08/2020

Learning Objectives:

This FDP Programme will provide participants with the fundamental knowledge and necessary tools to create the optimum financing structure for your project and enhance its potential to attract funding.

The approach taken is both theoretically sound and practically relevant. This is achieved by using case studies to illustrate the topics, as well as assignments that give learners first-hand experience in what it takes to put together a financeable project.

At the end of the Programme, participant will understand what is required to achieve successful project financing.

Those who work on infrastructure and industrial projects, especially, will need to have a good understanding of how project financing works and how project investors and lenders think and assess the risks of a project.

Projects are increasingly set up through cooperation between different groups of stakeholders such as Public Private Partnerships (PPPs). Project contracts are evolving to facilitate and structure such co-operations, which has in turn led to a range of novel contracts and methods of financing.

Learning Objectives:

- How to create a financing structure that will provide the best chance of successful project financing.
- The optimal allocation of the roles, risks and rewards between the various project stakeholders.
- Creating a financial risk management plan.
- Constructing the optimal legal conditions for project financing to succeed.

Topics Covered:

- Finance and Project Finance
- Project Risk Management
- Optimizing the Legal Structure in Project Finance



- Using a Project Finance
- Using a Project Finance Model support the Funding

About the Trainer

The screenshot shows the IIM Lucknow website. The header includes the IIM Lucknow logo and navigation links: Home, Screen Reader Access, Skip to Main Content, and a search bar. Below the header, there are links for ABOUT IIM LUCKNOW, FACULTY & RESEARCH, PROGRAMMES, EXECUTIVE EDUCATION, and PLACEMENTS. The main content area displays the profile of Dr. Prakash Singh, a Professor of Finance and Accounting. A sidebar on the left contains links for Overview, Faculty Directory, Faculty List by Areas, and Visiting Scholar. Below the profile picture, there are tabs for Overview, Research, Teaching, Education, Consulting, Awards & Honours, and a phone number: +91-522-6696668.

Overview

Dr. Prakash Singh is a Professor of Banking at IIM Lucknow where he has been teaching in the Finance and Accounting area since 2006. He is a B.E in Mechanical Engineering from HBTI, Kanpur, MBA from Lucknow University and holds a PhD from BITS, Pilani. He teaches courses related to Commercial Banking, Risk Management and Financing Start-ups. His research interests include Performance and Regulation of Banks, Risk Management in Financial Institutions, Microfinance, and Valuation of Start-ups. His research contributions have been published in various peer reviewed journals including The Journal of Prediction markets, PRAJNAN, South Asian Journal of Management, International Journal of Developmental issues, Vikalpa, International Journal of Financial Services, IUP Journal of Applied Finance, Udyog Pragati etc., among others. He also serves as Independent Director on the Board of NBFC- MFIs and also on advisory Board of UP Power Corporation, PICUP, SIDBI, LMA and many other organizations. He has done various training and consulting assignments with SIDBI, NABARD, UPPCL, PCDF, Indian Army, HUDCO, GAIL, NTPC, BHEL, IRS, Kotak, Maruti, SAIL, MCDEX, ONGC, Indian Railways etc.

He is also the Faculty Convener at SCIFI, an IIM, Lucknow - SIDBI/ DFID sponsored Incubation centre promoting Start-ups in the space of Fintech

Earlier he has worked with Kotak Mahindra Finance Ltd (Now Kotak Bank) and Escorts Yamaha Motors Ltd. He has also taught at BITS, Pilani before joining IIM Lucknow.

Education

He is a PhD from Birla Institute of technology & Science. BITS, Pilani, Rajasthan and MBA from Faculty of Management Studies, Lucknow University, Lucknow. He is a B.E. in Mechanical Engineering from Harcourt Butler Technological University (HBTU), Kanpur. He became a Harvard affiliate in 2014 when he went to attend the Global Colloquium on Participant Centered Learning at Harvard Business School, Boston.



Research

Prof Singh has published in various national and international journals of repute on issues related to BASEL III adoption, Bank Regulation, Bank Performance, Risk Management in Banks and Financial Institutions, Non-Performing assets and Debt restructuring, Microfinance and Financial Inclusion. Some of the recent articles were published in Journal of Prediction markets, PRAJNAN, South Asian Journal of Management, International Journal of Developmental issues, Vikalpa, International Journal of Financial Services, International Journal of Indian culture, Business and management.

Teaching

He teaches Courses on Financial Reporting and Analysis, Corporate Finance and Management Accounting, Risk Management, Commercial Bank Management, Corporate Valuation, Project Finance and Financing Start-ups.

List of Attendees

Name	Signature

FACULTY DEVELOPMENT PROGRAM

Topic: Accounting and Financial Statement Analysis

Speaker of the Program: Prof. K S Ranjani (NITIE, Mumbai)

Date: 19/09/2020

Learning Objectives:


Financial Analysis and reporting is an integral part of overall financial analysis carried out by various business organizations in India and all around the world. It depicts the financial health of any company and helps the companies to augment their financial resources and management of generated funds efficiently. It compels the business firms to remain judicious in fund allocation to different activities and sub activities and use the generated funds carefully. Financial analysis guides the companies about their future course of action and the direction that any particular company should move on. Financial Analysis and reporting is an integral part of overall financial analysis carried out by various business organizations in India and all around the world. It depicts the financial health of any company and helps the companies to augment their financial resources and management of generated funds efficiently. It compels the business firms to remain judicious in fund allocation to different activities and sub activities and use the generated funds carefully. Financial analysis guides the companies about their future course of action and the direction that any particular company should move on.

Topics Covered

- Nature and Objectives of Financial Statements

- Uses and Limitations of Financial Statements
- Income Statement, Income Statement, Balance Sheet, Balance Sheet, Balance Sheet.
- Balance Sheet, Cash Flow Statement, Sources of financial information, Tools and techniques of financial statement analysis, Tools and techniques.
- Tools and techniques of financial statement analysis, Ratio Analysis, Ratio Analysis, Ratio Analysis, Ratio Analysis.

About the Trainer


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Industrial Engineering

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K S Ranjani
Assistant Professor
Finance & Accounts
ksranjani@nitie.edu (Work)

[FOLLOW](#)

Publications - 16

Publications per Year

Total Publications



Year	Publications per Year	Total Publications
2011	1	1
2012	2	3
2013	1	4
2014	1	5
2015	1	6
2016	1	7
2017	5	12
2018	2	14
2019	2	16
2020	1	17

Area:

Primary: Accounting and Finance

Secondary: Economics and Strategy

Educational Qualifications

B.Com;FCA;AICWA;M.Phil(Commerce);PhD

Academic Affiliation

Member, Disciplinary Committee

Member, Academic Council

IAEER'S

Pune Institute Of Business Management

Approved by AICTE, Ministry of HRD, Govt. of India & Affiliated to University of Pune



Member, Fund Management (Investment) Committee

Coordinator, ERP Implementation

Professional Affiliations

Fellow Member, Institute of Chartered Accountants of India

Area Of Research

Microfinance

List of Attendees

Name	Signature



IAEER'S

Pune Institute Of Business Management

Gat No. 605/1, Mukaiwadi Road, Pirangut,

Tal. Mulshi Paud, Pune (Maharashtra)

Ph. No. 020 66036700, 66575000, Fax : 020-66036722

www.pibm.in

FACULTY DEVELOPMENT PROGRAM

Topic: Data Analysis for Research Paper Writing

Date: 25.12.2018

Speaker of the Program: Dr. Mohit Ojha

Learning Objectives:

1. To enable faculty members to use research tools such as SPSS in doing research
2. Faculty members will understand the data based approach in research.
3. Faculty members will get good insight into the analytical aspects of research.

Session No.	Topic	Hot Points	Date and Time
1	Basics of Research	Types of Data	25/12/2018 10:15 Am - 11:30 AM
		Hypothesis Testing	
		One-Tail and Two Tail Test	
		Types of Distribution	
		Types of Errors	
2	SPSS Hands-on	How to use SPSS	27/12/2018 10:15AM - 11: 30 AM
		How to use variable view	
		How to enter data into SPSS	
3	Correlation and Simple Linear Regression	Concept of Correlation and Regression	29/12/2018 10:15 AM - 11:30 AM
		Regression Analysis Using SPSS	
		Interpreting the Results	
4	Test of Means and Test of Goodness of Fit	t-Test using SPSS	01/01/2019 10:15 AM - 12:00 Noon
		ANOVA using SPSS	
		Chi-Square Test	
5	EFA and CFA	EFA using SPSS	03/01/2019 10:15 AM - 12:00 Noon
		Reliability Test	
		Calculation of AVE and SCR for CFA	
		Convergent Validity	
		Discriminant Validity	
6	Practical Hands-on	Demonstration using an Original Research Paper	05/01/2019 10:15 AM - 11:30 AM

List of Participants:

- Dr. Raj K Mishra
- Dr. Yachana Gharde
- Mr. G Pravin Kumar
- Ms. Vaishali Nikalaje
- Dr. Chetana Mehta
- Dr. Bhavyadeep Bhatia
- Dr. Manoj Gadre
- Mr. Nilesh Kate
- Mr. Mahendra More
- Dr. Aditi Dang
- Mr. Amol Ohal
- Dr. Abhijeet Lele
- Ms. Rajashree Gethe
- Dr. Abhishek Srivastava
- Dr. Vinay Nandre
- Mr.Pravin Gurav

Faculty Development Program [FDP]

Topic: Data Analysis for Research Paper Writing

Speaker of the Program: Dr. Mohit Ojha





FACULTY DEVELOPMENT PROGRAM

Topic: URKUND Software Agency (Anti- Plagiarism)

Speaker of the Program: Ms. Preeti (Webinar)

Date: 6th March 2019

About URKUND Software:

URKUND is leading and most effective way of certifying the origin of texts and trace the spread of documents on the Internet. URKUND quickly checks all kinds of documents. The document that you need to have examined are sent via email and URKUND then checks the texts against the internet and any archives and databases that your company deems important as sources.

List of Participants:

- Dr. Raj K Mishra
- Dr. Yachana Gharde
- Mr. G Pravin Kumar
- Dr. B Naresh
- Dr. Manoj Gadre
- Mr. Mahendra More
- Dr. Aditi Dang
- Mr. Amol Ohal
- Mr. Khalil Ahmad
- Mr. Ajay Koli
- Mr. Hangsing David
- Dr. Rajalakshmi M
- Ms. Rajashree Gethe
- Dr. Abhishek Srivastava
- Mr. Amaresh Nath
- Mr. Pravin Gurav
- Mr. Ritesh Kumar Verma
- Dr. Mohit Ojha
- Mr. Vaibhav Kabra

- Mr. Amitkumar Naik
- Mr .Budha Chandra Singha
- Mr. Ravindra Mangrulkar
- Mr. Dinesh Dhakate
- Dr. Pranav Ranjanpssssssss

Faculty Development Program [FDP]

Topic: Urkund Software Agency (Anti- Plagiarism)

Speaker of the Program: Preeti(Webinar)

Date:6th March 2019



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FACULTY DEVELOPMENT PROGRAM**Topic:** Research - A success ladder in the academic world**Speaker of the Program:** Dr. Abhijeet Lele**Date:** 20th Dec 2018**Learning Objectives:**

1. To enable faculty members to understand the importance of research.
2. Faculty members will understand the scientific approach in research.
3. To enable faculty members to conduct the review of literature.

Session No.	Hot Points	Time
1	<ol style="list-style-type: none"> 1. Introduction to research. 2. Research work and publication avenue. 3. Scientific approach to write research paper. 	10:15 AM: - 11:30 AM
2	<ol style="list-style-type: none"> 1. Conducting Systematic literature review. 2. Searching strategy for identifying literature. 3. Creating literature review grid 4. Writing review of literature 	11:45 AM- 1:00 PM
3	<ol style="list-style-type: none"> 1. Philosophy of research 2. Importance of research design 3. Bird's eye view on research methods 4. Citation and references 5. Q & A 6. Conclusion and road ahead 	2:00 PM- 3:30 PM

List of Participants:

- Dr. Raj K Mishra
- Dr. B Naresh
- Mr. G Pravin Kumar
- Ms. Vaishali Nikalaje
- Dr. Chetana Mehta



- Dr. Bhavyadeep Bhatia
- Dr. Manoj Gadre
- Mr. Nilesh Kate
- Mr. Mahendra More
- Dr. Aditi Dang
- Dr. Rajalakshmi M
- Ms. Rajashree Gethe
- Dr. Abhishek Srivastava
- Dr. Vinay Nandre
- Mr. Ankit Bajaj
- Mr. Ritesh Kumar Verma
- Mr. Krishnan G
- Dr. Mohit Ojha
- Mr. Pravin Gurav
- Mr. Vaibhav Kabra

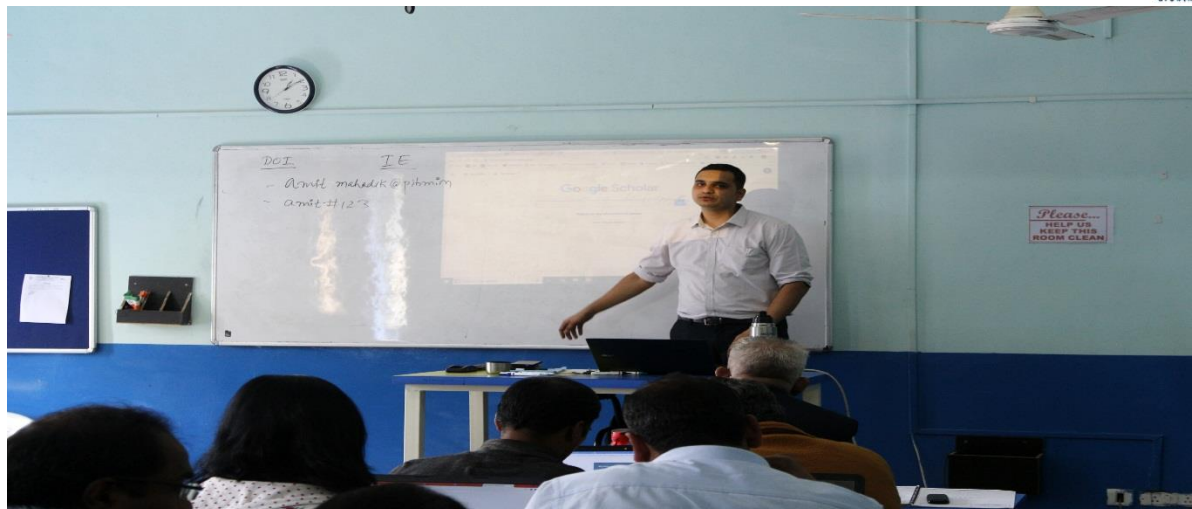
Faculty Development Program [FDP]

Topic: Research - A success ladder in the academic world

Speaker of the Program: Dr. Abhijeet Lele

Date: 20th Dec 2018





FACULTY DEVELOPMENT PROGRAM

Topic: Intellectual Property Rights (IPR)

Speaker of the Program: Mr. Raveen Bhatnagar

Date: 5th March 2019

Points Covered:

- Definitions & Background
- Copyright & Creative Commons
- Author Rights & Open Access
- Plagiarism – background, guidelines and examples

List of Participants:

- Dr. Raj K Mishra
- Dr. Yachana Gharde
- Dr. B Naresh
- Dr. Manoj Gadre
- Dr. Aditi Dang
- Dr. Bhvyadeep Bhatia
- Mr. Khalil Ahmad
- Mr. Ajay Koli
- Mr. Mayank Ranjan
- Dr. Rajalakshmi M
- Mr. Amaresh Nath
- Dr. Abhishek Srivastava
- Dr. Mohit Ojha
- Mr. Amitkumar Naik
- Mr. Budha Chandra Singha
- Mr. Ravindra Mangrulkar
- Ms. Rajashree Gethe

Faculty Development Program [FDP]

Topic: Intellectual Property Rights (IPR)

Speaker of the Program: Mr. Raveen Bhatnagar

Date: 5th March 2019



FACULTY DEVELOPMENT PROGRAM

Topic: Case analysis and effective teaching pedagogy

Speaker of the Program: Prof. Prakash Singh

Date: 18/05/2019

(Dean Finance-IIM Lucknow)

Points Covered:

- Case analysis
- Effective teaching pedagogy

List of Participants:

- Mr. Ankit Bajaj
- Mr. Krishnan G
- Mr. Vaibhav Kabra
- Mr. Adesh Doifode
- Mr. Vaibhav Aggrawal
- Mr. Ritesh Kumar Verma
- Dr. Mohit Ojha
- Ms. Krutanjali Yeole
- Mr. Ashish Godse

FACULTY DEVELOPMENT PROGRAM

Topic: Case analysis and effective teaching pedagogy

Speaker of the Program: Prof. Prakash Singh

Date: 18/05/2019





FACULTY DEVELOPMENT PROGRAM

Topic: Case analysis and effective teaching pedagogy

Speaker of the Program: Prof. Prakash Singh

Date: 19/05/2019





**FACULTY DEVELOPMENT PROGRAM**

Topic: To improve research & publication and application-based teaching and training

Speaker of the Program: 1) Prof. Jahar Saha (Ex-Director-IIM-A)

2) Prof. A. K. Jain (Professor IIM-A)

Date: 14/01/2019

Learning Objectives:

- To improve research and Publication
- Application-based teaching and training

List of participants:

- Dr. Riddhiman Mukhopadhyay
- Ms. Poornima Sehrawat
- Ms. Harshada Sharma
- Dr. Rajasshrie Pillaie
- Mr. G Pravin Kumar
- Ms. Palak Sharma
- Dr. B Naresh
- Dr. Raj K Mishra
- Dr. Vinay Nandre
- Dr. Yachana Gharde
- Dr. G Pravin Kumar
- Dr. Chetna Mehta
- Mr. Nilesh Kate
- Mr. Mahendra More
- Dr. Aditi Dang
- Mr. Amol Ohal
- Mr. Mayank Ranjan
- Mr. Abhay Pathak
- Mr. Rosewell Sumer
- Dr. Rajalakshmi
- Ms. Yamini G.
- Dr. Hemlata Gangwar
- Dr. Abhishek Shrivastava
- Mr. Vaibhav Aggrawal
- Mr. Ankit Bajaj
- Mr. Ritesh Verma
- Mr. Krishnan G
- Dr. Mohit Ojha
- Ms. Rajashree Gethe

FACULTY DEVELOPMENT PROGRAM

Topic: To improve research & publication and application-based teaching and training

Speaker of the Program: 1) Prof. Jahar Saha (Ex-Director-IIM-A)

2) Prof. A. K. Jain (Professor IIM-A)

Date: 14/01/2019



FACULTY DEVELOPMENT PROGRAM

Topic: To improve research & publication and application-based teaching and training

Speaker of the Program: 1) Prof. Jahar Saha (Ex-Director-IIM-A)

2) Prof. A. K. Jain (Professor IIM-A)

Date: 14/01/2019





FACULTY DEVELOPMENT PROGRAM

Topic: To improve research & publication and application-based teaching and training

Speaker of the Program: 1) Prof. Jahar Saha (Ex-Director-IIM-A)

2) Prof. A. K. Jain (Professor IIM-A)

Date: 15/01/2019



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About the Trainer

1. Prof. Jahar Saha



Dr. Jahar Saha, a statistician by training, joined the Institute in 1966 as a research associate, at the age of 22. In 1971, he was sent to Case Western Reserve University for his doctoral studies. He returned in 1975, joining the Production and Quantitative Methods Area. He took over as director from Dr. P. M. Shingi who was Acting Director from September 1, 1996 to April 8, 1997. The latest additions to the Old Campus, the Ravi J. Matthai Auditorium and office complex had been inaugurated in January 1997, but a portion of the land allotted to IIMA, where the new campus was planned, was under litigation. With the help of the then Dean, Dr. Saha persuaded the political leadership to settle this issue. A masterplan, which included the present underpass, was prepared for the new campus. Municipal approvals were obtained; but construction had to be delayed because of a court order.

The process of internationalization continued under Dr. Saha. The two exchange programs with ESCP and ESSEC expanded to include ESADE, Barcelona and WHU Koblenz; by 2000 there were partnerships with 15 schools, with about four to five of these schools participating in a given year. In 1997-98, for the first time, placements saw overseas companies recruiting students for immediate foreign placements, and in 1998-99, for the first time, three postgraduate students spent a term abroad, with financial help arranged by the French Ambassador to India and air tickets from Air France. Management Development Programmes in foreign countries continued with programmes in Sri Lanka and Kenya. Though a student had gone abroad for summer internship in the late-1960s, foreign summer internships picked up around this time, with SWATCH, Switzerland taking the lead.

Faculty governance mechanisms continued to hold their place at the Institute, with the late-1990s seeing a Committee for Future Directions. Alumni reunions became a regular feature, and in 1997 student activities took a new turn with CHAOS-97, which would grow into a major event. In June 2000 the specialization package in agriculture was replaced by a 15-month program titled Agribusiness Management, to reflect the shift in focus post-liberalization. In 1998, a few faculty members initiated discussions on an 'incubator'; this would later, in 2001, lead to the Centre for Innovation, Incubation and Entrepreneurship.

Dr. Saha's time also saw the final resolution of the union problem after a tough stand with the union and the suspension of a group of employees, led to a loss of faith in the leadership of the union.

Dr. Saha's tenure was marked by two major disturbances. The earthquake of January 26, 2001 caused significant damage to some buildings—the structures atop the stairwells of most of the dorms collapsed—but fortunately only minor injuries to one student. Classes were suspended for one week and arrangements made for the students to go home—the management development programmes, however, continued. To ensure the safety of the dorms expertise was brought in from BITS Pilani and firms in Bengaluru. Once this was done, and the unsafe portions demolished, the debris—more than 500 tonnes—was cleared. IIMA faculty and staff members rose to the occasion. Some went to areas affected elsewhere in Gujarat. A group of faculty formed IIMACORE, a temporary relief organization—headquartered in CR 324 which served as office-cum-godown. An MIS was developed within a day and a major link between the donors and the affected was established. The second event was the February 2002 communal conflagration in Ahmedabad which led to postponement of the placements and disturbed the Institute's schedules. Once again, the Institute community responded well to ensure that nothing happened inside the campus.

Dr. Saha finished his term in April 2002, but was given an extension of three months. He superannuated in December 2005. After his retirement, he has mentored and guided a number of institutions, including the Indian Institute of Management, Shillong.

2. Dr. A. K. Jain



Abhinandan K Jain

Prof. Abhinandan K Jain was associated with IIMA for 50 years in various capacities and was felicitated by former students in 2019, as described on this link, where a book titled The Book About You, in his honour was also released.

BIOGRAPHY:

Fellow (IIMA), PGDM (IIMA) BE (Mech.: MBM Engg College Jodhpur)

Major interests in customer based business strategy, marketing research for decision making, strategic marketing, and case method of learning. Have minor interests in marketing strategy, product policy, and advertising media planning.

Awards: Four best teacher awards; life time contribution awards to management education by IIMA Alumni and the International Conference on Research in Marketing (2013, organised by IIT Delhi, XLRI Jamshedpur, and Curtin University Australia); best paper award by ISTD (1987), and Festschrift by IIMA Alumni (2018).

Served: At IIMA: Research Associate (1970-74), Faculty (1974-2010) Adjunct faculty (Jan 2011-Mar 2019). At Other institutions As Visiting Faculty: including: IIM Udaipur, IIM Shillong, SMVD Katra, IPMI (Jakarta, Indonesia), Multi Media University (Malaysia) and Pokhara and Tribhuvan Universities (Nepal).

Guidance and Exams: Doctoral Dissertations: Dissertation Committees: Chaired a couple and member of few for FPMs at IIMA. Dissertation Examination Committees: Chair/ member of examination committees of doctoral dissertations at IIMA and several other Institutions.

Teaching: Offered broad array of graduate and post graduate courses customer based business strategy, marketing research, product policy and new product development, sales and distribution management, retailing, international marketing, internet marketing and e-commerce and basic courses in marketing. Co-designed and taught in a large number of open registration and customised executive development programmes in the areas of marketing strategy, marketing management, and general management for middle, senior and top tier executives. Some of the international locations where the programmes were offered included: Egypt, Indonesia, Kenya, Nepal, and Sri Lanka. Workshops for Management Faculty: Co-designed and taught in open registration workshops on case method of learning (IIMA and HBSP) to participation from India, Commonwealth countries, and Nepal. Co-designed and offered customized workshops varying from 1 to 6 days for addressing specific needs of the faculty in Institutions in India and Ghana.

Learning Methods: Have always used participant centered learning methods, primarily case discussion and field projects. My basic philosophy is that participants are co-learners and need to be sensitized about their own responsibility to learn to get the maximum from the courses for achieving their own purposes of joining any programme/ course.

Research and Publications: Three major research projects; four books/ monographs, eighteen articles/ chapters in journals/ conferences/ books; nineteen cases in books; and more than 75 learning materials including cases and technical notes at IIMA Case Centre.

Consulting Experience: Provided consulting help in business strategy, marketing strategy, and marketing management to a large number of Indian and multinational organizations across varied sectors including textiles, automobiles (commercial vehicles, passenger cars, two wheelers), fertilizers, pharmaceuticals, engineering, petroleum retailing, FMCG, banks, insurance, advertising, IT, and Telecom.

Academic Administration: Member, Board of Governors, IIM Ahmedabad (1998-99 to 2000-01). Chair Alumni Relations (1988-90), Chair Marketing Area (four terms of two years each) and member of a large number committees at IIMA including committees for charting out Future Direction of IIMA and Review of Academic Programmes (PGP and FDP).

Contribution to Profession: At IIMA Case Center helped in setting up the center, the website and a system of reviewing learning material for uploading on the IIMA Case Centre website as well as for distribution by HBSP and other case clearing houses. Member Academic Advisory Board/ Council at other institutions including IIM, Sirmaur; Bharathidasan Institute

of Management; Ahmedabad Management Association; and Operations Research Group.

Member Board of Editors of several professional journals including Vikalpa, International Journal of Pharmaceutical and Healthcare Marketing, Asian Journal of Marketing. Member boards of director of several business organisations

List of Attendees

[illegible]

FACULTY DEVELOPMENT PROGRAM

Topic: Sales and Distribution

Speaker of the Program: Prof. Gordhan Saini , (TISS, Mumbai)

Date: 22/04/2019

Learning Objectives:

- To improve research and Publication
- Application-based teaching and training

About the FDP:

FDP on Sales and Distribution will made Marketing Faculties aware about the factors influencing the optimal design and management of distribution channels with particular emphasis on sales force management and channel designs for improving efficiency. The objective of the Course is to provide an understanding of Sales Management, with particular emphasis on sales force management.

Topics to be Covered:

- Introduction to Sales Management
- Determining Sales related Marketing Policies-Sales Organization; Sales Department Relations
- Sales Organization; Sales Department Relations Planning, Sales Forecasting and Budgeting
- Buyer-Seller Dyads Diversity of Personal-selling Situations Theories of Selling
- The Selling Process-Sales Force Management
- Sales Force Management
- Management of Sales Territory & Management of Sales Quota
- The Sales Budget , Sales Control-Distribution Channel Management

About the Trainer

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WEB PROFILE



Dr Gordhan K. Saini
Associate Professor, Mumbai Campus, Chairperson - Centre for Social and Organisational Leadership, School of Management and Labour

ABOUT RESEARCH INTERESTS PUBLICATIONS PROJECTS COURSES TAUGHT

Career

Associate Professor, School of Management and Labour Studies, Tata Institute of Social Sciences, Mumbai, Sept. 2019 – till date.

Assistant Professor, School of Management and Labour Studies, Tata Institute of Social Sciences, Mumbai, 19 May 2010 – August 2019.

Post-Doctoral Fellow, Indira Gandhi Institute of Development Research, Mumbai, September 2008 - May 2010.

Sr. Market Research Analyst, Innovative Design Engineering Animation (IDEA) Pvt. Ltd, Ahmedabad, January 2008 - Sept. 2008.

Academic Associate - Marketing Area, Indian Institute of Management (IIM), Ahmedabad, April 2006 - January, 2008.


Lecturer, Institute of Management & Technology (IMT), Faridabad, August 2005-April 2006.


Research Officer / Micro Enterprises Expert, Indian Institute of Rural Management (IIRM), Jaipur, July 2003-July, 2005.

Qualification

MBA (Udaipur),
PGDRD,
Ph.D. (Banasthali),
Post-Doctoral Fellow (IGIDR)

Contact

 gksaini[at]tiss[dot]edu

 gksaini81@gmail.com



List of Attendees

[illegible]

FACULTY DEVELOPMENT PROGRAM**Topic:** B2 B Marketing**Speaker of the Program:** Prof. Neeraj Pandey (NITIE, Mumbai)**Date:** 28/04/2019**Learning Objectives:**

Understanding the B2B marketing process: Anticipating needs Market research in the B2B context Prospecting, targeting, and segmentation in B2B context Align marketing efforts with the organisational goals Delivering value in the B2B context: Developing an optimal sales proposition Understanding organisational buying behaviour Branding in the B2B context Managing strategic alliances Designing and managing marketing channels Designing marketing campaign in the B2B context How to handle declining sales: Strategic decision-making in a crisis situation Marketing communication in the B2B context Social network management in the B2B context B2B marketing in an online context Market selection, market entry, and market exit B2B marketing in an international context: Understand and anticipate change

About the FDP:

Business-to-business (B2B) marketing strategies are essential for encouraging innovation, increasing sales revenue, assisting in marketing penetration, and aiding in market entry for any organisation. B2B marketing strategies provide a framework for analysing an organisation's strategies, identifying synergies with various stakeholders, and building and leveraging company's core competencies using relationship marketing approach.

Given the complex nature of B2B transactions, managers need to understand, learn, and adapt, to combat the challenges faced by businesses today. In order to do so, managers need to have a comprehensive understanding of various issues such as: understanding organisational needs, segmenting and targeting markets, leveraging marketing channels for competitive advantage, focusing on efficiency and effectiveness, and augmenting sales performance, among other things.

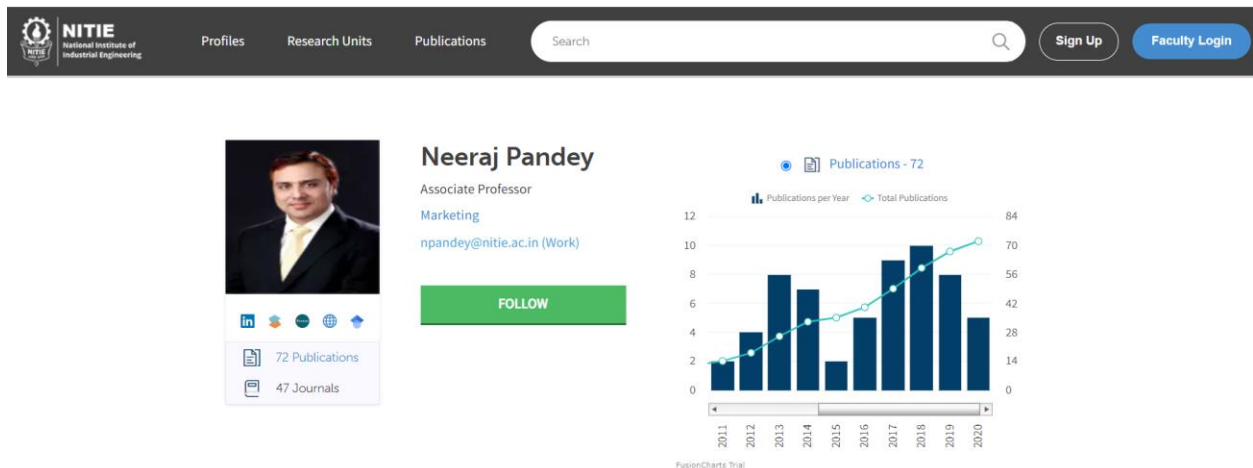
This FDP Programme will offer marketing concepts and tools for segmentation, targeting, positioning, market entry, branding, marketing communication, and managing alliances in a B2B context. Additionally, the programme will offer insights into contemporary issues like social network management, handling downturn, and managing change

Topics to be Covered:

- Expanded analytical capability to capitalize on business opportunities Advanced knowledge and skills to compete effectively in the B2B context.

- Increased skill-set in the domain of strategic planning, decision-making, problem-solving, and general management.
- Increased self-belief to navigate successfully across clients, partners, and colleagues. Gain insights into the management of your product portfolio.
- Improved ability to develop and/or strengthen relationship with your customer and supplier.
- Apply industrial-organizational psychology and B2B marketing concepts and tools in a stable as well as a tumultuous environment.

About the Trainer



Neeraj Pandey
Associate Professor
Marketing
npandey@nitie.ac.in (Work)

Publications - 72

Publications per Year | Total Publications

Year	Publications per Year	Total Publications
2011	2	2
2012	4	6
2013	8	14
2014	7	21
2015	2	23
2016	5	28
2017	9	37
2018	10	47
2019	8	55
2020	5	60

72 Publications
47 Journals

FOLLOW

Personal profile

Area Of Research

Pricing in Healthcare, Digital Marketing, Social Media Marketing, B2B Marketing, Marketing Models, Services Marketing, Low Cost Marketing, IPR Management

Academic Affiliation

Area Coordinator, Marketing Area

Associate Professor, Marketing Area

Coordinator, Consumer Insights Centre

Professional Affiliations

Editorial Board Member, AIMS International Journal of Management



Coordinator, NITIE Case Development Centre (Oct. 2015 to Feb. 2018)

Professor Incharge – Research (Nov. 2015 to June 2017)

Visiting Faculty at IIM Kozhikode, IIM Raipur, IIT Bombay

Editor-in-Chief, Udyog Pragati – The Journal of Practicing Managers; Journal published by NITIE Mumbai (Nov. 2015 to June 2017)

Editorial Board Member, European Journal of Business and Management

Member, LinkedIn and Branding Committee

Editorial Advisory Board Member, Innovations in Services Marketing and Management: Strategies for Emerging Economies., Book published by IGI Global

Member, Board of Examinations, Indian Institution of Industrial Engineering (IIIE), Navi Mumbai (2009- 2012)

FDP in Management from IIM Ahmedabad (2006-2007)

CITI (Collaborative Institutional Training Initiative) Certification for Social and Behavioural Responsible Conduct of Research conducted by University of Miami, USA

FACULTY DEVELOPMENT PROGRAM**Topic:** Creative Presentation Skills**Speaker of the Program:** Mr. Bibhas Basumatary**Date:** 11/05/2019**About Presentation Skills:**

Presentation skills are the skills you need in delivering effective and engaging presentations to a variety of audiences. These skills cover a variety of areas such as the structure of your presentation, the design of your slides, the tone of your voice and the body language you convey.

List of Participants:

- Dr. Riddhiman Mukhopadhyay
- Dr. B Naresh
- Dr. Raj K Mishra
- Dr. Vinay Nandre
- Dr. Yachana Gharde
- Dr. G Pravin Kumar
- Dr. Chetna Mehta
- Mr. Nilesh Kate
- Mr. Mahendra More
- Ms. Rajashree Gethe
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- Mr. Khalil Ahmed
- Dr. Ajay Koli
- Mr. Mayank Ranjan
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- Mr. Rosewell Sumer
- Dr. Rajalakshmi
- Ms. Yamini G.
- Dr. Hemlata Gangwar
- Dr. Abhishek Shrivastava
- Mr. Vaibhav Aggrawal
- Mr. Ankit Bajaj
- Mr. Ritesh Verma
- Mr. Krishnan G.
- Dr. Mohit Ojha
- Mr. Amit Naik
- Mr. Budha Chandra Singha
- Mr. Dinesh Dhakate
- Mr. Kaushik Pande
- Mr. Tushar Shende
- Ms. Nishi Gupta
- Ms. Sadhana Ghimir

FACULTY DEVELOPMENT PROGRAM

Topic: Creative Presentation Skills

Speaker of the Program: Mr. Bibhas Basumatary

Date: 11/05/2019



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FACULTY DEVELOPMENT PROGRAM

Topic: Case Analysis Skills

Speaker of the Program: Mr. Bibhas Basumatary

Date: 13/05/2019

About Case Analysis Skill:

Case studies are often used to not only illustrate what a student has learned and retained in class, but also to provide students with valuable hands-on experience. When analyzing a case study, you will have an opportunity to learn about the types of problems that many companies and industries encounter. You will also have an opportunity to analyse the steps other managers have taken to correct specific problems and concerns. This will put your problem solving skills to the test and allow you to engage in exciting discussions with classmates and teachers.

List of Participants:

- Dr. Riddhiman Mukhopadhyay
- Dr. Raj K Mishra
- Dr. Yachana Gharde
- Dr. Chetna Mehta
- Dr. Manoj Gadre
- Mr. Nilesh Kate
- Mr. Mahendra More
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- Mr. Amol Ohal
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- Mr. Khalil Ahmed
- Dr. Ajay Koli
- Mr. Mayank Ranjan
- Mr. Abhay Pathak
- Mr. Rosewell Sumer
- Dr. Rajalakshmi
- Mr. Amit Naik
- Mr. Budha Chandra Singha
- Mr. Kaushik Pande
- Ms. Nidhi Gupta
- Ms. Sadhana Ghimire

FACULTY DEVELOPMENT PROGRAM

Topic: Case Analysis Skills

Speaker of the Program: Mr. Bibhas Basumatary

Date: 13/05/2019





FACULTY DEVELOPMENT PROGRAM

Topic: Advanced Excel Skills

Speaker of the Program: Mr. Devanshu Singh

Date: 14/05/2019

List of Participants:

- Dr. Riddhiman Mukhopadhyay
- Dr. Raj K Mishra
- Dr. Yachana Gharde
- Dr. Chetna Mehta
- Dr. Manoj Gadre
- Mr. Nilesh Kate
- Mr. Mahendra More
- Dr. Aditi Dang
- Mr. Amol Ohal
- Mr. Khalil Ahmed
- Dr. Ajay Koli
- Mr. Mayank Ranjan
- Mr. Abhay Pathak
- Mr. Rosewell Sumer
- Dr. Rajalakshmi
- Mr. Amit Naik



- Mr. Budha Chandra Singha
- Mr. Kaushik Pande
- Ms. Nidhi Gupta
- Ms. Sadhana Ghimire

FACULTY DEVELOPMENT PROGRAM

Topic: Advanced Excel Skills

Speaker of the Program: Mr. Devanshu Singh

Date: 14/05/2019



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FACULTY DEVELOPMENT PROGRAM

Topic: Digital Marketing Basics

Speaker of the Program: Bibhas B.

Date: 17/05/2019

About Digital Marketing:

Digital marketing is the marketing of products or services using digital technologies, mainly on the Internet, but also including mobile phones, display advertising, and any other digital medium.

Digital marketing's development since the 1990s and 2000s has changed the way brands and businesses use technology for marketing. As digital platforms are increasingly incorporated into marketing plans and everyday life and as people use digital devices instead of visiting physical shops digital marketing campaigns are becoming more prevalent and efficient.

List of Participants:

- Dr. B Naresh
- Dr. Raj K Mishra
- Dr. Vinay Nadre
- Dr. Yachana Gharde
- Mr. Nilesh Kate
- Mr. Mahendra More
- Dr. Aditi Dang
- Mr. Amol Ohal
- Mr. Khalil Ahmed
- Dr. Ajay Koli
- Ms. Rajashree Gethe
- Mr. Abhay Pathak
- Mr. Rosewell Sumer
- Mr. Animesh Kumar
- Dr. Rajalakshmi
- Mr. Yamini Ghanghorkar
- Mr. Krishnan G
- Mr. Ashish Godse
- Ms. Nidhi Gupta
- Ms. Sadhana Ghimire
- Dr. Bhuvnesh Kumar Sharma
- Ms. Neha Khole
- Md Shahid

FACULTY DEVELOPMENT PROGRAM

Topic: Digital Marketing Basics

Speaker of the Program: Bibhas B.

Date: 17/05/2019



FACULTY DEVELOPMENT PROGRAM

Topic: Advanced Power Point Presentations

Speaker of the Program: Bibhas B.

Date: 18/05/2019

List of Participants:

- Dr. Raj K Mishra
- Dr. Yachana Gharde
- Dr. Bhavyadeep Bhatia
- Mr. Nilesh Kate
- Mr. Mahendra More
- Dr. Aditi Dang
- Mr. Amol Ohal
- Mr. Khalil Ahmed
- Dr. Ajay Koli
- Ms. Rajashree Gethe
- Mr. Amaresh Nath
- Mr. Yamini Ghanghorkar
- Mr. Brij Mishra
- Mr. Amit Kumar Naik
- Mr. Budha Chandra Singha
- Ms. Nidhi Gupta
- Ms. Sadhana Ghimire
- Ms. Neha Khole

FACULTY DEVELOPMENT PROGRAM**Topic:** Advanced Power Point**Speaker of the Program:** Bibhas B.**Date:** 18/05/2019

FACULTY DEVELOPMENT PROGRAMME

Topic: Quantification of Human Resource with HR Analytics

Date: 09.02.2019

Speaker of the Program: Mr. Rohit Manucha (Head Human Resource, Aujan Coca-Cola Beverages, United Arab Amirates)

The main objective of the FDP was:

There were daily assignments given by the organizing Institutions. At the end of the training program one test was also conducted, in which it was mandatory to achieve minimum 60% marks. This was a great learning experience for me while attending all the sessions and it would definitely help me in my teaching-learning process in the field of HR analytics.

It was highly interactive with practical applications of analytics and Tableau. The resource person being a HR Analytics trainer, brought his valuable knowledge and applications to the discussion and created deep learning during the entire FDP program.

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About the Trainer



2022
OFFICIAL MEMBER

Forbes | Human Resources Council

Rohit Manucha ,Chartered
FCIPD,SHRM-SCP,PCC,ACC,EMCC,CTA
SCPC

Board Member | Chief Human Resources Officer | Executive Coach | Visiting Faculty | Global HR Thought Leader
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