

# PGPSM

Post Graduate Programme in  
Sustainable Management

2016 - 18

**Placement Brochure**



EXPERIENCE TO EXCELLENCE

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# PGPSM AT A GLANCE

IIM Lucknow realized that the new management paradigm will need business leaders and managers who not only possess sound knowledge of management functions but are also equipped with skills and capabilities to tackle the sustainability challenges. We are the frontrunner amongst the IIMs to introduce a two-year, full-time, residential Postgraduate Programme in Sustainable Management (PGPSM).

Candidates for PGPSM are selected through a rigorous selection procedure that consists of

performance in Common Aptitude Test (CAT) exam, scholastic achievements, Written Ability Test (WAT) and Personal Interview (PI). The program mandates a minimum work experience of 2 years.

The uniquely designed PGPSM curriculum with extensive coursework, live projects, and interaction with industry leaders transforms the talented, bright and experienced students into responsible business managers through a perfect blend of general management skills and in-depth understanding of business sustainability concepts.



Message  
**Director**  
**IIM Lucknow**

The dynamics of global and national businesses are being shaped increasingly by sustainability concerns. In the last two decades, as societies and businesses have become more aware of the environmental degradation and climate change, more emphasis is being put on understanding the socioeconomic implications and sustainable development, which are vital for businesses and societies alike. Social, economic and environmental sustainability have emerged at the forefront of business strategy, and business is increasingly aligning their vision to be consistent with the global and geographies vision in which they are present. The environment and evolving domestic and global policies and regulations are forcing companies to deal with a wide range of stakeholders that have dynamically evolving, and often conflicting demands from the business.

As companies try to understand, evaluate and take action on issues that can affect the triple bottom line, they are now seeking qualified individuals who understand the integrated societal, environmental and business concepts of sustainability. To cater to this need of business and society, IIM Lucknow has launched a two-year full-time post graduate programme in sustainable management (PGPSM) from 2015. PGPSM is the first two year programme offered from Noida Campus of IIM Lucknow. Needless to say, the selection criteria and the academic curriculum remain as robust and rigorous as our other post graduate programmes.

It gives me immense pleasure and pride to present our second batch of PGPSM. I cordially welcome you to participate in the placement process.

Dr. Ajit Prasad

Director, IIM Lucknow





## Message Chairperson **PGPSM**

**G**reetings from IIM Lucknow community and thanks for reposing continuous faith in us for the last 33 years! I approach you to further reinforce this trusting relationship. IIM Lucknow has always been proactive in responding to dynamic industry needs for well-trained talent.

The institute continuously strives to align the curriculum of existing academic programmes and is always on the lookout for introducing new programmes, keeping in view the ever-increasing level of volatility, uncertainty, complexity and ambiguity of the business environment. In the last two decades the business paradigm all over the world has witnessed a radical shift. Due to increased awareness in the society about environmental degradation, climate change, and socio-economic implications of unprecedented corporate power, nation states have forced businesses to mould their business strategies to align with national and global Sustainable Development Goals.

At the same time, evolution of voluntary norms and proactive steps taken by some industry associations have brought sustainability agenda to the forefront of business strategy. Businesses are under tremendous pressure to internalize the costs hitherto passed on to various stakeholders. Business management philosophy is moving from shareholder value creation to stakeholder value creation, which means managing diverse and many times conflicting expectations. In the changed business environment, sustainability initiatives cannot remain at the periphery; these have to be at the core of all strategic decisions a business firm makes. Realizing that the new management paradigm will need business leaders and managers who not only possess sound knowledge of management functions but also have skills and capabilities to deal with sustainability challenges, IIM Lucknow took the lead and launched a full-time two-year Postgraduate Programme in Sustainable Management (PGPSM). The uniquely designed PGPSM curriculum with extensive coursework, live projects, and interaction with industry leaders has transformed the talented, bright and experienced students through a perfect blend of general management skills and deep understanding of business sustainability concepts and issues. Well qualified and experienced faculty of IIM Lucknow has been successful in inculcating much sought-after traits like discipline, dedication and compassion in these students. I am confident that PGPSM students are ready to take any responsibility in their journey from here. I welcome you to partner with us in this journey.

Dr. Ashish Aggarwal  
Programme Chairperson,  
PGPSM,  
IIM Lucknow





Message

# Placement Chair

## PGPSM

Increased awareness on environmental degradation and climate change has led to emergence of sustainable management as an integral part of business, government and society at large. Government of India in its initiative to support the cause have introduced several policies and regulations with a focus on preserving environment, promoting green and renewable energy and making corporate social responsibility (CSR) mandatory for companies. These recent developments have led businesses to increasingly allocate resources, change systems and processes which contribute to economic, environmental and social dimensions of sustainability and look for suitable managerial talent who can understand, evaluate and promote sustainable business practices. With an aim to cater to this emerging and pressing need of business and society at large, IIM Lucknow has launched a two-year full-time Post Graduate Programme in sustainable management (PGPSM) from June 2015. This program is contemporary and unique in its approach and content. PGPSM is the third, two-year Post Graduate Programme offered by IIM Lucknow and maiden one from its Noida Campus. The Noida campus also offers one-year post graduate Programme for executives and executive doctoral program. I take great pleasure in introducing the second batch of PGPSM and welcoming you as partner in our journey of building world class talent and jointly contribute to building sustainable societies.

Prof. Kirti Mishra  
Placement Chairperson  
PGPSM  
IIM Lucknow



# THE SHARED SPIRIT

One IIM - Two **CAMPUSES**



Miles apart but united in mission, to provide the world with next generation business leaders sensitive to Corporate Governance, the Triple bottom line, and sustainable strategies over three decades, IIM Lucknow has been a torchbearer in providing world class executive education by nurturing superior talent. Setting up of Noida campus is a leap further to build and strengthen its mission of shaping leaders for tomorrow. Strategically located amidst corporate concrete, the 20 acres sprawling, lush green Noida Campus hosts the two year Post Graduate Program in Sustainable Management the Lucknow campus caters to the PGP and PGP – ABM programmes. Inaugurated in 2007, the campus has been a fountainhead of learning for PGPSM and IPMX alumni who have been groomed to be responsible leaders by creating an impact on business and society. The IIM Lucknow, Noida campus has been successful in establishing itself as an institution of repute by providing its students with opportunities to not only learn and network but also to reinvent and rejuvenate. The campus is ideally located in the National Capital Region, providing students an opportunity to interact with leaders from diverse fields under the Leadership Talk Series and work with Corporates, Research and Development organizations for 9-months under their Integrated Project. The vision of IIM Lucknow of better management for better nation building is woven into the quality learning imparted at both campuses by the same distinguished faculty portfolio, which is a rich mix of the best academicians and industry veterans.

# WHY RECRUIT FROM PGPSM?

**R**esponsible Leadership - The PGPSM program harnesses a finely tuned selection process with a rigorous curriculum designed to develop leaders with multi-dimensional business mindsets. Leveraging on unique pedagogical methods, every course facilitates a steep learning curve and gradually moulds professionals poised to create extensive sustainable value in a dynamic business environment.

**Connected Education** - With a melange of professionals from backgrounds of Energy, Manufacturing, Social, IT and logistics having held diverse functional roles such as project managers, designers, consultants and educators, PGPSM encourages variety in thought and perspectives through peer learning. A plethora of group cases, role-plays and projects facilitate a collaborative learning environment developing leaders with the ability to create synergy by engaging with all stakeholders and earning certifications.

**Field Experience** - PGPSM emphasizes practical learning through the international immersion program and the 2-months summer internship - enhancing industry exposure, and building competence and character. A unique feature of the program, the 9 months-long integrated project provides hands on experience by means of direct collaboration with the industry and enables students with a prior work experience of minimum two years to seamlessly transition into their careers.





# PGP Programmes

offered by IIM Lucknow

The Indian Institute of Management Lucknow is fourth in the prestigious IIM family of management schools to be established in India after IIM Calcutta, IIM Ahmedabad and IIM Bangalore. The Institute was established in the year 1984. Since then, IIM Lucknow has touched million lives directly or indirectly through its faculty, alumni and support staff.

IIM Lucknow has been a frontrunner in introducing & successfully executing programs that nurtures & prepares the students as per the requirements of the industry. IIM Lucknow is running 3 full-time Post Graduate Programmes that suits the needs of the all kind of industries.

	PGPM	PGP-ABM	PGP-SM
Programs Offered	Post Graduate Programme in Management	Post Graduate Programme in Agri-business Management	Post Graduate Programme in Sustainable Management
Year of Establishment	Started in 1984	Started in 2003	Started in 2015
Why it started?	To develop professional managers with strong conceptual fundamentals and skills required to manage businesses of the future, while giving them the vision to determine what the future will be.	To develop agribusiness leaders, entrepreneurs, and intrapreneurs with vision, competence and appropriate attitude for promoting/ growing agribusiness and agro-based enterprises with a strong international orientation.	To develop business leaders and managers who not only possess sound knowledge of management functions but also have skills and capabilities to deal with sustainability challenges, to recognize the inter-connectedness of economic performance of business with social and environmental systems.
Course Structure	2 Year Full-Time Residential program	2 Year Full-Time Residential program	2 Year Full-Time Residential program
Selection Criteria	CAT/ WAT-PI	CAT/ WAT-PI	CAT/ WAT-PI
Work-Experience	No minimum work ex required	No minimum work ex required	2 Years minimum work ex required
Campus	Lucknow Campus	Lucknow Campus	Noida Campus
International Exposure	IIM Lucknow International Exchange Programme initiative – a process through which some of our students are encouraged to do a part of their studies in Business Schools all around the world.	IIM Lucknow International Exchange Programme initiative – a process through which our students are encouraged to do a part of their studies in Business Schools all around the world.	Each student undertakes a two-week sojourn in world renowned institutions like Linnaeus University, Aalborg University and Copenhagen Business School which is aimed at enriching the experience of a meaningful immersion and industry visit to IKEA, Volvo factories.
Summer Placements	Batch Placement	Batch Placement	Batch Placement
Final Placements	Batch Placement	Batch Placement	Lateral/ Rolling Placement
Placement Committee	Placement Cell at Lucknow Campus	Placement Cell at Lucknow Campus	Placement Cell at Noida Campus

IIML has touched million lives directly or indirectly through its faculty, alumni and support staff.

The curriculum of PGPSM is rigorous and includes specialized courses on sustainability from the first year itself, without missing out on the general management courses. In the second year, the students get exposure to sustainability in detail through well designed compulsory courses in Terms IV & V, and elective courses in Term VI.

The PGPSM curriculum focuses on inculcating a holistic perspective to solve the problems that industries could encounter in the near future. It extensively deploys case study methodology to infuse analytical thinking. Regular industry visits and guest lectures by industry practitioners ensure that the students are abreast with the developments in the industry. Integrated projects during second year provide an opportunity for the students to implement the skills and techniques developed during the course of academic interaction.

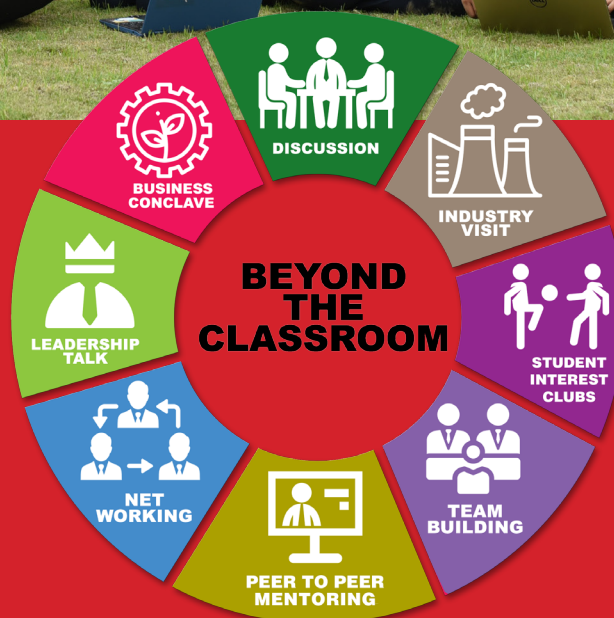
Year/Term	General Management related subjects and concepts	Subjects related to environmental and social aspects	Subjects enhancing analytical ability, Decision making and Problem solving
1 <sup>st</sup> Year (Term I)	<p><b>Subjects:</b> Accounting, Managerial Economics, Behavior in Organization</p> <p><b>Concepts:</b> Financial statements' analysis. Cost accounting, Managerial accounting.</p> <p>Microeconomics. Economic decision making. Game theory. Theories of Motivation. Hierarchy of need. Group behavior. Leadership. Team work.</p>	<p><b>Subjects:</b> Human dimensions of sustainability, Principles of sustainable management.</p> <p><b>Concepts:</b> Social and Environmental issues. Business ethics. Human dimensions. CSR.</p>	<p><b>Subjects:</b> Quantitative Analysis</p> <p><b>Concepts:</b> Problem Solving. Predictive models based on probability distributions. Forecasting techniques. Optimization techniques.</p>
1 <sup>st</sup> Year (Term II)	<p><b>Subjects:</b> Marketing, Finance, Operations Management, Macroeconomics</p> <p><b>Concepts:</b> Strategic and tactical marketing. 3Cs and 7Ps. Facility design and Capacity planning. Forecasting approaches. Planning and Scheduling. Valuing bonds and shares. Long term investment decision analysis. Risk, return and CAPM, Fiscal and Monetary Policy</p>	<p><b>Subjects:</b> Environmental Law and Policy</p> <p><b>Concepts:</b> International legal principles for sustainable development, Regulatory framework for environmental law. Awareness and enforcement mechanism.</p>	<p><b>Subjects:</b> Communications, Systems thinking, Creativity and innovations,</p> <p><b>Concepts:</b> Systems approach for problem solving. Audience analysis. Critical analysis framework. Effective communication methods.</p>
1 <sup>st</sup> Year (Term III)	<p><b>Subjects:</b> Information Systems, Consumer Behavior, Strategy</p> <p><b>Concepts:</b> IS planning and development. ERP. Business intelligence. Knowledge management. Analytics. Consumer choice and buying process. Values and norms. Social class. Creating competitive advantage. Environment analysis. Value chain analysis. Corporate and International strategies.</p>	<p><b>Subjects:</b> Designing Work Organizations, Business Certifications, Environment and Resource Economics,</p> <p><b>Concepts:</b> Challenges in organization design. Culture. Organizational structure. Change Management. Organizational lifecycle.</p>	<p><b>Subjects:</b> Quantitative Analysis – II</p> <p><b>Concepts:</b> Problem Solving. Predictive models based on probability distributions. Forecasting techniques. Optimization techniques. Sampling techniques. Hypothesis testing. Measures of association. Analysis of variance.</p>

Year/Term	General Management related subjects and concepts covered across the term	People and social behavior related subjects and concepts covered across the term	Consultation and Research specific subjects and concepts covered across the term
2 <sup>nd</sup> Year (Term IV)	<p><b>Subjects:</b> Supply Chain Management, Human Resource Management</p> <p><b>Concepts:</b> Inventory Management, MRP and Lot Sizing, Dependent demand. Distribution systems. Sourcing and Procurement. Supply chain contracts. Human resource planning. Recruitment process. Performance management systems.</p>	<p><b>Subjects:</b> Social Entrepreneurship, Externalities and Externality Trading.</p> <p><b>Concepts:</b> Entrepreneurship process. Human centered design. Essential of business plan for social venture. Social business model. Impact assessment. Scaling up. Capacity building. Industrial relations and legal framework. Global Market and Climate change.</p>	<p><b>Subjects:</b> Research Methods</p> <p><b>Concepts:</b> Data collection instruments and sampling. Qualitative techniques for research. Data analysis. Ethics in research. Questionnaire design. Correlation. Chi-square. T-test. Logistic regression. Factor analysis and cluster analysis. Discriminant Analysis.</p>
2 <sup>nd</sup> Year (Term V)	<p><b>Subjects:</b> Project Finance</p> <p><b>Concepts:</b> Cash flow modelling and Credit Ratios. Risk analysis. Social cost benefit analysis. Bank loan market. Socially responsible investments.</p>	<p><b>Subjects:</b> Public Policy, Lifecycle Management, Corporate Sustainability Reporting, Environmental and Social Risk Analysis and Management.</p> <p><b>Concepts:</b> Policy cycle. Advocacy coalition framework. Life cycle assessment. Ecological foot printing. LCA software usage. Circular economy. GRI framework. Materiality analysis. Indicators. Social Risk. Natural resource view. Business responsibility mapping and reporting.</p>	<p><b>Subjects:</b> Stakeholder Analysis</p> <p><b>Concepts:</b> Stakeholder mapping and engagement. Crisis management. Measuring stakeholder value.</p>
2 <sup>nd</sup> Year (Term VI)	<p>Integrated Projection completion.</p> <p>Ongoing projects for students are on 1. customer segmentation of electric vehicles 2. devising business plans based on garment industry value chain and capacity building of under-served women entrepreneurs. 3. Market penetration strategy for FMCG products. 4. GHG accounting and management for a chemical company. 5. Study on enhancing existing battery technologies for solar industry 6. Developing cost effective solution for rural electrification. 7. Designing supply chain model for community outreach. 8. Feasibility study of renewable energy mix scenarios. In addition, students would take three courses based on their preferences.</p>		

# LEARNING

## Outside Classroom

The fully residential program enables participants to take a holistic approach to augment their learning outside the classroom. Participants are compulsorily devoting 45 Hours outside the classroom in completing industry driven projects spanning 9 months & 1.5 credits. The diversity and collective experience of the participants are strong enablers that facilitate continuous mutual learning and growth, both as individuals and as team members. The close-knit group of participants ensures that group learning as a process is conducted effectively. The students participate actively in the institute clubs to pursue their interests and more importantly evolve as individuals with a mind and a heart. Students are the sole organisers of social events like Shubharambh (Freshers), Dandia night, Ganpati visarjan, farewell etc. They organise these events with students of other programs which further expose them & improve group dynamics, team management & organisational skills.



# Leadership

## Talk Series

At IIM Lucknow– Noida Campus, a series of guest lectures by distinguished business leaders, policymakers, and eminent entrepreneurs that take place throughout the year. It is a student-driven activity that presents them with a great opportunity to engage with thought leaders and visionaries on a rich vein of subjects; varying from complex leadership and strategic business challenges to the social impact of corporations, from success and failure stories to nation-building deliberations. It helps to bridge the gap between the classroom learning and the real-world business problems through experts. Every session enriches the perspective of the class on emerging trends and contemporary issues of the global business world. This section helps to create a path between the academia and industry, through which young generations forge a connect and later become solution providers for the worldly issues.

## Prominent LTS speakers

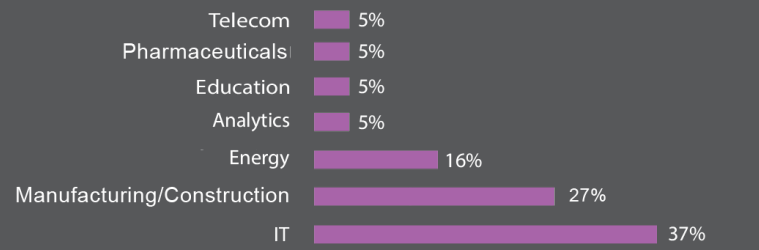
Mr Shankar Venkateswaran	Chief-Tata Sustainability Group, Tata group
Mr. Sudipta Das	National Leader and Partner, Climate Change and Sustainability services, Ernst & Young
Mr Surojit Bose	Director at PricewaterhouseCoopers , Environmental Services
Mr Manpreet Singh	Director at KPMG, Climate Change, Sustainability and CSR Services
Mr Nitin Gupta	Co-Founder & CEO Attero
Mr Sachin Joshi	Director at CI-ITC Centre of Excellence for Sustainable Development
Mr. Arvind Mahajan	Counsel to CEOs and Boards(Partner & National Head Energy, Infrastructure & Govt; Senior Independent Director on KPMG Board)
Mr Tapan Singhel	MD & CEO, Bajaj Allianz General Insurance Group
Mr. Amit Singh	Director, PwC Advisory
Mr. S N Sahoo	Jt. Secretary (Rajya Sabha)
Dr. Mritunjay Chaubey	Global Vice President – Environment & Sustainability ,UPL
Ms. Rama Sivaraman	Global Head IVS & Chief Operating Officer, Polaris Consulting & Services Ltd.
Mr. Manish Singhal Head	Business Development (EPC), Mahindra Sustain
Dr. Alind Rastogi	Chief Forest Officer & ED (Environment & Ash Utilization Department), NTPC
Dr. Pradip Kumar Sarmah	Founder, Rickshaw Bank
Mr. Himadri Banerji	MD, EcoUrja
Mr Saunak Saha	Director- Advisory Services, E&Y
Mr. Vibhav Nuwal	Director and Co-founder at REConnect Energy Solutions
Mr Vinod K Kala	MD and Founder Emergent Ventures India
Mr. Vikas Mehra	Program Director ,HSBC Hong Kong
Mr. Abhishek Singh	Head of Sales (Asia), EdgeVerve
Mr Anshu Gupta	Founder Director at GOONJ
Mr Vikas Kalra	Section Head (Inbound Logistics and Supply Chain), Hero MotoCorp Ltd
Mr Vivek Malewar	Manager Trust & Safety, Google
Prof. Sudhanshu Rai	Director Indian Relations, Asst Professor department of Innovation in Emerging Economies, Copenhagen Business School
Dr. Rishikesh Naik	VP Group Sustainability, ABG
Dr. Sudhansu Pathak	Head, HRD & Culture, LG Electronics India
Mr. Jarnail Singh	India Director, The Climate Group
Mr. Abhishek Ranjan	Global Head, Sustainability, Brillio Technologies
Mr. Ashish Kulkarni	India Business Lead, Ricardo Energy and Environment
Mr. Narayanan PV	CSR Leader South Asia - GE India
Mr. Vinod Malhotra	Author of books related to Bhagwadgita
Col. Prakash Tewari (Retd.)	Executive Director - CSR, DLF Ltd.
Mr. RV Yadav	DGM - Projects (Solar) at ReNew Power
Ms. Rubina Sen	Senior Coordinator, Regional Hub South Asia, GRI
Dr. Ravi Segal	Business Leader, GE Energy Consulting, ASEAN & China
Dr. Rishikesh Naik	VP Group Sustainability, ABG
Kusuma Gopinath	HR, Mu-SigmaInc



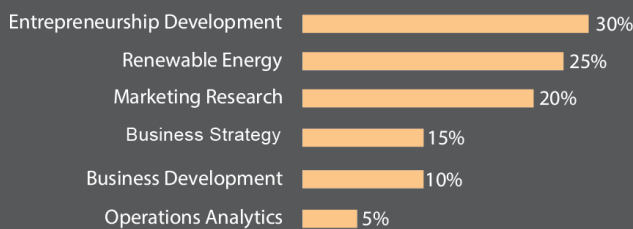
# INTEGRATED PROJECT

The Students have a mandatory requirement of doing an Integrated Project with the industry for 9 months during their Second year. The students of the 2015-2017 batch have a work experience of 4.5 years in different industries, Integrated Project adds to their skills and makes them holistic leaders with the potential to be recruited as mid-level managers. Some of the organizations with which students have worked in the past are – American India Foundation (AIF), Tata Sustainability Group, World Bank, GE, Vikram Solar, Valluri Technology and Vedanta.

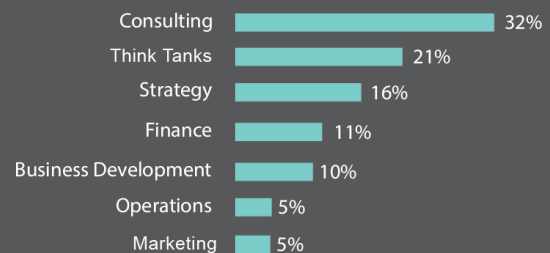
## Industry Experience 2016-18



## Integrated Project Details



## Summer Roles Offered in 2016



## International Immersion

The concept of sustainability mandates a 'Glocal' perspective which includes an in depth understanding of localized risks and challenges as well as a unified global strategy to strive towards holistic development. The international immersion module sensitizes the participants towards the best practices and robust administrative structures which exist in countries like Sweden and Denmark which are considered pioneers of sustainable development. A two-week sojourn in world renowned institutions like Linnaeus University, Aalborg University and Copenhagen Business School is aimed at enriching the experience of a meaningful immersion.

The rigorous academic schedule is highly complemented with a conscious and deliberate industry interaction with experts from organizations such as IKEA of Sweden, Dong Energy, Rockwool and Volvo which are Industry benchmarks for sustainability in their respective sectors. Moreover, the participants actively engage with local municipal bodies and citizen groups who are often instrumental in bringing about behavioural changes in society towards sustainable living. The programme also creates a platform for cultural exchange among participants and the local community.

*"International immersion showcased the role of community, policy, infrastructure and governance in establishing a conducive environment for sustainable development. This transcendental experience oriented us towards our pursuit with a 'Glocal' perspective"* - **Jayakarthiskeyan E M, Batch 2015-17, Tata Trusts**

*"The foreign immersion to 2 renowned universities had exposed us to a multicultural environment & enriched our understanding of sustainability in Scandinavian countries. Insightful interactions with Industry representatives from Ikea, Dong Energy and Volvo, has overwhelmed us with the nuances of an end to end implementation of sustainability."* – **Annu Manuel, Batch 2016-18, II Year Student**



## Batch Profile 2016-18

## AKSHAY PILANI



A result oriented analytics professional, Akshay has worked in Utilities and Insurance domain with a keen ability to develop impactful insights, devise business strategies and streamline processes. He has rich experience in carbon management.

**B.E (Electronics and Communication Engineering),  
Delhi College of Engineering**

**Previous employer(s)** – Exl Services Pvt Ltd, Genpact India

**Role(s)** – Senior Business Analyst, Consultant

**Experience** – 3 years

**Key Skills** – Energy Management and GHG Accounting, Business Analytics, Strategy and Consulting, SAS, Spotfire and VBA

**Summer Internship** – CSTEP

Developed time-series based GHG emissions inventory of India's transport sector for GHG Platform India. Scope of work included data collection, developing methodologies for fuel allocation, studying sub national GHG calculation methods, analysing data and understanding scope for further studies.

**Integrated Project** – GHCL

Working on developing GHG Management system at GHCL level serving as a guide to companies' future growth projections. Also working on developing an effective communication strategy for sustainable product innovations in home textile division.

## AMAN JAIN

Aman, a Solar Energy Professional, has experience in Project Commissioning and Product Development with an ability to work in agile environment. A Synergist in the team, he worked for the cause of 'Skill India' and holds keen interest in carbon management.

**B. Tech (Electronics Engineering), Harcourt Butler Technological  
Institute, Kanpur**

**Previous employer(s)** – L&T Construction

**Role(s)** – Senior Engineer

**Experience** – 3 years

**Key Skills** – Business Development, Operations Management, Product Development

**Summer Internship** – Mahindra & Mahindra Ltd.

Developed a repository of Future Trends & Technologies to identify new business opportunities and drive Business Sustainability. A crowdsourcing campaign is launched within the organization as part of the project to engage employees in this mission.

**Integrated Project** – American India Foundation

Devising business plans based on garment industry value chain for under-served women in Noida region. Designing simplified learning modules to equip these women entrepreneurs with the basic knowledge of legal, financial and digital concepts.





Technocrat with 3+ years of experience. Strong affinity towards marketing and developmental organizations. Experienced in building sales distribution networks for responsibly produced FMCG products. Interested in Smart Cities, and building a better future.

**B.Tech (Computer Science and Engineering), Mar Athanasius College of Engineering, Kothamangalam**

**Previous employer(s)** – Oracle India Pvt. Ltd.

**Role(s)** – Applications Engineer

**Experience** – 3 years

**Key Skills** – Sales, Marketing, Marketing communication, Product Development and Maintenance, Marketing research, Stakeholder management, Negotiations, Social media marketing, Customer Relationship Management, Team Management.

**Summer Internship** – Mrida Group

Deep dived into marketing and promotion of green FMCG products for Mrida Group. Also worked on their CSR policy. Activities included designing communication strategy with partner ad agency, building an influencer network to advocate the products and building social media strategy.

**Integrated Project** – Mrida Group

Working on penetration of Indian market and the US market for Mrida's products. Also working on robust pricing strategy and brand building in rural areas and colleges.

Ashish has rich experience in operations, procurement, inventory control, stakeholder management and EHS management. He has worked as a volunteer for Swachh Bharat Abhiyan. He aspires to make businesses prosperous, responsible and sustainable.

**B.Tech. (Mining Machinery Engineering), IIT (ISM) Dhanbad**

**Previous employer(s)** – Coal India Ltd.

**Role(s)** – Deputy Manager (Excavation)

**Experience** – 5 Years 11 months

**Key Skills** – Stakeholder Management, Sustainability Reporting (GRI-G4), Supply Chain, Operation and Maintenance, EHS Management, People Management

**Summer Internship** – KPMG

Contributed to projects related to responsible business, sustainability reporting (GRI-G4), responsible consumption (agrochemical usage), climate change investment plans (SAPCC) and waste management. Scope of work included supply chain analysis, product development and content development.

**Integrated Project** – American India Foundation

Mentoring of 40 under-served women under “Entrepreneurship Development Program” in Noida region. Designed simplified learning modules to help selected candidates in learning English and trade-related legal, financial, accounting & digital concepts.





## BHARAT WADHWA



Bharat has worked with Telecom and Cloud Computing clients in Business Intelligence domain. His work helped in decision making and forecasting. He is versatile and is a fast learner. He plays volleyball, snooker, tabla (instrument) in his free time.

**B.Tech. (Electronics and Communication), JAYPEE University of Information and Technology, Solan**

**Previous employer(s)** – Accenture Pvt Ltd

**Role(s)** – Software Engineer

**Experience** – 3 years 3 months

**Key Skills** – Data warehousing, Business Intelligence, Team building

**Summer Internship** – Biome Environmental Solutions Pvt. Ltd.

Developed a Financial model estimating the cost of treated water from different STPs. Estimated Supply and Demand of water in a layout and performed cost benefit analysis. Created a repository of shallow aquifers in Bangalore, helpful in finding economical alternatives for Cauvery water.

**Integrated Project** – GHCL

Materiality assessment (GRI G4) of stakeholder requirements, to develop a sustainability framework for GHCL, useful in devising group level strategy. Also developing a communication strategy of the sustainability innovations for the Textile division.

## HARSHA VARDHAN AMPILI

Harsha has work experience in IT sector as Senior Programmer. He has expertise in SAP HCM and worked at various levels of product development, maintenance and support. He is ITIL v3 certified and recognized as best performer by client and employer. He is creative, sportive and a good team player.

**B.Tech. (Electronics and Telecommunication Engineering), Vellore Institute of Technology, Tamil Nadu**

**Previous employer(s)** – Accenture Pvt Ltd

**Role(s)** – Senior Software Engineer

**Experience** – 3 years 9 months

**Key Skills** – SAP HCM, Project Implementation, Team building

**Summer Internship** – Tata Sustainability Group

Worked in developing corporate guidelines to embed sustainability into Tata businesses. The work includes CSO engagement to perform feasibility analysis, develop business case for management and design content structure for implementing the strategy.

**Integrated Project** – Fortum India Pvt Ltd.

Working on a research project to do a customer segmentation for Electric car sector in NCR region. The objective of the study is to identify stakeholders for EV charging stations, understand their requirements and challenges and do segmentation.



## HIMANSHU SHEKHAR DIWEDI



A disciple of hard work and innovation with an ability to step up, Himanshu has 2 yrs of experience in marketing division of a pharmaceutical firm. He significantly improved revenues and company's market position. He is passionate about trading.

**B.A. (Sociology and Political Science) M.A (English Litt.),  
M.J.P. Rohilkhand University, Bareilly U.P.**

**Previous employer(s)** – Aditya Medicoase

**Role(s)** – Supervising Manager

**Experience** – 2 years

**Key Skills** – Marketing Skills, Communication Skills, Team Management

**Summer Internship** – Mrida Group

Worked on making a business plan for the expansion of rural development business of Mrida Renergy & Development Pvt. Ltd. in different parts of the country. Identified and recommended top Venture capitalist firms funding social businesses in India as well as abroad.

**Integrated Project** – JSD Electronics India

Developing business plan for the product GPS Box, initially targeting the NCR region. Designing cost effective solution of vehicle tracking and theft control for low income vehicle owners.

## KONAGALLA RANJITH

Ranjith has 4.5 years of experience in manufacturing sector. He served as an internal auditor in his previous organization. He is good at vendor development, contractor control and negotiation skills. His interests are reading books and current affairs.

**B.Tech. (Chemical Engineering), National Institute of Technology (NIT),  
Warangal**

**Previous employer(s)** – Cromandel International Ltd., Hindustan Zinc Limited

**Role(s)** – Materials manager, Logistics Manager, Operations

**Experience** – 4 years 4 months

**Key Skills** – SAP-PP & MM modules

**Operations** – Production, QC & shop floor management

**Materials** – JIT services, Inventory management

**Summer Internship** – Biocon

Worked on projects: (a) Analysis of raw material procurement planning (worth Rs. 600 cr. per annum) and report the findings along with recommendations to improve planning. (b) Analysis of vendors involved in the supply of consumables (worth Rs.100 cr. per annum) and report findings and recommendations.

**Integrated Project** – Vikram Solar

Studying on existing energy storage (battery) technologies and supply chain practices in the Renewable energy sector. The scope also includes developing a sourcing strategy to promote better energy storage technologies.



## MANISH YADAV



Manish has worked on project development & project execution of hydroelectric projects at L&T. With 3.2 years of experience in power sector, he has learnt the techno-commercial aspects of business. He is interested in renewable energy and social sector.

**B.Tech. (Electrical Engineering), National Institute of Technology (NIT), Silchar**

**Previous employer(s)** – Larsen & Toubro

**Role(s)** – Senior Engineer

**Experience** – 3 years 2 months

**Key Skills** – Project Development & Project Management

**Summer Internship** – CSTEP

Worked in the project “High Renewable Energy and Storage Roadmap” and was involved in the study of utilisation of hydroelectric power for intermittency management of renewable energy.

**Integrated Project** – American India Foundation

Working on entrepreneurship development of 40 under-served women in Noida. Scope includes development of business plans based on garment industry value chain and designing simplified learning modules to help these women learn business skills.

## PRABHAT KUMAR

With 3.5 years of experience in EPC sector, Prabhat has learnt the techno-commercial aspects of business. He was responsible for project management where he worked extensively for energy efficiency. Interested in content writing and sports.

**B. Tech. (Mechanical Engineering), Siddaganga Institute of Technology, Tumkur**

**Previous employer(s)** – Larsen & Toubro

**Role(s)** – Senior Design Engineer

**Experience** – 3 years 6 months

**Key Skills** – Proposal Engineering, Contract Management, Project Management, Content Writing

**Summer Internship** – PwC

Developed metric to determine focus regions for assessing Environmental and Social (E&S) capabilities to cater to E&S impacts of road infrastructure development projects. Identified leverage areas to mitigate River Ganga pollution due to tanneries in Kanpur region by using value chain analysis.

**Integrated Project** – GE - Energy Consulting

Feasibility study of RE (renewable energy) mix scenarios to find economically viable solution for defined target in Tamil Nadu. The scope of study is development of multiple scenarios such as high load with low or high RE with different energy mix.



## PRAJAKTA SARAPH



Prajakta has 4 years of experience in handling design & operations of distillery, improving energy efficiency and resource planning. Equipped with techno-managerial skills, she is passionate about renewable energy and aspires to work in energy domain.

**B.E (Chemical Engineering), BITS Pilani, Goa Campus**

**Previous employer(s)** – Praj Industries Ltd.

**Role(s)** – Assistant Manager

**Experience** – 3 years 11 months

**Key Skills** – Project Management, Project Finance, Resource Efficiency, Operations Management, Team Management

**Summer Internship** – CSTEP

Developed financial model for renewable energy developers (wind, small hydro, solar thermal & photo-voltaic), by reviewing CERC/SERC guidelines, state renewable energy policies and tariff plans. Prepared a compendium of state-wise solar rooftop policy to be integrated in customized financial model.

**Integrated Project** – GE - Energy Consulting

Developing cost effective solution for rural electrification in India. Scope includes study of energy policies and financial infrastructure needed. Solutions to be designed based on optimal renewable-energy mix for different geographies across India.

## PRANAY CHAPLE

Pranay has experience in Consulting and Project Management. With expertise in Business Development & solutions for Smart Cities, he is currently involved in projects on RE Solutions & Strategy. He is a quick learner and likes to stretch boundaries.

**B.E (Electronics & Telecommunication), Yashwantrao Chavan College of Engg**

**Previous employer(s)** – TCS, Larsen & Toubro Infotech

**Role(s)** – Systems Engineer, Associate Consultant

**Experience** – 5 years 7 months

**Key Skills** – Project Management, Business Development, Sustainable Strategies and Consulting, Customer Relationship Management, Product Development (Software)

**Summer Internship** – Valluri Technology Accelerators Pvt. Ltd (VTA)

Created technology architecture for smart city proposals, engaged with partners and drafted the technical bid document. Identified strategic areas and gathered data for developing analytical and modelling toolkit. Represented VTA at Oracle One World Expo and created new business opportunities.

**Integrated Project** – GE - Energy Consulting

Analysing renewable energy-mix scenarios across different geographies of Indian villages and strategizing low-cost, sustainable solutions for rural electrification. Scope includes load profiling, topographic survey and study of energy policies.



## RANJIT CALANGUTKAR



Ranjit has an experience in product development and design (Educational courses), he has been into Marketing & Sales of educational courses along with training and mentoring students for various aptitude tests. He is also an avid traveler.

**B.E. (Information Technology), Sardar Patel college of engineering, Mumbai University**

**Previous employer(s)** – T.I.M.E Mumbai, MT Educare Ltd

**Role(s)** – Product Head, Centre Manager, Lecturer

**Experience** – 8 years

**Key Skills** – Business Development, Carbon Neutrality, Product Marketing & Sales, Training & Mentoring, Team Management, Number Crunching

**Summer Internship** – Mahindra & Mahindra Ltd.

Developed Carbon Neutrality Plan for Mahindra Group consistent with PAS2060 standards. Built roadmap to achieve CN (short and long term) in line with the RPO, INDC, EP-100 & RE-100 commitments. Also provided a financial model, strategic feasibility and implementation structure of the plan.

**Integrated Project** – Fortum India Pvt Ltd.

Conducting Market Research for understanding the electric vehicle market in NCR and performed segmentation of prospective customers as a part of a feasibility study for setting up infrastructure for electric vehicle charging stations.

## RAVI ATAL

Atal has over 5 years of experience in cement sector and was involved in operations management & project management. In spite of being ISTJ, he relishes working in teams and is very passionate about wildlife.

**B.Tech. (Mechanical Engineering), IIT (ISM) Dhanbad**

**Previous employer(s)** – ACC Cement

**Role(s)** – Preventive Maintenance Manager

**Experience** – 5 years 11 Months

**Key Skills** – Marketing research, Supply chain, GRI G4 Reporting, Operations Management, Project Management, Inventory optimization, Team management, SAP (PM and MM)

**Summer Internship** – UPL Ltd

Developed a 3x3 Value-Risk matrix for mapping of suppliers and prepared sustainable sourcing strategy based on that. Performed Gap Analysis and accordingly collaborated in development of sustainable development plan and firm's first sustainability report (GRI G4).

**Integrated Project** – Fortum India Pvt Ltd.

Market research to identify concerns of customers in NCR about electric cars & their segmentation on the basis of propensity to adapt as a part of the feasibility study for investment in infrastructure for electrical vehicles.



## SAYYED GULZAIB MIYAN



Gulzaib has experience of 3 years in the field of building design at Thornton Tomasetti. Besides, he worked as a green champion securing environmental improvements for his office. Playing football, basketball and self care are his favourite pursuits.

**B.Tech (Civil Engineering), National Institute of Technology (NIT), Trichy**

**Previous employer(s)** – Thornton Tomasetti Inc.

**Role(s)** – Senior Engineer (Structural engineering department)

**Experience** – 2 years 11 months

**Key Skills** – Risk assessment - Scenario Planning, Training and development, Building structural analysis and design

**Summer Internship** – PwC

Developed metric to determine focus regions for assessing Environmental and Social (E&S) capabilities to cater to E&S impacts of road infrastructure development projects. Identified leverage areas to mitigate River Ganga pollution due to tanneries in Kanpur region by using value chain analysis.

**Integrated Project** – American India Foundation

Actively working in development and implementation of business plans for 40 under-served women in Noida region. Designed and simplified learning modules to help the women entrepreneurs learn basic english, legal, financial and digital concepts.

## SHASHI KANT

Product development professional (Cloud, Big Data & Enterprise platform) with entrepreneurial experience across 2 start-ups. A state level sportsperson (TT, Cricket), Shashi wants to bridge technology & sustainability tenets for a smarter ecosystem.

**B.Tech (Electrical and Electronics Engineering), National Institute of Technology (NIT), Calicut**

**Previous employer(s)** – Oracle India Private Limited

**Role(s)** – Senior Member Technical Staff

**Experience** – 5 years

**Key Skills** – Consulting (Climate Change & Sustainability Services), Stakeholder Negotiations, Web-Technologies, Databases, Big Data Appliance, Product and Application Development (JAVA, J2EE)

**Summer Internship** – KPMG

Worked on live projects involving business development, waste management, qualification pack development (roles in green sector) & industry benchmarking for sustainability reports (GRI G4). Performed SWOT & gap analysis for climate change resilience of a few industries to develop KPMG solution suite.

**Integrated Project** – American India Foundation

Actively working on entrepreneurship development of 40 under-served women in Noida. Designed simplified learning modules to help these women learn basic english, legal, financial, digital concepts and acquire the technical expertise to run a business.



## SHASHI PRAKASH



Shashi has 3.6 years experience in product development in R&D. He has put dedicated efforts in bringing impactful ways of improving the quality of product. He has ability of organising events. He is a sport enthusiast and Indian politics interest him.

**B.Tech (Computer Science and Engineering), National Institute of Technology(NIT),Patna**

**Previous employer(s)** – Alcatel-lucent India Private Limited

**Role(s)** – Technical Lead

**Experience** – 3 years 8months

**Key Skills** – Web-Technologies, Product and Application Development

**Summer Internship** – UMTC

Developed business model for smart parking system in Indore and Kochi, Designing journey planner application for end to end connectivity in “GIFT” City. Identifying key development areas and expense requirement for Kanpur and Chandigarh smart city planning in Information and communication technology.

**Integrated Project** – Aravind Eye Care System

Designing an effective spectacle supply chain model for community outreach programme of Aravind Eye Care System using Artificial Intelligence so that no patient would get left behind without spectacle in its outreach programme.

## SHIVAM TIWARI

Shivam has over 3 years of experience in IT industry with exposure to application development and maintenance. He has a detail-oriented approach. He likes to interact with people, a sports enthusiast and has a passion for swimming.

**B.Tech (Manufacturing Technology), JSS Academy of Technical Education, Noida**

**Previous employer(s)** – Infosys Limited

**Role(s)** – Systems Engineer

**Experience** – 3 years 1 month

**Key Skills** – BizTalk, Sharepoint

**Summer Internship** – Mahindra & Mahindra Ltd.

Developed system design of enterprise sustainability software (SoFi). Created a project plan which demonstrates the deadlines and allocation of work for different business units. Was involved in the study of stakeholders concerns so as to get their buy in for smooth transition to SoFi.

**Integrated Project** – Fortum India Pvt Ltd.

Working on a research project to identify concerns of fleet operators (Ola, Uber) in NCR about electric cars & their segmentation on the basis of willingness to adapt as a part of the feasibility study for investment in infrastructure for EVs.



## UDHAYA KUMAR



Udhaya has 47 months of experience in IT industry, where he was involved in product development, support and maintenance. He has an analytical approach towards solving problems. He loves playing cricket and badminton.

**B.E (Computer Science and Engineering), Karpagam College of Engineering/Anna University**

**Previous employer(s)** – Infosys Limited

**Role(s)** – Senior Systems Engineer

**Experience** – 3 Years 11 Months

**Key Skills** – SAP PI, Java, C# and Web-Technologies

**Summer Internship** – Biome Environmental trust

Developed financial model to estimate the cost of treated water from STP. Estimated demand and supply of various sources of water and performed cost benefit analysis. Build a repository of shallow aquifers that needs to be rejuvenated which will provide new business opportunities.

**Integrated Project** – GE - Energy Consulting

Feasibility study of renewable energy mix scenarios to determine an economically viable solution for a defined target in Tamil Nadu. Scope of the study includes identification of suitable energy mix and financial infrastructure needed.

## Sustain-e-sense

2016

**S**ustain-e-sense, our flagship business sustainability fest that brings together industry bigwigs in a unique endeavour to understand the sustainability challenges faced by businesses, devise solutions and engage in an augmented shared learning experience propelling towards a sustainable future. Various conclaves, conferences and contests like CSO conclave, Perna awards for SME's, Samvad, alum meet and Cyclathon spanned across the 2-day event. It acts as a robust platform for the batch to draw inspiration; guidance, seeking to build sustainability into the core fabric of a business vision, mission and strategies.





# OUR FACULTY

## Agribusiness Management

### Kriti Bardhan Gupta

Fellow Indian Institute of Management (IIM) Ahmedabad, India

### Maya Kant Awasthi

Ph.D.G. B. Pant University of Agriculture and Technology, Pant Nagar, India

### Sanjeev Kapoor

Ph.D.G. B. Pant University of Agriculture and Technology, Pant Nagar, India

### Sushil Kumar

SSHRC Post-Doctoral Fellow, Ph.D. University of Toronto, Canada

## Business Communication Group

### Neerja Pande

Ph.D. University of Lucknow, India

### Payal Mehra

MBA, Ph.D. University of Lucknow, India

## Business Environment Group

### Chandan Sharma

Ph.D. University of Delhi, India

### D. Tripathi Rao

Ph.D. University of Mumbai, India

### Hrushikesh Panda

Ph.D. Delhi School of Economics, University of Delhi, India

### K.G. Sahadevan

Ph.D. University of Hyderabad, India

### Kaushik Bhattacharya

Ph. D. Indian Statistical Institute, India

### Sangeeta D. Misra

Ph.D. Indian Institute of Technology (IIT) Kanpur, India

### Sanjay Kumar Singh

Ph.D. Indira Gandhi Institute of Development Research (IGIDR) Mumbai, India

### Debdatta Pal

Fellow Indian Institute of Management Ahmedabad.

### Somdeep Chatterjee

Ph.D. University of Houston, USA

## Business Sustainability

### Ashish Aggarwal

M.Phil. University of Cambridge, England

Ph.D. University of Manchester, England

## Decision Sciences Group

### Abhijit Bhattacharya

Ph.D. Indian Institute of Technology (IIT) Kharagpur, India

### Bhaha Krishna Mohanty

Ph.D. Indian Institute of Technology (IIT) Kharagpur, India

### Gaurav Garg

Ph.D. Indian Institute of Technology (IIT) Kanpur, India

### Sonia

Ph.D. Indian Institute of Technology (IIT) Delhi, India

### Y.K. Agarwal

Ph.D. Case Western Reserve University, Ohio, U.S.A.

### Garima Mittal

Ph.D. University of Delhi, India

### Kaustav Banjeree

Ph D from University of Calcutta

### Jyotirmoy Dalal

Ph.D. from the department of Industrial and Systems Engineering of Texas A&M University (College Station, Texas, U.S.A.).

## Finance & Accounts Group

### A. Vinay Kumar

Ph.D. Osmania University, Hyderabad, India

### A.K. Mishra

Ph.D. Banaras Hindu University (BHU), India  
Fellow IFCI

### Ajay Garg

Fellow Indian Institute of Management (IIM) Bangalore, India

### Alok Dixit

Ph.D. Indian Institute of Technology (IIT) Delhi, India

### M. Karmakar

Ph.D. University of North Bengal, India

### Madhumita Chakraborty

Ph.D. University of Delhi, India

### Prakash Singh

Ph.D. Birla Institute of Technology & Science, Pilani, Rajasthan, India

### S.C. Bansal

Ph.D., Delhi School of Economics, University of Delhi, India

### Seshadev Sahoo

Ph.D., Indian Institute of Technology (IIT) Kharagpur, India

### Vipul

Ph.D. University of Lucknow, India

### Vikas Srivastava

Ph.D. Aligarh Muslim University, India

### Mrityunjay Tiwary

FPM, IIM Bangalore

## Human Resource Management Group

### Ajay Singh

Ph.D. Jawaharlal Nehru University (JNU), New Delhi, India

### Archana Shukla

Ph.D. Indian Institute of Technology (IIT) Kanpur, India

### Debashis Chatterjee, 1964

Ph.D. Pune University, India  
Senior Fulbright Fellow, Harvard University  
ACC Research Fellow, IIM Kolkata

### Himanshu Rai

Fellow Indian Institute of Management (IIM) Ahmedabad, India

### Pankaj Kumar

M.Phil., Ph.D. University of Delhi, India

### Pushendra Priyadarshi

Ph.D. University of Delhi, India

### Shailendra Singh

Ph.D. Indian Institute of Technology (IIT) Kanpur, India

### Nishant Uppal

Fellow Indian Institute of Management (IIM) Indore, India  
IT & Systems Group

### Amit Agrahari

Fellow XLRI- Xavier School of Management, Jamshedpur, India

### Arunabha Mukhopadhyay

Fellow Indian Institute of Management (IIM) Calcutta, India

### Ashwani Kumar

Ph.D. Indian Institute of Information Technology and Management, Gwalior, India

### Bharat Bhasker

Ph.D. Virginia Polytechnic Institute & State University (Virginia Tech), U.S.A.

### Pradeep Kumar

Ph.D. Hyderabad University, India

### Vivek Gupta (Sr. Research Associate)

M.Tech. Indian Institute of Technology (IIT) Delhi, India

## Marketing Group

### Amit Mookerjee

Ph.D. Mohanlal Sukhadia University (MLS), Udaipur, India

### Anirban Chakraborty

Fellow Indian Institute of Management (IIM) Bangalore, India

### Anita Goyal

Ph.D. Jamia Millia Islamia University, New Delhi, India

### Ashish Dubey

Ph.D. Indian Institute of Technology (IIT) Bombay, India

### Devashish Das Gupta

Ph.D. Dr. B.R. Ambedkar University, Agra, India

### Prem Prakash Dewani

Fellow Indian Institute of Management (IIM) Ahmedabad, India

### Moutusi Maity

Ph.D. University of Georgia, Athens, GA, U.S.A.

### Rajeev Kumra

Ph.D. GGS Indraprastha University, Delhi, India

### Rajesh Aithal

Fellow Institute of Rural Management Anand, Gujarat, India

### Satish S.M

Ph.D. Indian Institute of Technology (IIT) Madras, India

### Satya Bhusan Dash

Ph.D. Indian Institute of Technology (IIT) Kharagpur, India

### Sameer Mathur

Ph.D. Tepper School of Business, Carnegie Mellon University, Pittsburgh, PA., U.S.A.

## Operations Management Group

### K.N. Singh

Ph.D. Asian Institute of Technology, Bangkok, Thailand

### Omkarprasad S. Vaidya

Fellow National Institute of Industrial Engineering (NITIE), India

### R.K. Srivastava

Ph.D. Virginia Polytechnic Institute & State University (Virginia Tech), USA

### S. Venkataramanaiah

Ph.D. Anna University, Chennai, India

### Samir K. Srivastava

Fellow Indian Institute of Management (IIM) Lucknow, India

### Sushil Kumar

Ph.D. Indian Institute of Technology (IIT) Delhi, India

### Indranil Biswas

Fellow Indian Institute of Management (IIM) Calcutta, India

### Suresh Kumar Jakhar

Ph. D. Indian Institute of Technology, Roorkee  
Strategic Management Group

### Amita Mital

Fellow Indian Institute of Management (IIM) Lucknow, India

### Ashutosh K. Sinha

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### M. Akbar

Ph.D. Jawaharlal Nehru University (JNU), New Delhi, India

### Neeraj Dwivedi

Fellow Indian Institute of Management (IIM) Lucknow, India

### Sabyasachi Sinha

Fellow Indian Institute of Management (IIM) Ahmedabad, India

### Krishan Chandra Balodi

Fellow Indian Institute of Management (IIM) Indore, India

### Anadi Saran Pande

Ph.D. University of Lucknow

### Kshitij Awasthi

FPM IIM Bangalore

## Legal

### Dharmendra S. Sengar

L.L.D. University of Lucknow, India and  
Post Doc. Shastri Fellow,  
University of Calgary, Canada;  
Post Doc. Fulbright Fellow, George  
Washington University, Washington, USA

# PLACEMENT PROCESS

Institute conducts Rolling Recruitment Process (RRP) for students pursuing the Post Graduate Program in Sustainable Management. The Rolling Recruitment Process is designed to ensure that both the students and the recruiters make informed career choices and recruitment decisions respectively. The Student Placement Committee handles the entire placement process, which includes corporate interactions, pre-placement processes, and activities during the placement process under the supervision of the Faculty coordinators.



## Pre-Placement Talks

The Pre-Placement Talk (PPT) enables companies and students to interact with each other. The representatives from companies share key aspects of their firm, work environment, and growth opportunities. A typical PPT session is scheduled for 60 minutes followed by a 15-minute-long Q&A session. This year companies can plan to visit the Noida campus for pre-placement talks from 01st November 2017 onwards.

## Application and Shortlists

In response to job descriptions floated by companies, interested students apply through the Placements Office, managed by the Student Placements Team. A detailed resume is submitted by the students as part of the application process. On the basis of student applications, companies are required to send shortlists to the Placements Office at least a week prior to their final placement interviews.

## Placement Interviews

The final placement process is conducted over a period of time beginning from 1st of December. Companies are encouraged to visit the campus for conducting the placement process. Companies can also take advantage of our state-of-the-art video conference facilities and interview rooms in case if they are unable to visit the campus. Companies are requested to inform the Student Placement Committee their travel plan in advance in order for the committee to make necessary hospitality arrangements at our end.

## Offers and Acceptance

The company can make an offer to the student after the final interview. For an offer to be valid, it should include details of role, location, remuneration, and other relevant terms and conditions required by the candidate to make a decision. The offer is communicated by the company to the Placements office, which in turn communicates it to the selected student. The acceptance of an offer is governed by placement rules of PGPSM which are framed at the beginning of the academic year and may vary from year to year.

### Important Dates

Pre-Placement Talks for the current batch commences from 1st November 2017 onwards

Final interviews start from 1st December 2017 onwards

## INDUSTRY PARTNERS

Accenture | American India Foundation | Azim Premji Foundation | Biocon | Brillio  
Cairn India Limited | Cargill India | CII | E&Y | Energy Efficiency Services Limited  
GIZ India | KPMG | Lavasa | Levidia Infra | Mahindra & Mahindra | McKinsey & Co.  
Mrida Group | Mytrah Energy | PwC | Sattva | Tata Motors | Tata Strive | Tata Sustainability Group  
| Tata Trust | Thinkthrough Consulting | Treeni | Tres Vista | United Phosphorus Limited  
Valluri Technology Accelerators | Vikram Solar | Wipro Earthian | Yes Bank



## LIVE, LAUGH & LEARN at **IIM-Lucknow**

With the alarm clock blaring we wake up with a start, one glance at the clock and it's evident that it's time to dash. It's a race against time the journey from room to the mess, grab a quick paratha or slice of bread butter and jostling through academic block corridors just to make it in time before professor begins with roll call for 8.45 AM class.

And hence commences a long day of healthy discussions via case studies, presentations and roleplays. The 90 mins classes are well structured encompassing both theoretical and practical aspects of the curriculum keeping the students on their toes and compelling them to use their grey cells all the time and all the late-night discussions preparing for the case studies are well paid off with all gaining valuable insights from the diverse experience of the batch.

But all work and no play make Jack a dull boy- and we PGPSMites believe that to the core. After grueling sessions that make our minds work all day long, it's time to unwind and put our bodies to work on the basketball court, tennis court, volleyball court or football field. The entire batch is out and sweating their stress out over games that can be as competitive as a world cup final! A quick snack and tea and everyone is back to rooms for preparing the assignments, projects and surprise quizzes (yes, they exist!). Apart from these routine tasks, there are preparations for various events that pushes everyone to use their organising skills and time management skills to the best.

Hostel life is vibrant with energy; friendships forged that would last a lifetime and birthday celebrations that make you feel like a celebrity with so many people swarming over to wish you and smother with cake!

Amidst all the strenuous deadlines and sleep deprived nights life at IIM Lucknow Noida Campus is a roller coaster ride where every person adds there own flavour to the place and makes it an exhilarating enriching experience to be cherished and valued for life.





**Indian Institute of Management Lucknow** (Noida Campus)

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