

Dear Reader,

India is fast emerging as an economic superpower. The economy recorded a growth rate of 9.1 per cent in the first half of the current financial year, a robust demonstration of its strength. Both industry and services performed better than otherwise expected. Exports have been on the rise, and also employment. Many Indian companies have acquired foreign companies. The explosion of knowledge based industries like software, electronics, etc. have opened up new avenues for Indian entrepreneurial skills.



We at the Institute of Management, Nirma University, are continuously watching these macro economic changes and draw their implications for management education. We are of course, deeply conscious that management education has to be dynamic and has to undergo continuous changes to meet the needs of the corporate world.

At the Institute, we launched our Journal, Nirma University Journal of Business and Management Studies. The first issue of the journal was released on June 23, 2006 at a function held in the Institute where Dr. Balchandra Mungekar, Member, Planning Commission, Government of India was the chief guest. Further, we organized a series of Conclaves on topical themes in which we invited leading practitioners from the corporate world with a view to bridge the gap between current practices and course syllabi. We also held a series of open and in-house training programmes for leading organizations like ONGC, IPCL, etc. Such activities drive us closer to the corporate world. As corporate India is growing, there is an urgent need to build up capacity in human knowledge and skills to meet the growing requirements.

The placements programme at the Institute was a big success. About 50 companies participated in the placement programme and all the 123 students were placed in the first four days itself. The companies belonged to various industry sectors such as telecom, insurance, banking, manufacturing, IT and what more, a public sector undertaking IOC also visited the campus. The highest package offered was Rs. 8.5 Lakhs per annum offered by Accenture. Needless to say, these developments speak volumes about the growing visibility and credibility of the Institute.

The Nirma International Conference on Management (NICOM) is scheduled to be held from January 5-7, 2007. This year, the theme of the conference is "Enhancing Enterprise Competitiveness." About 250 delegates from all over the world are expected to participate.

I would be happy to know your views about Sparsh, and various programmes and activities held at the Institute.

R.G. Nambiar  
Director (In-charge)



*One must forever strive for  
excellence, or even perfection,  
in any task, however small  
and never be satisfied  
with second best*

**- JRD Tata**  
*(My Guiding Principles)*



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H. Anil Kumar  
Shekhar Ruparelia  
Avinash Mamtora

Forum for intellectual stimulation

# The First Annual Nirma University Convocation April 8, 2006



This annual convocation was special as it was the first annual convocation after the formation of Nirma University in 2003. The chief guest for this first annual convocation of the university was Shri Soli Sorabjee, Former Attorney General of India. In addition to conferring various degrees to the students of the Institute of Management, awards were bestowed for academic excellence. The awards included:

## **MBA (Full-time)**

### **I. Overall Scholastic Performance**

Rank I: Saurabh Gheesalal Pushpa Kasat  
Rank II: Nidhi Jalan  
Rank III: Poonam Pratap Vangani

### **II. Scholastic Performance in Finance Specialisation** Saurabh Gheesalal Pushpa Kasat

### **III. Scholastic Performance in Marketing Specialisation** Poonam Pratap Vangani

### **IV. Scholastic Performance in Information Technology Specialisation** Roopavani Majji

### **V. Scholastic Performance in Human Resource Management Specialisation** Kamal Kataria T.

### **VI. Outstanding student** Kamal Kataria T.



## MBA (Family Business & Entrepreneurship)

### I. Overall Scholastic Performance

Rank I: Charu Gemawat  
Rank II: Naveen Parakh  
Rank III: Jinnoni Nirmeetkumar Gautamchand

### II. Outstanding student

Naveen Parakh

## MBA (Part-time)

### I. Overall Scholastic Performance

Rank I: Rikin Mayurbhai Shah  
Rank II: Rajesh Rameshchandra Hudda  
Rank III: Liza Anilbhai Parekh

### II. Scholastic Performance in Finance Specialisation

Rakeshbhai Manilal Patel

### III. Scholastic Performance in Marketing Specialisation

Rikin Mayurbhai Shah

### IV. Scholastic Performance in International Business Specialisation

Rajesh Rameshchandra Hudda

### V. Outstanding student

Rikin Mayurbhai Shah

## Placements 2007

**123 Nirma Grads recruited in a record 4 days!**

The week starting November 27 saw a virtual storm at the Institute of Management, Nirma University with a plethora of companies vying for the 123 students of the batch 2005-07. It was truly an emotionally charged atmosphere with all the highs and lows that are an integral part of any placement week at a top notch B school.

The highest package was 8.5 lakh per annum and the average salary grew a phenomenal 30% from 5.3 lakhs last year to an impressive 6.7 lakhs this year. The recruiters included leading companies representing various sectors of Indian industry.

## Institute Lecture Series

The Institute has been organizing the Institute Lecture Series wherein eminent personalities are invited to talk on topics of current relevance and also interact with the faculty and students of the Institute. In the current period the Institute organized two lectures under this series.

Shri Chandrababu Naidu visited our Institute on November 25, 2005 and delivered the X Lecture in the Institute Lecture Series on the topic "The Emerging Indian Economy: My Vision." He emphasised on the importance of entrepreneurship. He pointed out the yeoman's service done to the country by Shri Dhirubhai Ambani and our very own Dr. Karsanbhai K. Patel.



Dr. Kirit Parikh, Member Planning Commission, Government of India, delivered the XI Lecture in the Institute Lecture Series on the topic "Accelerating Indian Economy" on March 21, 2006. He encouraged the students to aim higher than what the previous generation of businessmen had achieved and make India realise its dream of becoming an economic super power.

## CEO Lecture Series

At Nirma, we believe it is important that the students remain in touch with the industry and so we have CEOs of various corporations addressing students every year. This year the CEO Lecture was delivered by Rajiv C Mody, Chairman and CEO, Sasken Communication Technologies Limited, on October 22, 2005. Mr. Mody spoke on "How to Build the Best Organisation to Work For."



## Institute Seminar Series

The Institute Seminar Series invites various professionals and academicians from round the globe to share their experiences and ideas with the students and faculty.

This year, seminars under this series included:

- Mr. Kamesh Goyal, COO, Bajaj Allianz delivered a talk on November 17, 2005.
- Mr. A P Singh, Sr. Vice President, IPCL delivered a lecture on November 21, 2005 on the topic of "Management of Change in Larger Organizations."
- Prof. Joseph W.J.V. Alexander, Fulbright Professor, University of Colombo visited the Institute on January 24, 2006 and delivered a lecture on the topic of "Intellectual Property Law and its Role in International Business Transaction."
- Mr. Manu Shroff, Former Executive Director, World Bank and former editor, The Economic Times delivered a talk on February 23, 2006 on the topic "Indian Economy: Emerging Trends."

## Executive Club of Ahmedabad (ECA)

The Institute in its endeavor to support and provide a platform for executives from the local industry has been active in organising various activities under the banner of ECA. The activities included:

1. A talk by Prof. Abhijit Bhattacharya of Institute of Management, Nirma University on "Opportunities for Indian Business in South Africa" on February 15, 2006.
2. A talk by Mr. K. B. Agrawal (Negotiations Consultant) on "Tactics and Counter-tactics of Negotiations" on March 24, 2006.
3. A talk by Mr. Ravindra C. Shukla, Asst. Chief Manager, Kalupur Commercial Co-Operative Bank on "Real Time Gross Settlement System of Payments" on April 24, 2006.



4. A workshop by Mr. K. B. Agrawal (Negotiations Consultant) on "Negotiations Skills" was organised during May 8 to 13, 2006.
5. An Interaction with Dr. R. K. Gupta, (Dy. Commissioner, Customs, ICD, Sabarmati) and Mr. N. K. Tiwari (Superintendent, Central Excise Commissionerate, Ahmedabad-II) on July 18, 2006.
6. A talk by Prof. Amar Gargesh (Consultant) on "Creativity in Management" was organised on August 11, 2006.

In addition to these activities the members were invited to participate in Management Conclave, Entrepreneurship Conclave, and HR Conclave organized by the Institute.



## EDP Certificate Distribution Ceremony

A Certificate Distribution Ceremony for the sixth and seventh batches of Executive Diploma Programme was organized on April 11, 2006. Shri Jay Narayan Vyas, Chairman, Saket Projects, and Former Minister, Government of Gujarat delivered the convocation address.

## Inaugural Function of EDP 2006-07 (Eighth Batch)

Inaugural function for the eighth batch of Executive Diploma Programme was held on August 6, 2006. Prof. Pradeep Kandwala, Former Director, IIMA, inaugurated the programme.

The ECA activities were coordinated by Prof. Deepak Danak.



# NICOM 2006

The International Conference, January 2-4, 2006



The Nirma International Conference on Management (NICOM) is an annual event that provides a platform wherein all professionals related to management, from academicians and consultants to practicing managers, can present, exchange and deliberate their ideas on the theme of the conference.

The main theme this year was "Managing Finance and Growth: Emerging Issues and Challenges". It included various sub-themes like Corporate Finance, Financial Services, Capital Markets, Financial Reporting & Corporate Governance and Emerging Trends and Globalization. The event, spanning over three days, i.e., January 2-4, 2006, was inaugurated by Dr. Bakul Dholakia, Director, IIM-Ahmedabad.

Participants in the conference had varied backgrounds and represented various universities and organizations including the Middlesex University, London; Drexel University, Philadelphia, US; Hanyang University, Seoul, Korea; Birla Institute of Technology and Sciences, Pilani; VGSOM, IIT-Mumbai; NITIE, Mumbai; ICFAI Business School; NMIMS, Mumbai; ICFAI School of Public Policy; Amity Business School; Monash University, Australia; the Reserve Bank of India; HDFC Ltd and IFFCO, Kandla.

NICOM 2006 was coordinated by Prof. Chinmoy Sahu and Prof. M. Mallikarjun.



## Anvesh

### The Annual Research Conference: March 18-19, 2006

Anvesh is the Institute's annual conference for doctoral students and motivates them to interact, network and exchange research ideas. One of the main objectives of the conference is to share the ongoing research work in different b-schools, mainly in the doctoral programmes. The theme for this year's Anvesh was "Towards Sustainable Growth: Strategies, Practices and Perspectives" and the conference was inaugurated by Dr. Y. K. Alagh, Professor Emeritus, Sardar Patel Institute of Economic & Social Research Center, Ahmedabad.



## Prayaag 2006

### The Management Conclave August 24-26, 2006

Another important industry interface that the Institute has initiated is Prayaag - the Management Conclave wherein the corporate executives from various domains converge on the Institute of Management campus and share their views on the latest trends in the Indian business arena.

'Transcending the Dominant Paradigm' was the chosen theme for Prayaag '06. The conclave attracted some of the best business minds in the country to speak on sub-themes of Rural Marketing, Brand India, Service Industry Enhancements, the New Tale in Retail, the PR-Advertising chase, Investments in India, Mergers & Acquisitions, IP Protection and Expanding the Scope of Knowledge Services in India.

Some of the distinguished speakers at Prayaag '06 included Mr. Sanjay Aggrawal, Partner - KPMG; Mr. Deepak Taunk, Executive Director GNFC; Rajiv Bagayatkar, Associate Director AC Nielson; Mr. Sawan Godiawala, Director Delloitte Haskins & Sells.

Prayaag 2006 was coordinated by Prof. V.V. Nath.



# VIII MANLIBNET Convention

Technology and Management Trends: Perspectives and opportunities for library professionals

September 18-20, 2006

The Institute of Management organized the prestigious convention wherein about 84 library professionals participated in the convention and they represented leading b-schools like all IIMs, MDI, NMIMS, Welingkar, Great Lakes, MICA, TAPMI, ICFAI, NASSDOC, and so on. The conference attracted professionals from the corporate sector like TCS, TAFE, Grey Worldwide, Hitachi Home Appliances, etc.

In addition to papers, that were 36 in number and published as conference proceedings by Allied Publishers, the convention had invited lectures by leading academicians like Prof. B H Jajoo (IIMA), Prof. Krishna Deva Rao and Prof. Dayanand Murthy (GNLU), Dr. T S Kumbar (DAIICT), Dr. M G Sreekumar (IIM-K) and Shri Shailesh Yagnik (MICA).

The main sponsors for the program were Elsevier India and other sponsors included EBSCO, EMERALD, Taylor & Francis, Allied Publishers, Himanshu Book Centre, Books India, Mahajan Book Depot and ICFAI Press.



## Entrepreneurship Conclave 06

September 1-2, 2006

Realising the importance of entrepreneurship and its relevance in the knowledge economy, the Institute has started organising the Entrepreneurship Conclave. The main objective of the conclave is to expose the students to the entrepreneurial processes and also to make them aware of entrepreneurship as a career choice. The Entrepreneurship Conclave is organised every year with different themes. The theme for Entrepreneurship Conclave '06 was 'The Entrepreneurship Process: Turning a Dream into Reality'.



The conclave was inaugurated by Ms. Gorsii Parekh, CEO, Arraycom (India) who shared her experiences as a woman entrepreneur. Distinguished speakers at the conclave included Mr. Jay Ruparel, COO, Azure Technologies; Mr. Chirag Mehta, CEO, IceNet; . Mr. Chirag Patel, CEO, Net4Nuts; Mr. Deepak Chiripal, CEO, Nandan Exim; Mr. Narendra Somani, Managing Director, Bhagwati Eateries Pvt. Ltd.; Mr. Gourav Jaswal, CEO, Synapse Technologies Ltd.; Mr. Suril Udeshi, CEO, SLANG! and Mr. Janak Parikh, CEO, MH Packaging Pvt. Ltd. The valedictory address was delivered by Ms. Rashmi Bansal, Director, JAM Magazine.

The speakers, between them covered an interesting selection of topics ranging from "Reaching the heart & purse of the user: Developing the marketing plan" and "How to make others invest in me: Mobilizing Resources for a start-up" to "Making changes in the machine while running Formula-1 race: Managing Fast growth" and "Conquering the Black Hole: Making my product visible in an unfamiliar world."

The Entrepreneurship Conclave was coordinated by Prof. Abhijit Bhattacharya

Alumni Interaction

# Alumni Speaks



**Pawan Nahar**  
Analyst, Institutional Equities  
Kotak Securities Ltd., Mumbai  
BATCH-1998-2000

Those were moments of change and life is on a fast track since.



**Sachinder Bhinder**  
Deputy Vice President  
Kotak Mahindra Bank Ltd.,  
Mumbai  
BATCH- 1996-98

Whenever I am making new strides in my career, I always remember my institute with gratitude. It gave me a strong foundation of management concepts that come very handy in my corporate life.



**Vaibhav Choksi**  
Citybond Holdings Plc., London  
BATCH- 2002-05 (Part-time )

Nirma wasn't just a value addition to my career but to my life as well. I learnt a lot in Nirma in 3 years and formed a group of friends for lifetime.



**Sachin Gandhi**  
Tax Consultant  
Deloitte Tax LLP, Chicago  
BATCH- 2000-02

The MBA Programme at NIM has changed everything for me. It has given me confidence to achieve goals with a lot of ease. The programme truly is one of the best in India.



**Prakash Dhoot**  
Asst. Vice President ( Investment Banking )  
Technology & Op. Finance  
JP Morgan Chase, Mumbai  
BATCH-1999-2001

Nirma Institute of Management has established itself as one of the top 20 business schools in India with excellent infrastructure, knowledgeable & experienced faculty and quality students within a short span of time. NIM has given me great experience, business domain knowledge, values and learning opportunity to be able to lead a successful team of professionals and deliver best of class services to my organisation - JPMC



**Aastha Tatia**  
Product Coordinator - Notebooks  
Redington Gulf FZE, Dubai  
BATCH-2004-06

Two long years, a great learning experience. I came face to face with a lot of good things. And now that I'm out, I miss Nirma the most. It's a family that I've left.



### Achievements

The students are encouraged to participate in events of B-schools across the country. The sense of enthusiasm and achievement that permeates the student bodies on such visits is noticeable by the list of awards that our students have won over the past academic year. The proud winners at these events were:

- Mr. Kushan Jasani, Ms. Sneha Goenka, Mr. Shekhar Ruparelia, Ms. Jyotika Agarwal and Ms. Sonal Singh participated in the SIFE (Students' In Free Enterprise) competition and went on to be the national runners-up after clearing the regional rounds. There was a social project supporting organic food and creating awareness among its potential consumers. The competition was from the likes of IIMA, Symbiosis, KJ Somaiya, XIMB and NMIMS.
- Mr. Pritish Narula and Mr. Dinesh Iyengar argued from both sides and won the first prize in a debate on 'Should private companies be in the service sector?' at the Mahatma Gandhi Labour Institute, Ahmedabad.
- Mr. Abhishek Vatsa and Mr. Nikhil Jain were achievers in their own right when they won the regional round of AIMA's paper presentation competition on 'Building Sustainable Indian Brands.'
- 'Kya Tum Mujhe Kaam Doge' was the name of the play that won the regional round at IIM-A's annual cultural festival Chaos.
- Mr. Rajat Beriwal secured the first prize in Human Resources category at "Spardha 2006", a National Level Summer Project Presentation Contest, organized by FMS- IRM, Jaipur and the third prize at "Prakalp 2006", a National Summer Training Project Contest, organized by Institute of Business Management and Research, IPSAcademy, Indore.



### Clubs

Various clubs at Institute fulfill the insatiable need of the budding managers of food for thought. The clubs meet weekly on an informal basis and organize talks by guest lecturers and the Institute's students followed by quizzes and interactive games.

**Fine\$\$e-** the Finance club insists that the dollar sign stays in the name. It has until now taken students right from stocks and bonds into commodities as well as futures and options through its various lectures.

**Niche-** the Marketing club is notorious for making all the noise, but for all the right reasons. The club had guest lecturers from companies like Pizza Hut and organized fun games like Brand Charades apart from the regular quizzes.

**Imprints-** the HR club believes in people. The club recently organized a presentation on 'What is the Role of Human Resource in M&A?' which got rave reviews.

**Clique-** the IT club believes that information is a key business driver. From explaining the very basics of how IT is linked with business to case studies on specific models like the e-choupal model, Clique has come a long way.

**Sumantra-** the Book club promotes extra-curricular reading by conducting reviews of management books, fiction as well as other non-fiction books. Books reviewed include The Guide by R K Narayan, Madhushala by Dr. Harivanshrai Bacchan and The World is Flat by Thomas Friedman. Dr. Ashok Garde, author of 'Chanakya's Aphorisms on Management' was also invited recently to talk about his book.



**SportzComm-** organizes sports activities. IMNU Goalz, the Inter-B-School Competition was organized with zest this year. They also organize inter-class and inter-batch sports events.

Other clubs active at Nirma are the Entrepreneurship Club, the Literature Committee and the Industry Interaction Committee.



## Student Activities

### Foreign Visit

As part of the MBA in Family Business and Entrepreneurship program, annual foreign visits are arranged for the second year students so that they get international academic and business exposure. The cities on their itinerary were Shanghai, Seoul and Taipei.

Donghua University in Shanghai, Fu Jen Catholic University in Taipei and the Hanyang University in Seoul were instrumental in making this visit a success. The students visited the Shanghai Chamber of Commerce and Industry. The visits to the Qimpu Industrial park and China Shanghai Zhongda Printing & Dyeing Material Industry Co. sensitized students to the scale of operations in the Chinese scheme of things.

In Taiwan, students visited TAITRA (Taiwan External Trade Development Council) and the TICC (Taiwan International Convention Centre). They also visited the Institute of Information Industry and in Korea they visited the Seoul Metropolitan Rapid Transit Cooperation (SMRT), Samsung Electronics, COEX and the World Trade Centre.

Prof Nina Muncherji and Prof. P.K. Chugan accompanied the students delegation on the foreign visit.



### Richter 10

At Richter 10, the annual college fest of the Institute of Management, its time to party! Students from various B-schools descend on the NU campus and the whole campus is enervated for these two days!

Here's a gist of the exciting events that took place at Richter 10:

- Live performance by Silk Route and the Tantriks
- Nirma Talkies theatre competition
- Spice Editor the literary game
- Counter Strike need we say anything more?
- Google Geeks creative net-based game
- Dances and Fashion show
- Stoxx the virtual stock market
- B-Quiz the business quiz
- Ad-Zap the ad making game
- Scavenger Hunt



# Faculty Induction

The Institute has always endeavored to bring the best minds in the faculty arena to its hallowed portals in order to equip management students with modern technical tools of business warfare and contemporary management practices. The following faculty members have joined the elite panel of permanent faculty at the Institute:



## C. Gopalkrishnan

Prof. Gopalkrishnan joined the Institute of Management as faculty of Strategic Management in the area of General Management on June 16, 2006.

Prof. Gopalkrishnan has more than 25 years of teaching experience in various management institutes. In addition to co-authoring a book he has published 40 papers in journals, economic newspapers and chapters in books. He was awarded CRMs Fellowship, IIMA in the year 1986, won a Prize for a paper "Improving Performance in Government", Govt. of Andhra Pradesh (a World Bank Project) in the year 1997. He was offered a one year fellowship by University of North Malaysia in 2001. His areas of interests include Energy Economics, Corporate Strategy and Public Policy.



## Neeraj Amarnani

Prof. Amarnani joined the Institute of Management on August 1, 2006 in the area of Economics and Finance.

Prof. Amarnani is an MBA in Finance with over 10 years of corporate and academic experience that includes working at Gujarat Gas Co. Ltd., PG centre of Gujarat University and Mudra Institute of Communications, Ahmedabad (MICA). He has contributed papers to national level seminars and his case study was awarded a 'Certificate of Excellence' at the Case Chase 2005 competition held by Society of Entrepreneurship Education at the ISB, Hyderabad. He was also a researcher for the prestigious European Union India Cross Cultural Innovation Network Project (1999-2002).



## Mr. Neeraj Arora

Mr. Neeraj Arora, joined the Institute as Assistant Manager Corporate Relations to contribute to the corporate relations of the Institute.



## Ms. Sheela Sabu

Ms. Sheela Sabu, joined as Programme Officer to strengthen the academic programme administration.



### Papers presented / Workshops conducted

The faculty members at the Institute are continuously encouraged and invited to present academic papers and attend as well as conduct various professional workshops in order to continue with the spirit of pursuing academic excellence. The following is a brief account of the efforts made during the year by our faculty:

**Prof. C. Gopalkrishnan** conducted a workshop on Methodology of Teaching and Learning Management for the students of School of Communication and Management Studies (SCMS), Cochin, July 06.

He also spoke to the Engineers of Sardar Sarovar Nirma Nigam in a workshop on Command Area Development: Strategies for Water User Associations, July 06. Further, he also co-authored a paper with Prof. Satish Nair (also faculty at the Institute) on "Generating and Recognizing Environmental Engineers: Green Initiative for Governments to Aid the SME sector in India" for presentation at the International Conference on Green Competitiveness for sustainable Development, October, 2006.

**Prof. Deepak K. Srivastava** has published and presented the following papers:

- Indian Agricultural Exports and the Compliance Standards of Developed Countries, Asian Analysis (March 2006), Faculty of Asian studies, Australian National University, Canberra, Australia.
- Impact of Public Sector Reform on Employee's Motivation for Hard Work: An Empirical Case, Udyog Pragati, NITIE, Mumbai 30(1). pp. 48-52
- Impact of Banking Reforms on Employee's Role Clarity: A Case Of Indian Public Sector Bank (2006), PRAJNAN - Journal of Social and Management Science, NIBM, Pune. Vol. 35 (1). pp. 39-45.
- Making Social Manager: Through A Social Alliance Between NGO And B-School Effective Executive (Feb, 2006), ICFAI Press. pp. 51-52
- Impact of Public Sector Reform on Employee's Job Affect: A Case Of Indian Public Sector Company in ICFAI Journal of Management Research, Hyderabad 5(2). pp 65-72.
- Need For Capability Building in State Owned Enterprises, Asian Analysis (January 2006), Faculty of Asian Studies, Australian National University, Canberra, Australia.

- Fiscal Reform: Some issues and challenges, Asian Analysis (September 2005), Faculty of Asian studies, Australian National University, Canberra, Australia.
- Changes In Organizational Citizenship Behaviour: A Comparative Study in Pre and Post Privatization Period of A Public Sector, Nirma International Conference, 2006, Institute of Management, Nirma University, Ahmedabad
- Impact of Public Sector Reform on Employees Work Centrality- A Case Study, Conference on Public Policy and Management, 2005, Center of Public Policy, Indian Institute of Management, Bangalore.

Dr. Srivastava has also been writing regularly newspapers like Hindu Business Line and Dainik Bhaskar and he has served as a reviewer in conferences like Academy of International Business, Beijing 2006 and International Academy of Business And Economics, Las Vegas 2006.

**Prof. Nina Muncherji** was invited to deliver sessions in various programmes:

- All India Radio Workshop on Public Relations on 'Loving Difficult People' on January 18, 2006.
- All India Radio Workshop on 'Marketing Management & Selling Airtime' on "Persuasive Communication" on January 31, 2006.
- In-House programme for IPCL Sessions for Supervisory Level on March 18, 2006 & March 25, 2006 on Team Building and Conflict.
- Team Building & Leadership for BOB Staff College, Ahmedabad on May 11, 2006.
- Programme Director for MDP on 'Organizational Integration Through Effective Teams' from February 3-25, 2006.

Prof. Muncherji also was involved in:

- Conducting a One-Day Workshop on "Team Work" for NIDS Faculty under ISTE Faculty Chapter on June 17, 2006.
- Conducting two training sessions for AIR on 'Top Quality People' and Attitude for Change' on July 4, 2006.
- Conducting a One-Day Training Programme on 'Mentoring' for JMC Projects Ltd. (Ahmedabad) for their GETs & Senior Managers on July 24, 2006.

- Conducting a 2 Day Training Programme on 'Communication Skills & Business Etiquette' for the Executives of Gujarat Region of J.K. Lakshmi Cement Ltd. on July 20-21, 2006 at Hotel President, Ahmedabad.
- Conducting a 'Team Building' session for the MPharm Students for their Induction Programme at Nirma - Pharmacy on July 18, 2006.
- In ONGC Training Programme (Ahmedabad) on September 18 23, 2006 conducted MICRO LAB & took sessions on Team Building, Conflict Management, Negotiation and Decision Making.
- Judging a Paper Presentation Competition at H.L. College of Commerce , Ahmedabad (BBA) on August 4, 2006.
- Organizing HR Conclave - 2006 on the theme 'Torchbearer and Transformer: Evolving Role of HR', 29-30 September, 2006.

Prof. Muncherji's publication contribution in the current period:

- Case Study "In a Soup" published in 'Human Capital' in January 2006.
- Case Study "The Under-Achiever" published in ECCH, UK in February 2006.
- Case Study - 406-005-1
- Teaching Note 406-005-8
- Presented Paper on 'Trends in HRM' at MANLIBNET'06 on September 19, 2006 at IMNU, Ahmedabad.

**H Anil Kumar** authored "Technology and Management Trends" proceedings of the VIII MANLIBNET Convention held at Institute of Management, Nirma University, Ahmedabad, September 18-20, 2006. Allied Publishers, New Delhi, 2006.

Jointly authored the paper, "Libraries - today & tomorrow: A showcase of thoughts on current trends in librarianship" in the proceedings of the National Conference on Information Management in Digital Libraries (NCIMDiL) at IIT Kharagpur during August 4-6, 2006. Radical Impression, Kolkata, pp. 227-232.

Mr. Anil Kumar authored and presented a theme paper on "Emerging technologies and trends: perspectives and opportunities for librarians" that is included in the proceedings of the Workshop on Resource Sharing in a Digital Environment in ISRO / DOS Libraries: Current status and future challenges held during November 21-22, 2006 at SAC, ISRO Ahmedabad, pp. 72-74.

**Prof. Pawan K. Chugan** has published the following articles:

- "Managing VAT Refunds to be Globally Competitive", published in book entitled "Managing Finance and Growth", (Ed), Chinmoy Sahu and M. Mallikarjun, Excel Books, New Delhi. Jan. 2006, pp. 269-282.
- 2nd Supplement to Foreign Trade Policy 2004-09: The Tripod of Capital Productivity, Labour Productivity and the issue of Infrastructure Bottlenecks is the Key Issue to be Globally Competitive, Impex Interim, Vol. No. III/06, 19-04-2006.
- "Micro and Macro Dynamics to be Globally Competitive in Quota Free Regime: A Case of Indian Textiles and Clothing Industry", ABHIGYAN, a quarterly journal of FORE School of Management, New Delhi, Vol. XXIV No. 1, April-June, 2006, pp. 2-15.



# Faculty Development Program

In keeping with the tradition of allowing our faculty to keep in touch with the best business practices worldwide, the Institute also encouraged the faculty to participate in various workshops and conferences across the globe. Here is a snapshot of some of the efforts undertaken:

- Mr. H. Anil Kumar attended the National Conference on Information Management in Digital Libraries held at IIT Kharagpur on August 2-4, 2006
- Preshth Bhardwaj attended the International Business Summit & Research Conference of Asia held at Amity Business School, Noida from February 22-24, 2006
- Prof. Harismita Trivedi & Prof. Nina Muncherji attended the "Creativity for Trainers" Programme held at the MICA campus on July 22-23, 2006
- Prof. Harismita Trivedi attended the Summit on Strategic Compensation & Benefits at Mumbai during December 22-25, 2005
- Prof. Kshamanidhi Adabar attended the 4th International Conference on Globalization and Sectoral Paradigm held at IILM, Noida during February 17-19, 2006
- Prof. Kshamanidhi Adabar attended the International Regional Science Symposium & 37th Annual Regional Science Conference held at IIM Bangalore during January 5-9, 2006.
- Prof. M. Mallikarjun participated in the 37th Annual Regional Science Conference held during January 6-11, 2006 at IIM, Bangalore.
- Prof. P.K. Chugan attended a programme on "Emerging Trends in Trade Finance" on September 22, 2006 at the Hotel Fortune Landmark
- Prof. P.K. Yadav attended the ECCH Case Method Workshop held at IIT, Madras during March 29-31, 2006
- Prof. Prashant Gupta attended the "Benchmark Six Sigma Conferences" conducted at IIM, Bangalore from February 16th to 18th 2006.
- Prof. Prashant Gupta attended the "Supply Chain Management Programme" organised by the Delhi Management Association on July 7-8, 2006
- Prof. Shantanu Mehta, Prof. Prashant Gupta, Prof. Sharad Saxena and Prof. Satish Nair participated in the 'Workshop on Case Writing & Method of Teaching' held at the IIMA Campus held from January 30 to February 3, 2006
- Prof. Preshth Bhardwaj attended the International Conference on Marketing held at IIM, Kozhikode held during January 7-8, 2006
- Prof. R.G. Nambiar attended the conference titled "Build Competencies for the Banking and Financial Services Industry" held at Singapore on August 10-11, 2006
- Prof. Rajesh K. Jain & Prof. Deepak K. Srivastava attended the "Conference on Global Competitiveness" held at IIM, Kozhikode held during March 24-25, 2006
- Prof. Satish Nair also underwent the Management Teacher's Program held at the IIMK Campus held during January 16-21, 2006
- Prof. Satish Nair attended the conference on Strategic Management: From Concept to Application at B. K. School, Ahmedabad held on March 25, 2006
- Prof. Subrat Sahu and Prof. Sharad Saxena attended the 11th International Conference on Productivity and Quality Research (December 12-15, 2005) held at IIT, Delhi.
- Ms. Gayatri Iyer attended a one day workshop on Characteristics of Office Work on June 28, 2006 at Core-AMA Management House, Ahmedabad.

The Institute boasts of one of the most well equipped B-school campuses across the country. As a part of our constant drive to include itself in the league of management schools that provide all the modern facilities to our students and faculty in order to help them increase their output, the following infrastructural changes have been brought about in the current year:

### The Canteen



The canteen, or the 'mess' as it is more popularly known, of the Institute of Management, has now shifted from the academic building to a separate 'Canteen Building' which is located closer to the Boys and Girls hostel building. This has considerably cut down the distance the students must travel for their meals. Moreover, the spacious dining hall and kitchen makes it easier for the mess staff to prepare and organise the daily meals.

### Wi-Fi

To enable our students and faculty members to avail of the benefits of surfing information anywhere in the Institute building, the Institute has taken the initiative of having the campus building Wi-Fi enabled. This ushers in a new era of technical excellence for us wherein the students will have access to the world of information without wires. The entire building is now wi-fi enabled making it convenient for communication and information search. The students and faculty are able to access the Internet, the intranet and various academic databases that are available on the Library server.



### Laptops to faculty

This year the Institute provided each of the faculty members and officers with the latest Lenovo laptop with blue tooth and DVD writer. With this, we've set the notch higher for levels of academic excellence, wherein every faculty and officer has access to the world of business information and modern technical skills required to excel in the field.



**NIM**  
(NICOM - 2007)

**10<sup>th</sup> NIRMA INTERNATIONAL CONFERENCE ON MANAGEMENT**  
January 5-7, 2007

## ENHANCING ENTERPRISE COMPETITIVENESS



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