

PRATIDHWANI 13th - The Alumni Conclave Report

Theme: **SYNNOVATE**

“Reconnecting Voices to Redefine Tomorrow”

Date: 06/12/2025

Venue: IMNU Auditorium

INAUGURAL SESSION

Opening Ceremony

The session commenced by a soulful rendition of Saraswati Vandana performed by Team Fiesta. This was accompanied by the traditional lighting of the lamp, marking an auspicious beginning to the 13th Alumni Conclave of IMNU.

Director's Message

The Director emphasized the significant and lasting role alumni play in shaping the legacy of IMNU. He highlighted that while faculty members may change over time, alumni remain the institute's strongest foundation. He spoke about the conclave theme Synnovate, linking it to the evolution of technological and managerial paradigms including Agentic AI, Industry 5.0, and the importance of multidisciplinary thinking in shaping future leaders.

Welcome Segment

The anchors, Anany Chaudhary and Mithravindha T V, extended a warm welcome to the audience. They introduced and explained the theme Synnovate as a fusion of synthesis and innovation.

ALINC, the Annual Alumni Magazine, with this year's theme **Synapse** - *“Connections That Spark”*, was then unveiled by the guests Mr. Achin Jain, Ms. Praneta Shukla, Dr. Nityesh Bhatt, Prof. Jayesh Aagja, Dr. Neeraj Arora, CRC team, and Team Kaizen, officially marking the commencement of the conclave.



SESSION 1

Speakers:

Ms. Praneeta Shukla

Head of Strategy, Planning and Execution, Chief of Staff at Razorpay Batch MBA FT
2010 to 2012

Mr. Achin Jain

Head of Sales Excellence at Nuvoco Vistas Corp Ltd Batch
MBA FT 2005 to 2007

Session Topic: *Consumer Centric Future*

Session Time: *10:00 am to 11:30 am*

Faculty Moderator: *Ms. Sapna Parashar*

Lecture Summary

The session opened with the moderator, Ms. Sapna Parashar, sharing a powerful insight: Your biggest learning comes from the most unsatisfied customers.

The discussion explored the evolving landscape of sales, marketing and consumer centric business ecosystems, supported by real industry experiences from both speakers.

Mr. Achin Jain emphasized that in sectors like cement, relationships form the core of B2B interactions and trust cannot be replaced by digital mediums. He reiterated that B2B cannot happen online alone and the salesperson's ability to build credibility remains essential.

Ms. Praneta Shukla explained that modern organizations do not operate in silos. Marketing, strategy, finance and operations must work together. She clarified student misconceptions about sales roles and highlighted that leadership requires cross functional competence. She also shared examples of AI chatbot failures to demonstrate why human intervention remains critical.

The speakers stressed that today's consumers are highly informed, consuming vast amounts of data daily, making authenticity, trust and responsiveness more important than ever. Topics such as objection handling, changes in marketing funnels and the influence of AI assisted decision making were also discussed.

Key Learnings

- Human centric B2B sales rely on trust
- Cross functional synergy is essential for effective customer experiences
- Modern customers conduct extensive research, increasing the need for credibility
- Listening to understand resolves a significant portion of customer objections
- Agentic AI supports decision making but cannot replace human insight
- Marketing fundamentals remain constant even as technology evolves

Conclusion

The session offered valuable insights on balancing technology with human judgment. Students were encouraged to embrace empathy, data driven thinking and cross functional learning. Mementos were presented to the speakers as a token of appreciation.

SESSION 2

Speaker:

Ms. Nidhi Jain Sarda
Fractional CHRO and HR Mentor
Batch MBA FT 2003 to 2005

Session Topic: *Future Ready People Systems*

Session Time: *11:30 am to 12:25 pm*

Lecture Summary

Ms. Nidhi Sarda described the evolution of workplace culture shaped by the coexistence of four generations Baby Boomers, Gen X, Gen Y and Gen Z. She highlighted how each generation has different expectations and how Gen Z prioritizes flexibility, mental health and efficiency. She explained that organizations must move towards empathetic leadership, hybrid work models and inclusive environments. The session emphasized that the future of work will require adaptability and a stronger focus on employee well being.

Key Learnings

- The workforce now consists of four generations with differing values
- Changing demographics require organizations to adjust communication and culture
- Flexibility and hybrid work structures are essential for attracting young talent
- Mental health is a core concern for Gen Z
- Healthy workplaces require support, empathy and recognition

Conclusion

Ms. Sarda emphasized that future ready organizations must integrate flexibility, wellness and inclusivity into their systems. Her session provided a roadmap for navigating generational shifts within the workplace.



SESSION 3

Speaker:

Mr. Naresh Golani

Head of Digital Initiatives, CareEdge Group

Batch MBA FT 2003 to 2005

Session Topic: *Digital Finance Renaissance*

Session Time: *1:20 pm to 2:00 pm*

Faculty Moderator: *Prof. Lalit Arora*

Lecture Summary

Mr. Golani discussed how financial landscapes are evolving with digital transformation and ESG alignment. He encouraged students to build interdisciplinary skills combining finance, technology and sustainability.

He emphasized the need for transparency, timely investment decisions and preparation for new regulatory environments such as the carbon credit exchange.

Key Learnings

- Debt equity structures require constant re-evaluation
- Strategic storytelling supports decision making in complex CapEx cases
- High growth company valuations must balance DCF and market multiples
- Intangible assets are increasingly vital in modern valuation
- ESG considerations influence long term profitability

Conclusion

The session highlighted that the future of finance is deeply connected to digital innovation and sustainability. Students were encouraged to think critically and adapt to changing regulatory frameworks.

SESSION 4

Speaker:

Mr. Rajesh Kishanpuriya
Managing Director at IdeazFirst Batch
MBA FT 1998 to 2000

Session Topic: *Next Gen Entrepreneurial Ecosystems*

Session Time: *2:05 pm to 2:50 pm*

Lecture Summary

Mr. Kishanpuriya delivered a reflective session on entrepreneurial grit, comparing entrepreneurship to flying an aircraft, which requires clarity, balance and resilience.

He emphasized emotional management, accountability and personal evolution as fundamental to entrepreneurial success. He discussed the Panchabhoota model Ether, Air, Fire, Water and Earth as a nature inspired framework for decision making.

Key Learnings

- Entrepreneurship requires emotional and strategic resilience
- Personal transformation strongly impacts business outcomes
- Vision, communication, passion, adaptability and stability guide success
- Discipline, continuous learning and technology adoption strengthen abilities

Conclusion

The speaker encouraged students to cultivate resilience, clarity and self awareness. The insights shared offered guidance for those aspiring to enter entrepreneurial ecosystems.



SESSION 5

Speaker:

Mr. Sanjay Shah

Director at MindSyncX Labs LLP and Cognisun Infotech Pvt Ltd Batch MBA FT
1997 to 1998

Session Topic: *OPS 4.0 Unlocking the New Efficiency Wave*

Session Time: *3:00 pm to 3:45 pm*

Lecture Summary

Mr. Shah spoke about the efficiency wave shaping future workplaces. He described how eliminating, automating and delegating tasks increases productivity. Through interactive exercises like the Fish Bowl activity, he demonstrated leadership development through experience.

He concluded with a holistic message that true success lies in maintaining physical fitness, mental calmness and a supportive home environment.

Key Learnings

- Explore, experience and express is a practical career growth framework
- Leadership requires real world engagement
- Structured elimination and automation significantly improve productivity
- Personal well being is essential for sustained success
- Global business exposure enhances adaptability

Conclusion

The final session blended career guidance with personal development principles. Students learned how discipline, clarity and balance contribute to long term growth.

Team Kaizen