

Institute of Management Technology, Nagpur

Director's Message for OPUS

IMT Nagpur is gearing up for its 9th convocation as it completes 10th year since 2004. This would be the biggest batch graduating, with already highest number of campus placements. IMT Nagpur is ready to have its convocation on 3rd March, where Mr. Anand Mahindra, Chairman and Managing Director of Mahindra Group would be the Chief Guest. The motto, that binds this \$16.7 billion multinational group, is a simple one: to enable people to Rise.

IMT Nagpur has also followed a similar path over the years, to enable our students to rise to the changing social, economical and technological challenges.

President of IMT Nagpur, a policy-maker who has played a key part in transforming India and protecting interests of Global South in various round of trade negotiations in his earlier roles, Mr. Kamal Nath, presently Minister of Urban Development and Parliamentary Affairs would also be part of the convocation ceremony.

Over the last ten years, IMT Nagpur has achieved many milestones. All of it can be summed up as one that shows IMT Nagpur to be consistently featuring as the youngest B-School among various B-School surveys that consider quality of faculty, research, curriculum and pedagogy, physical infrastructure, industry interactions and industry relevance, making a difference to society, etc.

Having completed a decade with remarkable achievements that make IMT Nagpur distinct among the crowded B-Schools in India, we are now ready for the next phase of our journey. India, with its huge youth population that make our under-20 years population look comparable to that of the whole developed world and China put together, constantly faces justified criticism on quality of its education - from primary to higher education. Developed world and China, with its more than twenty-times nominal GDP than India's, are also far ahead when it comes to quality of education. India's dream of 21st century being that of India's century, or its possibility of en-cashing on demographic dividend would remain mere possibilities unless and until our education system becomes comparable to the best of the world, in an ever

increasing globalized environment.

It has been since long, as far back as 1966 when many of us were not even born, that discussions and debates stating India's future lies in its classrooms have been taking place. But when it comes to action, most of us, from policy-makers to academic institutes to academicians have failed to take meaningful hard actions.

IMT Nagpur recognizes this problem, and is ready to embark with radical changes in its deliverables. Original and critical thinking with analytical skills in a global environment and applicable to the Global South, curriculum that focuses on the future than on the past, a holistic thinking with strong focus on innovations, entrepreneurship, ethics and sustainability would be the qualities that any global manager would need in coming days. And IMT Nagpur is ready for that transformation.

I wish all our graduating students all the best, expecting they excel in their jobs and are able to make a difference whenever opportunity comes. I wish the batch of 2013-15 make the best use of what may be the last full time academic program for most of you. I look forward to all of your constructive suggestions, as IMT Nagpur, now in its tenth year, embarks on its next phase of journey.

Best wishes



Prof. Ranjit Goswami
Officiating Director

From the Editor's desk

Opus – The Spirit of IMT Nagpur, the Voice of IMT Nagpur!

The Corporate Communications Committee presents the Convocation Special issue of OPUS.

This quarterly magazine is the students' initiative in which they publish information about guest speakers, conferences, students' achievements, events organized by various forums and committees, and regarding Campus life in general. They also organize press conferences for a series of events throughout the year.

This team is on it's toes throughout the year. Whichever event it is, members of this committee make a sincere effort to do the pre event promotion and post event reporting. At times they are required to stay back late in the evening or sacrifice their morning sleep and rush to the guesthouse to touch base with the industry experts on campus so that they can share the learning from the interactions on the IMT website and the social networking sites like facebook, twitter etc .

I take this opportunity to thank Faculty Research Associate Ms. Jasprit Kaur Bhatia, Mr. Sanjay and Shridhar from IT team, who provide their unconditional and spontaneous support throughout the year.

The graduating CCC team was another wonderful team on campus. They fully lived upto their aim, "Promise a lot and Give even more". I wish each one of them a great career ahead. I am glad to have a great CCC team every year!

We present this Convocation Special issue of Opus. Hope you enjoy reading it!



Dr. Smita Dabholkar
Faculty HR and OB
Chairperson Corporate Communication Committee

Student Editors

With a heavy heart, it is time for us to bid adieu to the outgoing batch: PGDM 2012-2014 of IMT- Nagpur. We wish to thank you all, for the wonderful time spent, the guidance received and moments shared, to be cherished forever. We wish you all the best for your future, so that you may keep the IMT flag, fluttering proudly in the breeze.

Soham Bagchi
Tanya Shrivastava
(Student Editors-OPUS)

Institute of Management Technology, Nagpur

Snapshots...



Recent Events at IMT Nagpur

RAN-NITI



Ran_Niti The tech battle

The IT forum of IMT Nagpur, better known as StrategIT, recently organized their two-day national flagship event known as Ran-Niti, on the 22nd and 23rd of January 2014. This edition of StrategIT provided a platform for the confluence of stimulating discussions on issues related to technological importance with the objective to provide useful insights to budding student managers and to also provide them with a ground to showcase their intellectual mettle.

Ran-Niti-14 marked its opening by the lighting of the lamp, which was lit by our honorable guest Mr. Vikrant Kulkarni and Dr. Ranjit Goswami, Officiating Director, IMT Nagpur. After the inaugural speech by Dr. Ranjit Goswami, Mr. Vikrant Kulkarni, Business and Data analyst, Barclays Technologies, took over the stage and shared with the student managers, his valuable insights on the recent progress in the world of IT in the domain of BIG DATA. The lecture had heartwarming participation from the student fraternity and his candid style of delivery kept the students glued for hours at length. Another guest lecture was conducted by Mr. Sharad Khandelwal, MD of WITS Inc., who enlightened the student managers on various aspects of Business Intelligence.

Many events were held which drew mass participation from colleges across India. Brainstorming events such as Case Solving and Debates were organized on topics relevant to the IT industry, while B-Plan guaranteed to bring out the true entrepreneur in the student managers while they fabricated their business plan. Excel-O-Meter was an equally competitive event where the student managers were tested on their skills and knowledge pertaining to MS-Excel. Fun events like Gangster City and Rubix were also a fun filling part of the event.

The event was successfully capped off with the prize distribution ceremony to bring down the curtains on this two-day mega event.

MILESTONE – 35 : IMT Nagpur comes alive

The flagship event of IMT Nagpur, Milestone 35 was held on 26th and 27th October 2013. The event brought about a blend between the cultural and corporate environments. The theme for this year's M35 was Azzardo which in Italian means risk, hazard, chance or gamble. It involves dealing with adversities, identifying potential risks, accepting the limitations, minimizing failure impact and strategizing on the long term goals of the business. There were a plethora of events for the participants to choose from, ranging from the business related forums such as marketing and finance to the few light events such as the worst singer and worst dancer. Cultural events were also present in plenty such as the fashion show and the group dance. Each day had a finale that was the highlight. Day one had Kolkata band Underground Authority who got the audience pumped with their retakes on popular Hindi songs adding a rock element to it along with their catchy originals. Day two had India's one of the most popular DJ show 'Sunburn' as the highlight which had the entire college dancing to their beats. The entire event was a resounding success with all the participants walking away from their events, jubilant. Even those who did not take part in the events were reveling in the Milestone spirit.



A dash of color

“IMT strikes emotional chords with the specially challenged children.”

This morning was not an ordinary one for IMT-Nagpur. It was special as the B-School was all set to welcome its special guests. On 13th December, 2013 Kilkari- a student initiative of IMT Nagpur, hosted its annual event to provide a platform to the specially challenged children from the neighboring villages of Katol and Kalmeshwar. This event involved students from an NGO called 'Saraswati Bahuuddeshyaesha Sansthan' and 'Prerna' a school located at Kalmeshwar. It was a daylong event where the children participated in various activities like dance, skit, rangoli, painting to name a few. Moreover, just to witness a small smile on the innocent faces, the volunteers had arranged for their entertainment as well which involved field games and fun rides.

To grace the event, personalities like Father Yohana from 'Prerna' school and Prof. Kalwande from 'Saraswati Bahuuddeshyaesha Sansthan' along with Dr. Ranjit Goswami-Officiating Director of IMT Nagpur, Dr. R. Gadgil and Prof. P. Majumdar were present. They enlightened the children with their motivational speeches in the local language. 'You are blessed with some special abilities which not all of us possess', was one of the statements that touched hearts of every single being present over there.



Dr Saleena Khan with her Kilkari team

Kilkari- which has completed five years of its existence is currently being handled by Dr. Saleena Khan who believes that “Emotional connect with the society is one of the many virtues a Manager should possess.” She has been ardently working for the cause and is considered as the philanthropic soul of this B-School. In a tete-a-tete with her all that she said was (with a satisfactory smile on her face), “Whatever I do I make sure that I am doing it with all my heart-may it be a class or the bigger version of the class called the society.”

GOA CASE CONFERENCE- An academic exercise



IMT N's International forum

The 4th International Case Conference, the ICC 2013, was organized jointly by Institute of Management Technology, Nagpur and Case Research Society of India, at Goa, from September 24th to 26th.

The aim of this case conference was to help faculty members, authoring a case, improve their cases by providing constructive feedback and a platform to interact with colleagues from other institutions and learn from their experiences of case based teaching pedagogy. The Goa Case Conference was divided into various tracks, including Human Resources/Organizational Behaviour, Marketing, Entrepreneurship, Operations, Finance, Information Technology, Strategy and Budding Case Writers. Additionally a workshop was conducted by experienced case writers to help budding case writers in case writing and case based teaching.

The participating business schools were Goa Institute of Management, Amity Business School, IBS Bangalore, Tolani Maritime Institute, IIT Bombay, IIM Lucknow, SDMIMD Mysore, Rajarshi School of Management and Technology, Dr. RML Avadh University, Shayona Institute of Business Management, NIT Durgapur, RBS Management Technical Campus, Symbiosis Law School, NIFT, IBS Hyderabad, SCOPE College of Engineering and Vidyalkar Institute of Technology.

Recent Events at IMT Nagpur

Two Days Management Development Program

A two day Management Development Program was conducted on 25th & 26th on February 2014 for executives of MOIL.

Following tops were covered:

Sustainability - The need of an Hour, Environment Sustainability, Economic & Social Sustainability, Sustainability and Financial Literacy, Sustainability Reporting - Sustainability Development Indicators and GRI, Biodiversity and Mining Waste Management, Sustainability Impact Assessment in Mining Sector, Making Road



The speakers for the program:

- Prof. Ravindra M. Gadgil, Professor - Chairperson (MDP/Consulting and Purchase Committee)
- Prof. D. N. Panigrahi, Associate Professor - Area Chairperson (Finance)
- Dr. Gajavelli V S, Professor
- Dr. Vinod Kumar, Assistant Professor
- Mr. Nikhil Atale

An Author's Aura: A Meeting with Devapriya Roy

When IMT-Nagpur was drenched with the splashes of Milestone-34: the gala fest of the campus, we were lucky enough to feel the showers of literature as well. This time it was Ms. Devapriya Roy who visited the campus to disseminate her aura. The effervescence of Milestone-34 welcomed Ms. Roy who was overwhelmed to see the vibrant campus. She was extremely happy to see the colorful banners all over the campus and was excited to see the promotional run.



Devapriya Roy has degrees in English literature and Performance Studies from Presidency College, Kolkata, and Jawaharlal Nehru University, New Delhi, where she is pursuing a PhD on Bharta's Natyashastra, an ancient Indian text of dramaturgy. Once upon a time she was the Keo Karpin girl. Her first novel 'The Vague Woman's Handbook' was published in 2011 by HarperCollins, and subsequently appeared in the India Today Best-seller List. Her second novel The Weight Loss Club (Rupa Publications) has been released in the month of July and has already made a remarkable sale. Currently she is working on The Heat and Dust Project, a quirky travelogue that documents journeys through India on a very tight budget, along with writer-husband Saurav Jha. Ms. Roy has lectured in institutes in India and abroad.

With the crack of the morning's hue on 8 August'13, Ms. Roy arrived at the campus and was awestruck to witness the state-of-the-art infrastructure of IMT-Nagpur. In her words, "It's one of the most charismatic campuses I ever visited. The lush green environment is so soothing." She was spellbound by the scenic beauty of the campus and wondered as to how students study in an environment where nature is at its best. The short interaction we had with her she emphasized on the importance of book marketing in the life of a student manager which is the budding field in the arena of marketing.

She was here for a guest lecture on 'Book-Reading'. She spoke at length about the benefits of book reading and why it should be a part of our daily activities. She pointed out that at a B-School the students are essentially asked to read books based on management, but she emphasized on reading a wide variety of books. Books, as she said not only broaden our spectrum of knowledge, but also give us the insight much needed in our daily lives. She spoke about how books tell us about our past and how our past often impacts our present. She suggested us to read a book named "Things Fall Apart" by Chinua Achebe. The session was extremely interactive and she posed two questions to the audience. She even handed over a copy "The Weight Loss Club" to the one who came up with the best answer. The two questions she asked were, "What is the name of the book which has touched you and why?" and "Whether you have ever faced a moral dilemma in your life? If so, how have you handled it?" She kept the audience gripped by her excellent narrative. It was indeed a lifetime experience for the audience of hear such a prolific author speak.

Ms. Roy bid adieu by promising to visit the campus next year and enlighten the students with her knowledge.

Alum: Miten Panjuani (Trident Group) Speaks during Melange



Q: Miten sir, how does it feel to be back on campus?

A: Obviously, the feeling is great. We get to see the same old faces, friends, juniors and a lot of fresh faces too. It's always a great pleasure to come back to this campus and relive hostel life with so much fun and frolic, and this is probably the best time to visit it, during Ranbhoomi. The campus looks even greener than we'd left it, but that's probably due to the monsoon.

Q: Sir, tell us about your life at college.

A: I was a member of the PlaceCom from 2011-2013. The work was pretty hectic and at times, it took an effort to balance the work and classes. Luckily however, I never needed to study too much to maintain an average grade which is more than adequate if you're considering a marketing domain. Hostel life, as I said earlier, is an incredible experience. You learn a lot from your peers. Classes were also a very nice part of life, getting up in the morning, rushing and barely reaching on time are some of the fond memories that I harbor. I've really been privileged to meet many wonderful people here and develop cherished memories.

Q: What about your work sphere sir? How different is it from class?

A: Our company, Trident group is a versatile company. It has a systematic organizational hierarchy that rewards performers. It is a competitive yet enjoyable place to work. Superiors are very supportive and make a conducive business environment. I work in the Sales and marketing division and often need to travel to meet dealers and suppliers. Each of these trips has been a great learning experience for me, and also an opportunity to go out and experience new cultures, meet new people. Frankly speaking, the core concepts learnt in a marketing class are always relevant but when we're out in the field, its often instinct that guides us. In turn, this instinct does come from understanding marketing. Your gut feel, logic and common sense, more often than not, guides your decision making process.

Recent Events at IMT Nagpur

With Pride: From the Placements



Placement Committee (2012-2014)

As IMT Nagpur gears up for the convocation of its 9th graduating batch comprising about 351 students, the largest batch so far, placement figures stand at more than 230 already, that is highest ever achieved by IMT Nagpur. Remaining unplaced students will all stand placed by end of March, 2014, 100% campus placement!!

In the present scenario of economic downturn IMT Nagpur was able to do it only because of indomitable team spirit shown by Placement team coupled with sheer determination and hard work. “Stay excited” was the mantra propagated by me after I took over as Chairperson Placements, and the sheer excitement percolating down the line in the entire placement team and the batch saw the numbers coming in relentlessly.

Prof. T. K. Chatterjee,
Chairperson Placecom

Industrial Visit - Travel As A Learning Experience

“Tell me and I'll forget, Show me and I may remember, involve me and I'll Understand”

After concrete efforts of our management, the student managers of IMT-NAGPUR were honoured to have an industrial visit to a prestigious company like Bajaj Steel Industries Ltd. We appreciate the efforts of 'CYCLOPS' (OPERATION FORUM) and CCiz(CSR FORUM) of IMT-NAGPUR for executing this successful industrial trip.

BAJAJ STEEL INDUSTRIES LIMITED, Nagpur was established in the year 1961, It is a professionally managed organization which is engaged in offering a technically advanced solution to the cotton Ginning & Pressing Industry. Backed by well-furnished CNC Turning Centres from Taiwan, CNC Plano millers, Drilling & Assembly Centres, it has been designing high tech Cotton Processing Machine for higher as well as accurate production.

On 16th July, 2013, Twenty Eight student managers reached the Nagpur City Plant at 11 a.m., where they were briefed about the process and the products of the company. With such dignitaries explaining the world of BAJAJ STEEL INDUSTRIES LIMITED, it was an exceptional experience. The Nagpur city plant was more of a conventional plant which was primarily used for warehousing purpose.

Thereafter they headed towards the MIDC plant of the company which was built with latest technology. They visited assembly lines of the plant that manufactured different machines of the entire ginning and pressing plant. The plant mainly contributes in providing ginning and pressing solutions, that includes various offerings like Auto Feeder Machine, Hydraulic Bale Press, Lint Cleaner and so on. In addition to this, they also offer Humidification Systems, various components, parts & Turnkey Projects for Cotton Ginning & Pressing Plants and Parts manufacturing for automobile and Ordinance Factories etc.

The company has a manufacturing agreement with Continental Eagle, U.S.A, This helps them to compete with China. The company takes around 10 days for the entire setup. The company provides 1 year of free services to its clients, enriching its customer satisfaction.

The company has a total of 67% of the Indian market share with Jadhao gears having 32% of the market share being there immediate competitors. The company also provides better harvesting facilities to the farmers of Savanare village by providing them better yielding seedlings and there by contributing to its corporate social responsibility.

On behalf of all the Management and the students we take this opportunity to thank the entire team of BAJAJ STEEL INDUSTRIES LIMITED for providing us with the practical information as well as wonderful hospitality. We take this moment to offer our greetings to the entire BAJAJ STEEL INDUSTRIES LIMITED team.



Students on Industrial Visit

Recent Events at IMT Nagpur

IMT Nagpur presents the ultimate marketing challenge- Marquedia

Marque is the Marketing forum at Institute of Management Technology Nagpur. Marque aims to grow as a student operated learning body by imparting experience, knowledge and talent among the young leaders. This objective is attained by organizing seminars, games and different inter collegiate and intra-college events at IMT, Nagpur.

Marquedia the flagship event of the forum acts as a platform for budding marketers to interact with stalwarts from industry and as a medium of self assessment through case studies, quizzes and other fun filled events. This event is held with gusto and fervour every year.

Marquedia links the real and current marketing scenarios with predefined marketing concepts and models. The event comprises of theme based guest lectures, discussions and innovative and creative marketing games.

The theme this year revolved around the increasing need of new and innovative practices of reaching the target customer base and strategizing the brand communication in an effective and efficient manner.

With the increasing realm of technology and ever growing importance of innovation in communication strategies, we take this opportunity to dig deep and explore the practices by having a marketing conclave. This would include guest lectures, workshops, a panel discussion and marketing related games along with the guidance of industry experts in the field of communication technology.

Eminent speakers for this year's event were:

Mr. Nikhil Raibole, Brand Planning Director of Lowe Lintas

Mr. Kunwarjeet Singh, Business Partner of Rolls Royce

Mr. Ramprasad, Co-Founder of Finalmile

Ms. Neha Taneja, Deputy Marketing Manager of Godfrey Phillips



**Marquedia- The Marketing Marathon
of the crazy young marketers**

IMT reaches another milestone amidst promises to create “leaders for tomorrow”.

As the dawn breaks and a new morning awaits the multitude of hopeful souls, IMT Nagpur crosses yet another milestone in its mission to create “Leaders for tomorrow”. Institute of Management Technology, Nagpur, completed its 9 years of excellence in imparting education. It commenced its journey on the 26th July, 2004 with a vision to create “socially responsible managers”. Mr. Kamal Nath, a member of the 15th Lok Sabha of India and current Union Minister of Urban Development and Parliamentary Affairs, was instrumental in setting up this institute. This institute has been a driving force in fulfilling the dreams of a multitude of student managers who come here with high hopes of being better and brighter individuals at the end of 2 years.

IMT Nagpur started the day in melodious harmony. The recitation of Saraswati vandana inculcated a sense of divinity amongst the students and faculty. Dr. Rajendra Nargundkar, gave a speech and introduced the guest. Our chief guest for this year was Mr. Prabhakar Valivati. He had completed his PGDM from IIM Bangalore and. His lecture in the memory of Dr. Anwar Ali started off on a “lighter approach”. His knowledge provided us with valuable insights about the corporate world and its intricacies. He started his presentation by quoting lines from the play “As You Like It” by William Shakespeare. He defined the seven stages in a man's life and how each stage can be allied with a season namely- spring, early summer, mid-summer, high summer, first autumn, second autumn and winter chill. His interpretation was more meaningful to the students when he related his life experiences with each stage. The arresting figures of speech develop the central theme of the monologue. These seven stages begin with an “infant mewling and puking in the nurse's arms”, then grows into a “whining school boy”, then a passionate “lover” to a patriotic “soldier” to a “justice in fair round belly”. The sixth stage sees a man who wears “lean and slipper'd pantaloons” and the seventh stage marks the last stage with attributes of “second childishness and mere oblivion”. Some of the most beautiful and insightful learning that we as student managers gained were those on soft qualities and team spirit. Soft qualities become imperative as we move up the ladder in the corporate world. Patience and tolerance teach us how to be humble and level headed. We also got to know how important it is to widen our knowledge base. “Deeper you go better you are equipped” was his advice to the budding managers. He also emphasised on team spirit and how the second half of life is defined by culture. People appreciate finer things in life like finer food, finer music and finer literature. His parting advice has been to develop on the three things that he feels are the most important ingredients to success. They are- having an open mind, learnability and sincerity.

As the day rolled on we saw student managers being awarded scholarships for academic excellence. Shreya Jalan being the topper bagged two scholarships of rupees 60000 each. It was an inspiring event for the new batch as they got charged with renewed enthusiasm to be in the same place as their seniors. Students who had done their SIPs with IDBI bank were awarded for excellence during the training period.

Other than this a blood donation drive was organised by Lifeline Health Centre. Students of both the batches turned up to donate blood for a cause. A book exhibition was also organised in the Learning and Resource Centre of the college.

The day came to an end with a conviction that IMT Nagpur will become better with each passing day. Another year full of challenges, opportunities and hope awaits us as we take another step to create the “leaders of tomorrow”.



**Punyashlok Dwibedy (2012-2014) receiving award
from Mr Prabhakar Valivati for IDBI Federal's best
project on rural insurance**



Students with their awards on Institute day

Industry Interaction

Interview with Mr. Shikhar Prabhakar

Interview with Mr. Shikhar Prabhakar-
First Vice President: Morgan Stanley (International Wealth Management, Mumbai) was interviewed.

Q: Please give us an insight into IMT-Nagpur as you see it and a PGDM degree.

A: I spoke to faculty and some of your friends too, one shouldn't unduly be worried about rankings per se, as they keep fluctuating. No doubt, it has a bearing on respective placements, but you have to try and be at your best. You can't really change the rankings per se but just try and focus. You need to be very clear about what you want to do and where you want to be. I had this problem in my earlier jobs too. What was I to do? I had just finished college and didn't have any clear goals. It was like automation- a mechanical grind. The point is, we need to identify with ourselves, what we like to do and what we're good at. Like 3 Idiots, very well said- We spend max 4-5 hours at our homes and rest at the workplace so if we don't like where we are and what we do, it can be hell. Try to give your best. Be open to your job, be open to your profile. Don't run after a 'Brand' for your first job. It's not very important to earn a lot of money, it'll come sooner or later. Too much focus on money, too much focus on the brand, won't help at the start. If I be very crude, just ask in your class- "What do you want to do? Half will say Investment Banking. It's an in vogue thing. They don't know what it is. Another one is research. Point is, we don't know the key area of concern. Focus on industries. Learn as much as you can. Identify your target companies. Success of a PGDM is dependent on your final placements, so a lot of energy must be placed there. For those who haven't worked before, it's very important for everyone to get the 1st hand experience. Till grads many are in their homes. They haven't faced the real world till now. It's independent, once you're out in the market, racing against each other. Life will get much more difficult, and if you're stuck in a job that you don't like, it'll lead to frustration. Focus on the right profile. Be ready to compromise with the initial package. The main focus here, in addition to learning is networking to the maximum possible extent. You'll realize after 10 years that those who network more than others accelerate faster in their careers than those who haven't networked but are more competent.



Mr. Shikhar Prabhakar

Q: Many people want to pursue Investment Banking but are freshmen in this domain. What would you say are the risk factors associated with this segment?

A: Financial services sector is the highest risk-reward industry. The kind of potential growth you have here is unparalleled elsewhere. In capital markets, banking, stock markets, one right move and you're outperforming the broader indices. It's just that, because of the nature of the industry, a lot of people have set their careers in FMCG. They know what profile, what domain they will work, but then they complain that you people get very high salaries to start with. The point is that we don't know what tomorrow holds. One has to factor in the volatility of capital markets. One day you're soaring, one day you're nowhere. It's highly risky. It's very exciting too- it gives you a kick every minute.

Q: Life after IMT-Nagpur?

A: It was a struggle, with the initial starting salary we got etc to get set up in Mumbai, then the hardships of living, travelling in an alien land, congestions, jams, low salaries, life was tough. Make good friends here. You'll have 2-5 friends here who'll get placed in the same city. Trust me, you'll have fun. All living together, some money to splurge, life's been good, it felt like an extended college life. Work becomes fun. Make good friends here. I've made some of my best friends here. Spirit of togetherness was very good. That makes it more fun while you're in a job. If someone is hardcore, doesn't want to meet new people, search businesses, they could come, join and like Capital markets. They aren't cutout for sales and marketing.

Interview with Mr. Subramaniam Vaidhyanathan (COO Meru Consultants and Technologies)



Mr. Subramaniam Vaidhyanathan

Q: Sir, you had been part of the Telecom Sector, recently there was an upper limit set on the number of messages that could be sent, what other alternatives is your firm following to cope up with it?

A: It actually helps us. TRAI has a registration process for telemarketers. We go through a process of registration, and we conform to TRAI regulations. We also participate in the process of TRAI formulating those regulations. The way we send an SMS is different from peer to peer SMS. It goes via a different handshake protocol. It goes via switches. We give commitment to the customers in terms of delivery. We have agreements with different telecom companies. It's a secure connection. Restrictions are being put on blast messages.

Q: Sir, you have a dual degree from esteemed institutes like IIT, BHU and IIM B, so how did this amalgamation of engineering and management help you in your career?

A: It's not necessary to be a good engineer to be a good manager, but there is an overwhelming impression that quality managers have to be very quantitative, which isn't true. I graduated in those days when options were limited, the fall back was MBA. In those days nobody was there to counsel us. The management course helped me change my holistic skill set.

Q: Could you throw some light on the complex sales operations in which you were an important player?

A: When any organization tries to go beyond its means, it ends up getting more complex. They make wrong decisions in terms of their investments. Even the good units get affected. Ultimately the organization becomes sick, financially unviable. Same was the scenario for our organization. However, there was an overseas buyer who was willing to invest in technology. Basically we had to settle a lot of people's dues. But we ended up paying the principal amount. We had to be very patient. Perseverance and intent was required. We stood our course and we succeeded.

Q: The three most important qualities that you see in a manager?

A: A manager should be:
positive about team work,
reliable.
responsible for any action taken.

Recent Events at IMT Nagpur



Dandiya celebration in the campus



Impressions-Inculcating and promoting Entrepreneurship via E-Cell of IMT-Nagpur.



Media Conclave - Bridging gaps and establishing relationships



gmanch Forum performs street plays aiming at social issues



Prahar-outbound Program



Students enjoying the lohri celebrations



Students celebrating Ganesh Chaturthi



Sunburn performing in the



tricks!!



Three students of IMT Nagpur represented the college in the Model G-8 Summit organised by IIT Mumbai



The Philanthropic Side of IMT Nagpur- Student Managers involved in imparting education to the underprivileged students.



Underground the flags

Industry Interaction

Interview with Mr. Vikrant Kulkarni (Barclays Wealth Management)

Mr. Vikrant Kulkarni is an alumnus of IMT-Nagpur. Currently, he is working with Barclays Wealth Management. He has prior work experience in TCS and was in New York with Morgan-Stanley for three years, as a consultant, working on behalf of TCS

Q: How does it feel to come back to campus after five years?

A: To be honest, being back after five years, the homecoming is really nostalgic. The campus has become really green. During our time, C hostel was under construction and D block didn't exist. Stuff like the gym, barbers, Frost n Fun were not even in the pipeline. It's changed so much- the campus i.e. It's a wonderful and refreshing change. The campus is very clean, systematic with signboards and everything. The campus has changed in a nice way. The number of students on campus has tripled.

Q: What 'Analytics' is to you?

A: Firstly, Analytics is not 'simple'. In fact, it is very complicated. As for employability in the field of analytics, it's very difficult for an MBA student to gain employability in this field with the big players. There is a saturation and ground war with Accountants, Post graduates, PhDs- many having experience with these data and its usage for 10-15 years. What we learn in an MBA course is very fundamental, it takes a lot of extra work and digging up on our part to learn the intricacies of finance, thereby venture into analytics. Subjects like marketing, operations etc can be delved into based on a course from a B-school but the ground distance between finance studies and the financial and derivatives market is light years. It takes experience and rolling around in the muck to actually begin to make sense in the real time market. Analytics involves data, big data analyses, predicting maybe consumer behavior based on past consumption trends. So analytics is basically of two types- predictive and reactive/factual analytics. Reactive analytics based on data that has already happened.

Q: Is Business analytics a subset or superset of analytics? Please share about your roll in the Organisation?

A: Business analytics is a subset of data analytics. It is basically a domain which pertains to forecasting and project based domain specific needs. There is a need for statisticians, derivative specialists, trend line analysts specific and customized for different projects. There are a million tools used for analytics and forecasting.

Basically, I am a business analyst. I'm not a technical researcher so I won't know the technicalities of all the tools of business analytics. I am more like a consultant who deals with data generated by the R & D cell of the firm. I use that data to provide my interpretations and hence business solutions to the client.

Q: Challenges you face as a business analyst?

A: Firstly, understanding business complexities- Especially the businesses in the United States and the U.K. The business processes out there are immensely complex and can't be understood by use of books, reading material, tools and software. Rather, an amalgamation of all these along with the on ground understanding is very necessary.

Secondly, not being a statistician or a techie or maybe a PhD hampers my understanding of the tech tools used in derivatives and trend analysis. It's not a huge hindrance to my work but I'd prefer to reduce my dependency on other teams.

Lastly, working in a myriad work culture is a huge challenge. Many kinds of people with many qualifications work together. There is bound to be a clash of egos, ideas and philosophies. Coping with that and getting your job done is a major challenge for us.

Q: Which unit are you exactly working in with Barclays?

A: I'm working with the Investment banking wing- Barclays Wealth Management. Barclays deals with Investment and Retail banking.

Q: What attracted or rather inspired you to take up Business Analysis as your domain?

A: Well, I majored in Finance and Marketing but while studying I realized that marketing wasn't my cup of tea. The work-life balance would be really hectic if I took up a job with a marketing firm. While studying Finance in my second year, I truly got the flavor of derivatives and statistics and then got inspired to be an investment banker.

Q: Any golden advice for us, aspiring student managers who are interested to make career in Finance?

A: I've heard that IMT has installed a BLOOMBERGTM terminal. Please utilize it to the fullest as you all have access to a treasury of information. Only about 5% MBA graduates in India know how to use it. Please, be among that elite class.



Mr. Vikrant Kulkarni

Industry Interaction

Interview of Mr. Biraj Patro (VP Sales Bagrry's India Ltd.)

Q: How has your experience been so far in FMCG sales & operations?

A: I started my career with sales in a small company in Andhra Pradesh. Initially there was a language problem as I could not understand a word in Telegu, so I had to use sign language then I told myself that I have to learn Telegu . It took me 15 days to learn the basics of language and that's how I managed for quite some time. Then I was put in rural area where I had to start new distribution channels. So in all it all added to my experience.



Q: How did you manage the transition phase in which modern retailing entered the country with advent of multinationals?

A: It required a lot of new learning as the modern retailing was new in India. We had to calculate new cost factors based on changing customer demand. With the revenue company was generating we had to recalculate what percentage of staff we could afford. Apart from that there was emergence of new segments. For example we had to push our customers to use shaving foam instead of shaving creams, then we had fairness creams for men so it introduced a new segment of men's grooming.

Q: You have a successful track of 25 years in FMCG sales & operations, Sir, what has been your success mantra for the same?

A: There is no success mantra, it's all hard work. The customer needs vary from location to location even within a small distance of 50 kilometers. When you travel you learn a lot, through observation you read your customer. In the end your experience teaches you the most, it makes you understand what customer wants. Ultimately this is what is required in sales.

Q: Regarding Bagrry's, as we know, it has an expertise in R&D and now it is focusing more on marketing. So in present market situation what is required- launching a new product or focusing more on marketing the existing product line?

A: Yes we are good in Research & Development but we don't have deeper pockets like Kellogg's. So whenever we come up with an innovative idea we cannot go ahead and spend on marketing as much as our competitors can, so we have to wait for our customers to come up with all the branding & promotions of the new segment then we launch our product. So the next question is can we be the third party manufacturing company. You have to keep your options open as you have the production capacity.

Q: Sir, what are your views about operations as a career in India?

A: In India there is good scope of operations especially in retail marketing. If you are in-charge of operations you are responsible for everything, starting from the recruitment to the manufacturing of the final product.

Q: How was your experience at IMT?

A: The campus is wonderful. You have got great mentors like Mr. T K Chatterjee and also the interaction with other faculty members was a great experience.

Interview With Prof. Anant Ram, Chairman (Alumni Affairs - IMT Nagpur)

Q: How important is the event Melange-a home coming event for alumni?

A: I think it is one of the most popular and most awaited event of the year. It provides a relaxed yet solid platform for budding managers to interact. It brings in loads of cheer and festivity in the campus, and personally speaking, I look forward to meeting the alumni.



Q: How important do you think is the interaction between the alumnus and the current students?

A: It is very very critical. The alumni provide authentic insights into corporate life and prepare the current student managers to deal with reality by gently shaping their expectations. They definitely make an impact on the minds of the students.

Q: Your thoughts on this year's Melange and Ranbhoomi?

A: We had nearly 200 alumni from all over the country. It was a huge success. Well done to the organizing team.

Q: Any message for the alumni?

A: Thanks for being with us and wish you all a glorious corporate life.

A. Kshatriya, Assistant Professor (IMT Nagpur)

Q: How has your experience been so far in IMT?

A: My experience at IMT has been extremely good, I have enjoyed my time since I have joined the institution. It's a very proud feeling to be a part of one of the top management schools in India, the faculty colleagues here are very cooperative, well read and expert in their field. The rich resources of database and journals help you to do the research in any stream. So, in a nutshell it has been a pleasant experience to be at IMT Nagpur.



Q: How do you find the students at IMT Nagpur?

A: Students are disciplined and I find that they cooperate with the faculty in the teaching- learning process. Students are basically a mix of those who are prepared for the session and those who participate in the class to learn from the same. What I have found from my experience is that, students do participate in the class room discussion. However, it also depends on the faculty how they involve the students in the discussion. Students have been very responsive and interactive in my discussion. I feel that students have taken all these courses in the right spirit.

Q: IMT has been conducting a number of events, how do you think this is going to help the student develop as managers?

A: Management as a course is different from almost all the courses which students have gone through during their bachelors degree programme on one primary aspect which is 'application'. Everything that students learn in management, he or she also learns where to apply it. Also, the activities that students are involved in both off-campus and on-campus, like the committees that they have formed, taking up projects, going and meeting either the corporate or the small entities in Nagpur has helped them develop a connection with what they study. Even if it's a small campus based activity like 'Prayatna', The students can feel a connection with entrepreneurship, with event management, group dynamic and understanding the organizational culture through such initiatives. What students have done has helped them and thereby, such activities should be given importance on a campus which is meant to train the managers of future.

Industry Interaction

Rendezvous with Dr. Sandhya Shekhar

“To be yourself in a world that is constantly trying to make you something else is the greatest accomplishment.”



It was a matter of privilege for IMT-Nagpur to have a nouveau riche on campus for a guest lecture. Dr. Sandhya Shekhar whose feathers on her hat includes some designations like CEO of IIT-M Research/Tech park, Director of Asia-Pacific Consulting in Gartner and she is the one who is responsible for the consulting practice of Gartner in India. She has more than 18 years of experience in the IT industry with a focus on IT strategy, enterprise solutions and software engineering. Her key skill areas include e-business solutions, knowledge management, web-based solutions and software development tools, technologies and methodologies. She has let numerous software projects from inception to implementation in various functional areas using diverse technologies, from client-server and expert systems to object oriented and web-based technologies, including online learning.

She has co-authored a book which was first of its kind in India and is named as ‘Knowledge Management’ by Tata Mc Graw Hill Education.

She has a management degree from the Indian Institute of Management, Bangalore and is a university rank holder with a bachelor’s degree in mathematics.

Q: You are a management graduate as well as an ace in IT industry. With your experience in both the field, what are your inferences about the amalgamation of both these diversified field?

A: World is a global village and thus globalization has opened the doors wide to alien influence. So, here comes the need to use newer technologies so as to ensure better management education to all. The increasing demand for management education, change in nature of business and industry within the newly created borderless market environment, and the revolution in information technology provide an opportunity to change the curricula and delivery system of management education so as to provide prospective managers an edge to successfully face the challenge in globally competitive setting. Therefore, management education and IT has to develop a mutually supportive relationship for achieving excellence.

Q: What was the motivation that led you to create a book which was first of its kind in India?

A: That was the time when a lot of people had believed that the potential of India in terms of what we can do by way of creating our own IP, creating our own products has not been really crystallized into something tangible. India is a pool of fantastic quality of manpower but this very manpower has not been utilized to create a kind of R&D output, the quality of products and technology that could potentially be created within our country. The apparent lacuna seems to be the lack of engagement into R&D as well as the diminishing industrial exposure. So, the motivation was to lay a foundation for a strong knowledge inventory that could spark a drive for strong R&D.

Q: Please tell us something about your book.

A: This is a breakthrough book that explains how technological and conceptual synergies can be deployed for conversion of knowledge to knowledge management in the organizational context. I co-authored this book with Dr. Ganesh Natarajan who has tremendous expertise in consulting and developing KM solutions, it captures the essence of the time that is being referred to as the dawn of the knowledge society. The book explains the current prevalent standards and technologies for web-based training and the importance of these in the overall decision making process. It is a one stop reference point for anyone who wants to evaluate and implement web-based learning solutions.

Q: Are you planning to compose another title?

A: Yes, there is a plot going inside the walls of my mind. I just have to jot it down. So, I think I would come up with my next book soon.

Q: What message would you like to convey to the budding IMTians?

A: Be happy in life, do more of what makes you happy, accompany yourself with the kind of people that sprinkle joy in your life and the most important thing is to find happiness in your work. Once you start doing things in which you are interested at, you never actually work, you excel. Also, respect your individuality; be proud of what you really are. I believe that to be ‘yourself’ in a world that is constantly trying to make you something else is the greatest accomplishment.

Industry Interaction

A Conversation with an Embodiment of Wisdom

Mr. Jagannadham Thunuguntla an alumnus of Harvard Business School made his gracious presence for 'Arthavyuh 2013' the Financial Conclave organized by the Finaholics- The Finance forum of IMT Nagpur. He is currently the head of research at SMC Global Securities Ltd and this eminent personality has received the 'India's



Mr. Jagannadham Thunuguntla

Best Equity Analyst Award' from Mr. Pranab Mukherjee (2012). He has more than 100,000 references in various national and international newspapers & publications and more than 10,000 interviews in various business television channels. He has been associated with many industry forums as a speaker on the topics of discussion ranging from Global Economy, Private Equity, Banking License, Takeover code, Public-Private Partnership, M&A, Union Budget, Telecom, Corporate Governance, PSU Disinvestment, etc.

Mr. Jagannadham Thunuguntla enlightened the student managers of IMT about the reasons for the downfall of rupee and touched upon different aspects of the current economic scenario.

Here is an excerpt of the interview that was covered by the Corporate Communication Committee of IMT-Nagpur.

Q: Sir, my question is in the context of the recent rise in Sensex during the Mahurat trading and the sudden fall right after fresh fears of tapering surfaced. What do you think the RBI should do in order to restore investor confidence?

A: The Sensex reaching the all time high of 21,000 is just a number game; it does not have any relevance as such. It is more important for us to know how many traders are trading in the market, how much profit they are making, how is the job security and how much confident the customers are in investing in the market. These aspects have more relevance and importance than the Sensex reaching 21000 points.

Having said that, I would also like to mention that what drives the market now is liquidity. The Bank of England, Bank of China, Federal Reserve and Reserve Bank of India have become cheerleaders, cheering for their rallies, they are not the emperors. What is being thrown into the market is easy money and this is a creating rally after rally after rally. Generally what happens with liquidity driven rallies is that if it is supported with strong fundamentals then the rallies sustain. On the other hand, if the liquidity is not supported by strong fundamentals

then the rallies end in a painful manner. That is how it was in 2008 and it might be the same in the near future. So, fundamentals must be made strong.

Q: We all are novice in the field of stock trading, according to you should we gain some knowledge before trading or learn the up and downs of the stock market while trading?

A: It is extremely essential that you have conceptual clarity and clear idea of this field before entering it, but the real learning will take place only when you enter the field. It is more like on the job training, the only way to learn the game is by losing money. Stock trading can be compared to a tuition center wherein you pay the money to the market to learn the tricks of the trade and polish your skills. The other side of the coin in this magnanimous field is research. Now, research is completely different from making money. A person with good research skill may not have the ability to convert it into money. In other words, having excellent research skill is like 'Harsha Bhogle' and converting it to money is 'Sachin Tendulkar'. Our country has numerous 'Harsha Bhogle', but only one Sachin Tendulkar. And, to be the little master in this field one must have enough financial capital backed with intellectual independence. These two form a lethal and deadly combination, but often it is seen that people with financial capital lacks intellectual ability and vice-versa and this is one of the reasons why we don't have many success stories in the capital market. It is very difficult to bring a smile on everyone's face because no new money is generated here, instead it is rotated. So, you can win only at the expense of others.

Q :Given, that you are an equity analyst, what is that one lesson that has helped you all through?

A: The first learning is that one should have sufficient capital to burn. It is not for the faint- hearted. Again, every single day the trading volume in the market is three lakh crores. The game is complex, big and dynamic. A single investor with say, just one lakh of capital, may not be able to withstand the sheer pressure of the market. He will not be able to exercise dynamism in the portfolio. Therefore, one should have a certain level of mental maturity and capital management skills. If one has the talent or capital, share trading is not everybody's cup of tea. It requires one to be on his toes and be spontaneous. It is like playing chess every single day.

Q: What according to you are the skills necessary for a budding student manager?

A: The corporate world today has become extremely competitive and you have to keep running and working hard to stay afloat. It has become more like survival of the fittest. Hard work is the key to move forward. A student manager must learn to dissolve the distractions which can be in terms of unfair rewards or corruption. The key to success lies in maintaining the integrity and confidence. The growth may be at a snail's pace if you follow the good path, but your longevity will increase. The living example is 'Sachin Tendulkar'. The sheer fact he played for 24 glorious years is his honesty and respect for the game. Moreover, having potential is like being 'AjitAgarkar', but you need to be 'Sachin Tendulkar' if you want to differentiate between a normal cricketer and a legend

Ms Mansi M Fadnavis Manager - Marketing at GupShup (Webaroo Inc.)

Ms Mansi Fadnavis has over 4.5 years of experience in Marketing & Pre-Sales and Client Servicing, and is currently associated as a Manager - Marketing at GupShup (Webaroo Inc.) She has a holistic expertise in Television and Mobile and has specialized in Marketing Solutions into Business Alliances, Operations, Social Media Marketing and Pre-sales

Q: How has been your experience as a marketing manager of Gupshup?

A: It has been great so far, I am working in a very innovative domain right now. People come to me with problems specially on branding and they ask us as to the problems that they are facing as far as marketing and advertising is concerned, how will we leverage it to mobile subscribers. We basically plan a mobile campaign for them and thereby look after their entire marketing strategy. It's been really encouraging and engaging for me to work on different challenges and it's been really interesting job that I have and I enjoy it.

Q: What precautionary measures you follow to ensure that there is no delay in transferring of messages?

A: We don't depend on one operator, suppose we have only one operator with n number of messages, what if this capacity overshoots? For problems of this kind we have something called as rerouting. If one is not able to do it, we will have a loop of other operators. We have career relations with each of these operators at different levels and we pay some extra premium to get these messages delivered on time. As a benefit we are treated as special vendors and our messages are pushed on time. This entire loop takes place in 1 min time and so we avoid any possible delays.

Q: Does your company use mobile media for internal communication as well?

A: There are groups, like there is a traffic group we have. Suppose we have someone coming from Powai via the JBLR route which is mostly jammed. Everybody and anybody who comes through this route would be a part of the message group and we communicate through messages.

Q: What are the opportunities for outbound and inbound IVR in India?

A: It isn't really recognized in India as of now, it needs a proper execution. However at the same time, these are just tools, value is of your idea. You have to really get what the user wants and have a creative campaign. It is progressing but Indian market is very dynamic.

Q: How has your experience been at IMT?

A: The students are really bright and very interactive. I find them hungry for learning more and they have their own ideas. They seem to have a fresh perspective for everything and are a bright audience.



Ms Mansi M Fadnavis

Industry Interaction

Interview with Mr. Prabhakar Valivati on the Institute Day

Institute of Management Technology, Nagpur was graced by the presence of Mr. Prabhakar Valivati who has 20 years of experience in various domains of business like business planning, formulating strategies, marketing and international business management. Mr. Prabhakar Valivati has completed his bachelor's degree in Electronics Engineering from the Bangalore University and has an MBA from Indian Institute of Management, Bangalore. He has been a part of esteemed organisations like TVS Suzuki and Wipro before he starting his own organisation- RelQ Software. Now this company is sold to EDS. He is also the co-founder of Mentor Partners and MentorSquare.

Mr. Prabhakar Valivati delighted the students and faculty alike when he drew comparisons between the seven stages of a man's life.

Here is an excerpt of his interview with members of the Corporate Communications Committee.



Q: Sir, you had talked about the “second line of defence”, how did you use it in your professional career?

A: The second line of defence means to hire those people who can grow in your position. They gather the skills that are required. They can take on some of your responsibilities so as to reduce the burden on you. It is basically ensuring that you have a responsible group of people working towards the goal of the organisation after you leave.

Q: Which stage of life, out of the seven, did you enjoy the most?

A: Well that is a very good question. I think the third stage where you have essentially spent 10-15 years in the professional career and you have a stable relationship at home with family and children and you have your other interest slowly budding, that is when you start enjoying things the most. There is a certain amount of freshness. You are not the carouse youth you were. There is a certain amount of stability and appreciation, certain amount of understanding and maturity and when your life is not just work and work and work that is when you start liking everything around you. In the song “The Circle of life” by Elton John he says that there is more to know than can ever be known.

Q: You had mentioned that the second half of life is inspired by culture?

A: It is more defined by culture in the sense that you appreciate things better. You start liking what is more popularly known as the finer things, like finer music, finer literature, finer food and finer wine. That is when you start rounding yourself.

Q: What do you think are the three most important things that student managers like us should possess?

A: Well I think some of these qualities one should have forever. One of them is a completely open mind. Open mind is open to new ideas, new initiatives, that openness of thinking something different is something that I feel everyone should have. The second thing is what I call learnability. It is an extension of the previous quality. You must be willing to learn. Learnability is your ability and willingness to learn essentially at some point of your life you will feel that learning becomes your survival strategy. Third thing is sincerity and fidelity which really is about demonstrating passion and commitment in whatever you do. So whether you will be conducting an interview like this or cooking a meal – if you can demonstrate that during those 5-10 minutes you can give your undivided attention and stay focussed on what you are doing then it will surely help you go a long way in life.

Q: So it depends on us how we structure our lives?

A: With all the information that we have today, all we have to do is just Google it. But what differentiates one from another is not the access to information but the ability to use it. Eventually it's left to you. How you interpret it. The market for fruit juice in Nagpur is good. Everybody has access to this information, but what is it that you will do to get that edge. So, it is all about how you interpret that information, how you seek those nuances and information and make a decision. You have to dig deeper.

Q: That is in tune with what you had mentioned “deeper you go, better you are equipped”.

A: Yes that is true in case of everything in life. The first few years you have to go deeper no matter what you do. The deeper you go the better your insights are about life.

Q: You had done your MBA from IIM Bangalore and even we are in that phase of life right now, what advice would you give to student managers like us?

A: The ingredients that I had mentioned, I think you all should have those. If you develop that competence in your life, whatever be your life, with great help from God you can go anywhere. But if you have all these things then the probability of you going further will be higher.

Q: How was your experience at IMT Nagpur?

A: It is very good. This is my first visit to Nagpur and I had a nice experience. You have a beautiful campus. I met several professors. I think it is wonderful.

Recent Events at IMT Nagpur

Golf Tournament

The golf tournament that was held in IMT Nagpur brought back reminiscence of the great old Tom Morris and Tiger Woods playing when they kick started their golfing career. The initiative taken by Dr. Rajendra Nargundkar and Dr. Smita Dabholkar brought a welcome change in the sporting arena of IMT-Nagpur as student managers got an opportunity to play a sport that is unique and considered one of the greatest sports of all time. The purpose of the tournament was not only to make the students managers accustomed to the game, but also teach them the business implication and learning the game brings along. Golf is worldwide known for stimulating the brain and reducing the stress levels. The focus and concentration needed in this game is essential for the student managers when they are on the threshold of entering the corporate world. Dr. Rajendra Nargundkar received stupendous response for his initiative as many student managers turned up and learned the skills from this great golfer.

To keep the golf torch burning and motivate the student managers to play this game, the winners were rewarded with golf balls. The winners of the 'Putting tournament' were Akshita Sharma, Priya Jain and the winners of the 'Chipping tournament' were Prerna Bansal and Gunjan Nagpal. In the boys category the winners were Jatin Agarwal, Hitesh Girotra, Anant Goyal and Avinash Shukla.

As every shining day comes to an end, we bid adieu to the golfing day with memories that will be cherished for a lifetime.

Golf is deceptively simple and endlessly complicated; it satisfies the soul and frustrates the intellect. It is at the same time rewarding and maddening - and it is without a doubt the greatest game mankind has ever invented.

~Arnold Palmer



Amateurs and Aces at IMT

Milestone-34

When ignited minds come together, when creativity blossoms stronger, when laughter abounds amidst exhaustion, when caution is thrown to the winds, when a tiring day ends with ones who made it - a magic called Milestone 34 happens.

Twelve teams with around 24 members each, fastened their belts to participate in one of the most awaited events of IMT Nagpur. It started with icebreaker where teams introduced themselves with a short play on given theme. This was followed by games by forums Marque, Finaholics, Quizweiser, Literatti, StrategIT, Okonomos, Cyclops, XploHRe, Envision and CCIZ. Then it was time for THE promotional run which defines the phrase as we know it- 'Adrenaline rush' where participants run to occupy their space for team promotions. After a tiring promotional run it was time for nukkad natika- a first time experience for most of the student managers where they presented a skit on one of the topics "Nashe Mein Doobti Zindagi, Red Light Areas Just Got Green, Racism In/Within India".



Mango Janta won the M34 event

Second day went on with forum games, music garage and then reached its finale with the most happening events of M34- Dance and Fashion show, which was according to the theme 'Jugaad', all the teams were dressed in a most creative way, making use of waste and non-usable items to make their dresses- earning brownie points for the same. The boisterous two day event ended with our winning team- 'Mango Janta'

RANBHOOMI – A Sporting Fiesta

Ranbhoomi, the annual intra college sports event returned with huge fervour and an undying spirit to excel. The sporting arenas around the campus were lit with floodlights, adding to the sporting atmosphere.

The event was graced by 5 teams of alumni- the first graduating batch of IMT Nagpur; Jhaaz Brigade, Slayers, Chambal Ke Cheetey, Joism Reunion and Pioneers. Additionally there were 6 teams of senior batch; Invictus, Dreamers United, Chak De Phatte, Honey Badgers, Red Eagles, Checkmate and 4 junior batch teams; Ranveer, Jungles, Phoenix and The Absolutes.

The 3 day event, from 04th October, 2013, was a witness to some intense competition; a combination of skill, stamina and strength as the teams battled it out in a plethora of sports, including Badminton, Basketball, Cricket, Football, Lawn Tennis, Table Tennis, Throwball, Volleyball and LAN Gaming (Counter Strike). There were some breathtaking encounters such as the football game between Red Eagles and Jhaaz Brigade, which ended in a 5-4 win for the Red Eagles in extra time; the volleyball clash between Slayers and Invictus, which Invictus edged. Invictus and Slayers locked horns again in the basketball final, with Invictus emerging victorious again, in a thrilling game.

All in all, the event was a great platform for IMT'ians to showcase their sporting talent and to promote the right sporting spirit among young student managers.



Student Managers on the field for Ranbhoomi- The Sports Bonanza of IMT-Nagpur

Media Conclave-Bridging gaps and establishing relationships



Corporate Communication Committee

We value your feedback!

This issue of the Opus attempts to introduce IMT's internal excellence. We look forward to your comments and suggestions towards improving its quality and value. Email us at ccc.imtnagpur@gmail.com.

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