

AIMA News

AIMA'S MONTHLY E-MAGAZINE

M A N A G E M E N T T I M E S

DECEMBER 2017



Dear Readers,

It gives me great pleasure to present the December issue of AIMA News.

AIMA has always been at the forefront in spreading management thought and building capability in aspiring and practicing managers through its various services and programmes.

The past month saw AIMA conduct its 8th edition of Senior Leadership Retreat on the theme 'Winning the Race for Disruption', at Goa. The Retreat was organised under the Chairmanship of Mr Sunil Kant Munjal, Immediate Past President, AIMA & Chairman, The Hero Enterprise and was moderated by Mr Pranjal Sharma, Economic Analyst and Writer. The Retreat was addressed by several senior industry experts and leaders. More details are carried inside.

Mr TV Mohandas Pai, President, AIMA & Chairman, Manipal Global, Education Services and Mr D Shivakumar, then Chairman & CEO - India Region, PepsiCo India Holdings Pvt Ltd addressed a special session organised by Goa Management Association which was very well attended and received.

AIMA has always endeavoured to provide various platforms for young managers and professionals to build and enhance their management skills and capability.

AIMA recently organised the 1st Young Managers Simulation Championship which was held at New Delhi. Young Managers Simulation is a new initiative to provide an opportunity to the current generation to familiarise themselves on Business Management concepts and manage a business, while learning in a simulated environment.

In addition, the 18th edition of AIMA's National Management Quiz came to a successful conclusion with the the Grand Finale organised at Delhi. The programme witnessed participation of over 120 teams from all over India comprising of both private and PSU companies. You will find more details in this issue.

AIMA also organised its 7th Innovation Practitioners Summit at New Delhi. The Summit was based on a Case Study Contest on breakthrough Innovations which witnessed active participation from several corporate teams. Around 200 delegates from corporates, PSUs, and academia participated at the Summit.

AIMA continued to offer its customisable admission and recruitment testing services to several institutions and organisations. Several open and in-company training programmes were conducted for management students and professionals during the period. Brief reports are carried in this issue.

You will also find updates from the Local Management Associations and some interesting articles on management inside.

I hope you enjoy reading this issue of AIMA News and look forward to your feedback and suggestions.

Warm Regards,

Rekha Sethi
Director General

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Making of a brand in Refurb & Repair

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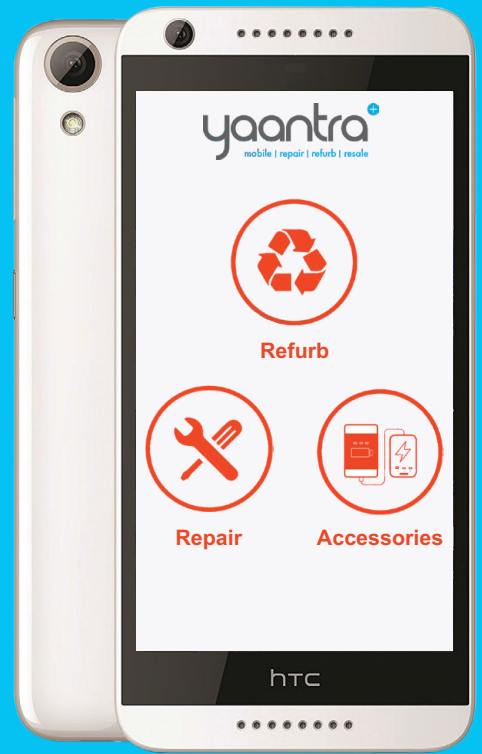
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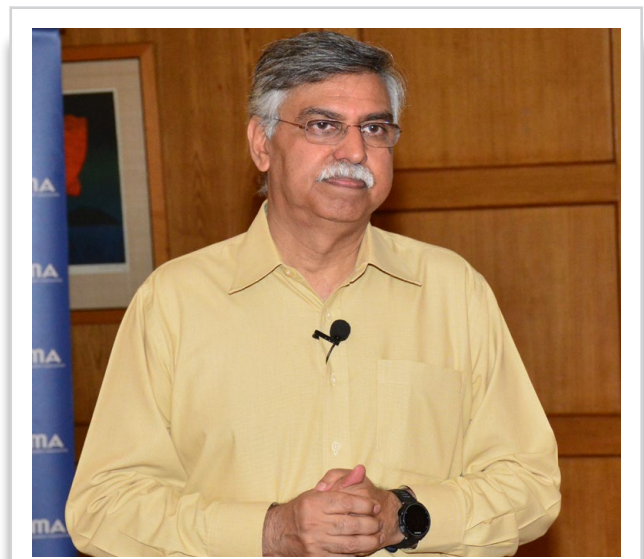
8th Senior Leadership Retreat



Participants of 8th Senior Leadership Retreat

AIMA organised its 8th edition of Senior Leadership Retreat on the theme 'Winning the Race for Disruption' from 15 - 17 December, 2017 at Goa. The Retreat was organised under the Chairmanship of Mr Sunil Kant Munjal, Immediate Past President, AIMA & Chairman, The Hero Enterprise and was moderated by Mr Pranjal Sharma, Economic Analyst and Writer. The Retreat aimed to identify some of the emerging issues faced by senior leadership in the current volatile scenario and to provide insights into innovative approaches and strategies that deliver real value.

Some of the speakers included Mr TV Mohandas Pai, President, AIMA & Chairman, Manipal Global



Sunil Kant Munjal, Immediate Past President, AIMA & Chairman, The Hero Enterprise addressing

Education Services; Ms Mira Nair, International Film Maker; Mr Sanjay Kirloskar, Chairman and Managing Director, Kirloskar Brothers Ltd; Mr D Shivakumar, then Chairman & CEO – India Region, PepsiCo India Holdings Pvt. Ltd; Mr R Mukundan, Managing Director & CEO, Tata Chemicals Ltd; Mr Akhil Bansal, Deputy CEO, KPMG in India; and Mr Shamik Sharma, Venture Partner, pi Ventures.

In addition, the Retreat was planned to coincide with the 'Serendipity Art Festival' in Goa, and an art appreciation tour for the speakers and delegates was also organised.



Sanjay Kirloskar, Vice President, AIMA & Chairman and Managing Director, Kirloskar Brothers Limited and TV Mohandas Pai, President, AIMA & Chairperson, Manipal Global Education Services Pvt Ltd

National Management Quiz

The 18th edition of AIMA's National Management Quiz was conducted across India. The regional rounds were held in Kolkata on 25th November; Bengaluru on 1st December and Mumbai on 2nd December and the Delhi regional round and the Grand Finale was held on 9th December.

Tata Consultancy Services Ltd emerged as National Champion this year in NMQ. Deloitte was the National 1st runners up and HDFC Life was the National 2nd runners up. The programme witnessed a participation of over 120 teams from all over India comprising of both private and PSU companies.



Tata Consultancy Services Ltd winners of 18th National Management Quiz

Leadership in the Age of Disruption



T V Mohandas Pai, President, AIMA and Chairperson, Manipal Global Education Services Pvt Ltd addressing at the special session on 'Leadership in the Age of Disruption'. (L-R) Dr. Pradeep B Salgaonkar, Chairman, GMA; Shrinivas V Dempo, AIMA Council Member; D Shivakumar, then Chairman & CEO, PepsiCo India Holdings Pvt Ltd; Rekha Sethi, Director General, AIMA and Nitin Kunkolienker, President GMA.

Mr T V Mohandas Pai, President, All India Management Association and Chairperson, Manipal Global Education Services Pvt Ltd and Mr D Shivakumar, then Chairman & CEO, PepsiCo India Holdings Pvt Ltd and Past President, All India Management Association addressed a special session organised by Goa Management Association (GMA) on AIMA's theme of the year, 'Leadership in the Age of Disruption'. The session was organised for members of GMA on 18th December 2017.

Speaking on the occasion Mr Pai elaborated the course of history and change in the world



D Shivakumar, then Chairman & CEO, PepsiCo India Holdings Pvt Ltd and Past President, AIMA addressing

and cautioned that while major changes in the past took 500 years to happen, recent changes have taken far shorter times to be introduced and to impact people. Mr Shivakumar spoke about issues emerging out of disruptive changes. He threw light on the challenges, the need to transform and the 5Ts of Trends, Talent, Technology, Time and Top management, which are the key to survival in the times of disruption.

Introducing the topic, Mr Shrinivas V Dempo, Chairman, Dempo Group of Companies,

AIMA Council Member and Past President, Goa Management Association, elucidated the younger generation’s comfort with technology, the pace of change and the corresponding expectations.

The other panelists included Ms Rekha Sethi, Director General, All India Management Association; Dr Pradeep B Salgaonkar, Chairman, Goa Management Association and Mr Nitin Kunkolienker, President, Goa Management Association. The programme was very well received and attended by over 200 participants.



Speakers & delegates at the special session on 'Leadership in the Age of Disruption'

7th Innovation Practitioners Summit



(L-R) Neeraj Kapoor, Director, AIMA; Dr Samir K. Brahmachari Chief Mentor, Open Source Drug Discovery; Founder Director, Council of Scientific and Industrial Research-Institute of Genomics & Integrative Biology; Former Director General, Council of Scientific and Industrial Research (CSIR) and Akhil Bansal, Deputy CEO, KPMG in India

To encourage, recognise and award the best Innovation practices across disciplines, AIMA organised its 7th Innovation Practitioners Summit on 13th December 2017 at New Delhi.

The Summit was based on a Case Study Contest on breakthrough Innovations in Sustainability & Corporate Social Responsibility (CSR), Digital, Learning and Development (L&D), Research and Development (R&D) and Artificial Intelligence (AI), Manufacturing & Services. The top winner from each category showcased their award winning case studies at the summit. Several corporates participated and sent in their applications for the case study contest.



Rajeev Bhadauria, Director Group HR, Jindal Steel and Power and Vishal Manchanda, National Head – Learning & Development Indus Towers Limited

Dr Samir K. Brahmachari Chief Mentor, Open Source Drug Discovery; Founder Director, Council of Scientific and Industrial Research -Institute of Genomics & Integrative Biology; Former Director General, Council of Scientific and Industrial Research (CSIR) was the chief guest on the occasion and also presented the awards to the winners. Some of the other speakers at the summit included Mr Akhil Bansal, Deputy CEO KPMG in India; Mr Rama Shankar Pandey, CEO & MD, Hella India Lighting Ltd.; Mr Anupam Sibal, Group Medical Director, Apollo Hospitals Group; Mr Samiron Ghoshal, Head of Alliances &

New Solutions, KPMG in India; Ms Hetal Sonpal, COO, Wigzo Technologies; Mr Rajeev Bhadauria, Director Group HR, Jindal Steel and Power; Mr Vishal Manchanda, National Head – Learning & Development Indus Towers Limited; Mr Jaijit Bhattacharya Partner, Infrastructure and Government Services KPMG in India; Mr Pranjal Sharma, Economic Analyst & Writer, Author – Kranti Nation; Ms Anuja Bansal, Secretary General and National Director SOS Children’s Villages India and Mr Munish Chander, Head TCI Foundation & CSR, TCI Group. 200 delegates from corporates, PSU’s, and academia participated at the summit.

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13th Global Advanced Management Programme

AIMA
ALL INDIA MANAGEMENT ASSOCIATION

*Disruptive Innovation &
Open Business Models
in the Changing Global
Landscape*

24 June to 30 June, 2018
at Silicon Valley, USA.



Programme Director

Solomon N Darwin

Executive Director, Center for Corporate Innovation
Haas School of Business, University of California, Berkeley

Programme Objectives

- Insights into the latest models and frameworks for understanding business problems
- Strategies for identifying new opportunities and capitalising on them
- Rethinking business models and management approaches as a global leader
- Deeper understanding of organisational dynamics to improve implementation of new initiatives/ideas

Programme Framework

- i Class Room Lectures and Interactions
- ii Keynotes by Silicon Valley Startups and CEOs
- iii Visits to and interaction with the top management teams of companies and institutes like Google, Intel, Cisco Systems, Wells Fargo Bank, Standard Chartered Bank, PayPal Inc, IBM Research, VISA, GE Co-Innovation Lab, Fujitsu Open Innovation Center, UC Berkeley Campus amongst others.

Participation Fee

Delegate Fee per participant: INR equivalent of USD 8500 per Participant

Inaugural Discount: USD 750 per participant for registrations received along with participation fee by 31st March, 2018.

Early Bird Discount: after 31st March, 2018 a discount of USD 500 per participant available for registrations received along with participation fee by 05th May, 2018.

GST: 18% as applicable on the date of fee payment will be charged on the participation fee.

AIMA GSTIN No. 07AAATA1644A1ZH AIMA PAN no.: AAATA 1644 A

Online registration available, please visit www.aima.in

Nitin Saxena

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Website: www.aima.in

Young Managers Simulation Championship



HPCL-Champion team of Young Managers Simulation Championship

AIMA organised 1st Young Managers Simulation Championship during 12-14 December 2017 at New Delhi. Young Managers Simulation is a new endeavour to provide an excellent opportunity to the current generation to familiarise them about Business Management concepts and manage a business in the simulated environment.

The Grand finale was held on 14th December,

2018. Mr. Amit Sharma, VP, Learning & Development for Canara HSBC OBC Life Insurance was the chief guest for the event. HPCL emerged as the Champions team of YMS 2017 this year. Andritz Hydro was the first and the second runners up in YMS 2017. The champion team will get a wild card entry in the finale of National Management Games of 2018 (NMG 2018).

Training Programme

AIMA organised a two-day training programme 'Transiting to Executive Role' on 21st and 22nd December 2017 at New Delhi. The training programme was organised for first time executives to understand and manage their transition into a new role. Some of the topics covered were, interpersonal skills and building positive relations, prioritising, self-management, understanding and appreciating roles and responsibilities, etc. A mix of private and public sector organisations participated in the highly interactive and participative training.



Participants of Transiting to Executive Role training programme

Another residential training was organised on 'Reach Where You Aspire To: Leadership Training' from 7th to 9th December 2017 at Jodhpur. This training was designed to help women executives sharpen their managerial skills, develop new skills and carve leadership paths for themselves.

The training discussed common concerns of professional women and drafted a futuristic action plan to face challenges and take leadership roles. The training was well received by the participants from 6 different cities of the country with varied functional and managerial background.



Participants of 'Reach Where You Aspire To: Leadership Training'

New Additions in AIMA Library



Professional Services Marketing Handbook:

How to build relationships, grow your firm and become a client champion / Clark, Nigel.
New Delhi : Kogan Page Limited, 2015



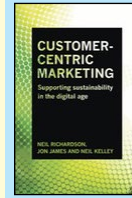
Marketing Analytics:

A practical guide to real marketing science/Grigsby, Mike .New Delhi: Kogan Page Limited, 2015



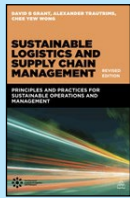
Field Visual Merchandising Strategy :

Developing a national in-store strategy using a merchandising service organization/ Russell, Paul J.
New Delhi : Kogan Page, 2015



Customer-Centric Marketing :

Supporting sustainability in the digital age/Richardson, Neil;James, Jon; Kelley, Neil.
New Delhi : Kogan Page, 2015



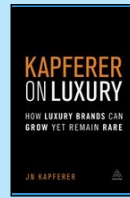
Sustainable Logistics and Supply Chain Management

Sustainable logistics and supply chain management, revised edition/Grant, David B.;Trautrim, Alexander;Wong, Chee Yew.
New Delhi : Kogan Page Limited , 2015



Leading Digital Strategy:

Driving business growth through effective e-commerce/Bones, Chris ;Hammersley, James.
New Delhi : Kogan Page Limited , 2015



Kapferer on Luxury

How luxury brands can grow yet remain rare/Kapferer, Jean-Noël.
New Delhi : Kogan Page Limited, 2015



Social Media Risk and Governance :

Managing enterprise risk/ Mennie, Phil.
New Delhi : Kogan Page, 2015



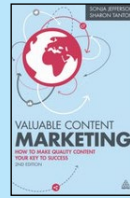
The Agile Organization:

How to build an innovative, sustainable and resilient business/ Holbeche, Linda. New Delhi : Kogan Page , 2015



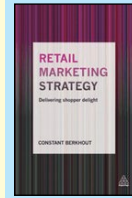
The future of Indian economy

The future of Indian economy :past reforms and challenges ahead/Yashwant Sinha, Vinay K. Srivastava. New Delhi: Rupa Publications India Pvt. Ltd.,2017, P. 361.



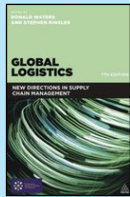
Valuable Content Marketing:

How to make quality content your key to success, 2nd edition/Jefferson, Sonja ;Tanton, Sharon.
New Delhi : Kogan Page, 2015



Retail Marketing Strategy :

Delivering shopper delight/Berkhout, Constant. New Delhi : Kogan Page, 2015



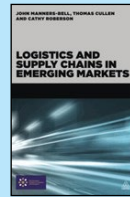
Global logistics :

New directions in supply chain management, seventh edition/ Waters, Donald; Rinsler, Stephen.
New Delhi : Kogan Page, 2014



Leading Procurement Strategy:

Driving value through the supply chain/ Mena, Carlos ;Hoek, Remko van ; Christopher, Martin.
New Delhi : Kogan Page, 2014



Logistics and Supply Chains in Emerging Markets:

Logistics and supply chains in emerging markets/Manners-Bell, John; Cullen, Thomas ;Roberson, Cathy.
New Delhi : Kogan Page, 2014



Supply Chain Risk:

Understanding emerging threats to global supply chains Manners-Bell, John.
New Delhi : Kogan Page, 2014



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Global Procurement Summit 2018

New Frontiers: Driving Transformation & Growth

8-9 February, 2018

The Lalit hotel, New Delhi

World over, procurement function has already risen to a great prominence. Practitioners acknowledge the need to develop and modernize public procurement system across the continents to get the best value of money for meeting the already laid objectives of the countries.

The Summit organised by All India Management Association in partnership with Department of Expenditure, Ministry of Finance, Government of India and the World Bank will provide forum to share the learning and the success stories from different regions, which will also encourage the countries which are at early stages of reform and might be facing teething problem. With over 15 to 20 countries participating in the event, it will also give opportunity for the Heads of Procurement Agency or Authority to network with the view to make their public procurement system more effective

Objective of the Summit

- To build a platform for dialogue, advocacy and incorporation of lessons from emerging experiences.
- To facilitate greater regional integration of Procurement heads.
- To foster public- private dialogue and business-to-business collaboration.
- Draw Yardstick of your own procurement proficiency by hearing from top procurement professionals
- Excellent networking opportunity with your peers, industry experts and leading suppliers

Registration

Registration fee for different categories of participants is as follows:

Categories	Registration Fees
Ministries/State Government/UTs/PSUs/Corporates	INR 5,000
Foreign Delegates	USD 200

- AIMA GSTIN No. 07AAATA1644A1ZH AIMA PAN No.: AAATA 1644 A
- Taxes will be applicable as per Government norm
- Draft/Cheque should be in favor of All India Management Association payable at "New Delhi"
- The registration fee includes Executive kit, Lunch, Tea/Coffee during session.
- Online registration is also available, please visit www.aima.in

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Dr.(Prof.) Gurbandini Kaur - Program Director

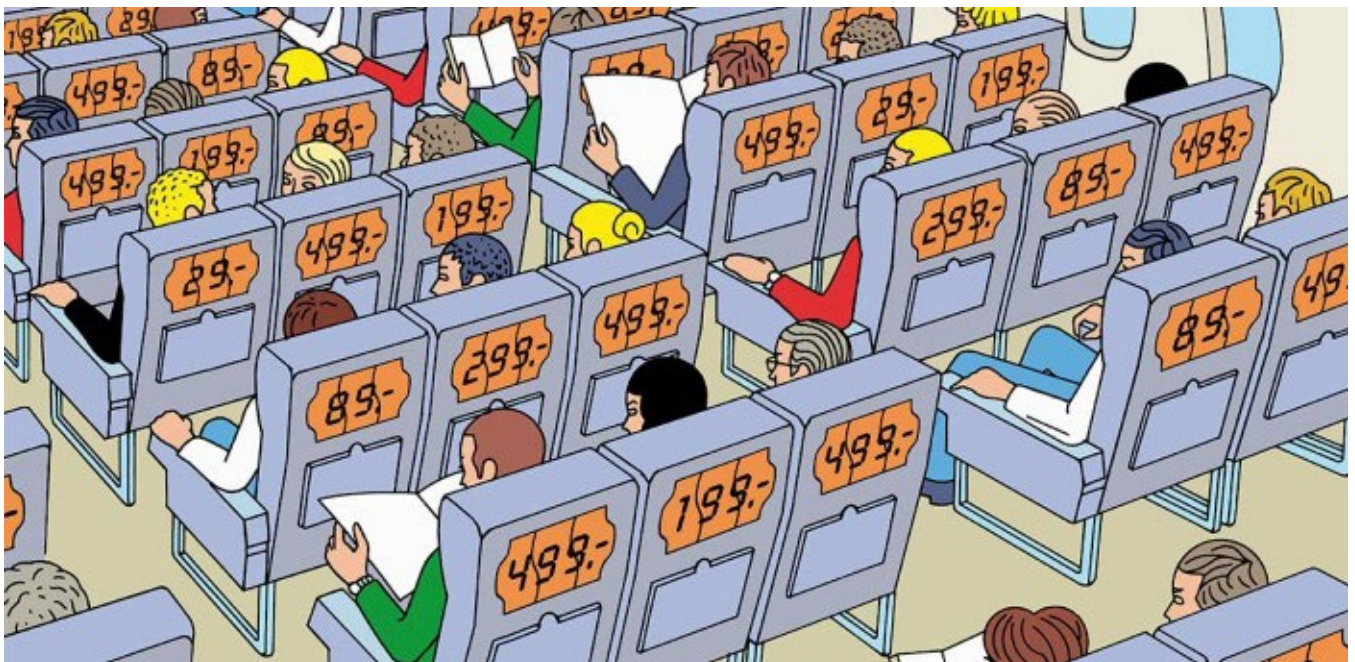
Mr Kapil Verma - Program Manager

All India Management Association – 15 Link Road, Lajpat Nagar-III, New Delhi.

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How Retailers Use Personalized Prices to Test What You're Willing to Pay

Rafi Mohammed | October 20, 2017



Have you ever looked up flights or hotels on an app on your phone, only to open your laptop and see different prices?

That's exactly what happened to me recently. I was using Orbitz's iPhone app to research a vacation package to New York City. Settling on a hotel, I accessed Orbitz's website on my laptop to book the package. That's odd, I thought, realizing that the

package on my laptop — identical flights, hotel, room type — was \$117 more (6.5% more) than the price on Orbitz's app. A quick scan found that prices of identical vacation packages often differ between Orbitz's app and website.

I then did a side-by-side app test of the same package with a friend who was sitting next to me. Her Orbitz app price was \$50 (2.8%) more than my

app price. Amazingly, Orbitz knew something that I regularly give my friend good-natured grief about: She overpays for almost everything.

When I shared my results with Expedia (the parent company of Orbitz), its spokeswoman explained that the pricing differences I found between the app and website can be due to the fact that its suppliers allow different prices to be offered to mobile customers as well as members (no fee to join) who are logged in.

With regard to the side-by-side app comparisons, Orbitz attributed the price differences to the A/B tests that it employs or other anomalies that occur when setting millions of prices that regularly change due to dynamic pricing. Orbitz told me that it does not offer different prices based on device, browser type, or number or type of searches.

The bottom line, though, is that based on a few characteristics (app or web, signed in as a member or not), a rudimentary type of personalized pricing is occurring: Some customers are receiving different prices than others.

The reason why retailers try to offer a personalized price goes back to the downward sloping demand curve highlighted in Economics 101. This fundamental concept illustrates that, for most products, some customers are willing to pay more than others. To exploit that, pricing managers employ techniques that try to discern — and charge — the exact price that each customer is willing to pay. Outsize profits can be extracted from “top of the demand curve” customers, who value the product highly. Meanwhile, if discounts can be discreetly offered to customers with a lower willingness to pay, additional sales (and profit) are reaped. The result is a more profitable customer base, with some shoppers

paying more than others.

Personalized pricing can be found at most auto dealerships. The goal of salespeople is to determine how much each customer is willing to pay for a car through individualized negotiation. Prices are tailored by noting each customer’s characteristics and observing their actions. How shoppers dress, the car they currently drive, and answers to seemingly innocuous questions (Where do you live? What do you do for a living?) provide clues. Salespeople also observe actions, such as the other cars people are looking at and how they behave in negotiations (passive or aggressive). Evaluating each shopper’s characteristics and actions creates a pricing profile. Think of a profile as a polygraph test that suggests the highest amount each shopper will pay.

Web retailers can similarly profile their shoppers. Just as someone’s clothing can provide pricing clues, so can the manner in which a customer accesses an online store. Is a shopper using a laptop, app, desktop, or internet on their smartphone? What operating system are they using? Where are they located? A customer’s actions also provide pricing clues: What other products are they looking at? How many times have they visited the site? Much like car salespeople, web retailers can electronically evaluate the characteristics and actions of each shopper to create a profile that generates a personalized price.

A key question is whether personalized pricing, on the web or in-store, is ethical. Efforts to tailor prices may inadvertently lead to unfair results. A study by ProPublica found that the Princeton Review’s strategy of levying different prices based on zip code resulted in Asians being twice as likely to be charged a higher price. In a similar vein, a classic economics

study on car negotiation found that the markup on final prices for black women was triple the prices offered to white men.

Whether personalized pricing catches on with web retailers is now up to consumers. Will shoppers be comfortable knowing that the prices they are offered may be higher than those presented to others? Will buyers relish “electronically bargaining” to outwit sellers? Retailers first “negotiate” with each customer by personalizing prices based on their profile. In response, savvy shoppers will “bargain” by checking

prices on different devices, clearing caches, using the app, conducting multiple searches, asking friends in different cities to see what price they’re quoted, and so on. Or will they become fed up and steer clear of web retailers that price profile? Amazon is on the record as stating that all of its customers see the same prices — will other retailers be so clear-cut?

As the fate of electronic price profiling shakes out, one issue is clear: It is truly a caveat emptor environment for shoppers who use the web.

About Author:

Rafi Mohammed is a pricing strategy consultant and author of *The 1% Windfall: How Successful Companies Use Price to Profit and Grow*. Follow him on Twitter @culture-ofprofit

Disclaimer:

This article is republished with permission from Harvard Business Review. <https://hbr.org/2017/10/how-retailers-use-personalized-prices-to-test-what-youre-willing-to-pay>

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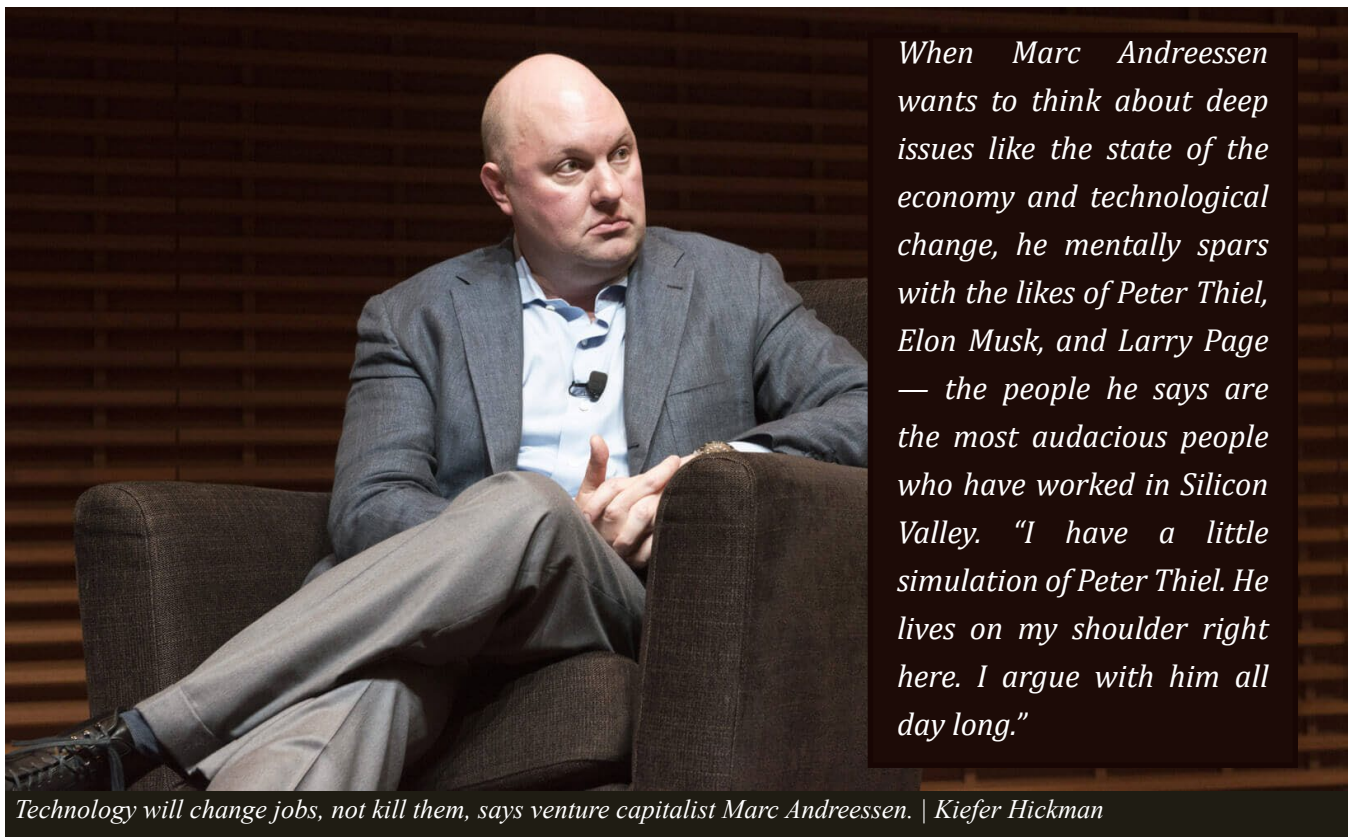
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Marc Andreessen: “Take the Ego out of Ideas”

The venture capitalist explores how to shape an innovative mindset

March 20, 2017 | by Ian Chipman



When Marc Andreessen wants to think about deep issues like the state of the economy and technological change, he mentally spars with the likes of Peter Thiel, Elon Musk, and Larry Page — the people he says are the most audacious people who have worked in Silicon Valley. “I have a little simulation of Peter Thiel. He lives on my shoulder right here. I argue with him all day long.”

Technology will change jobs, not kill them, says venture capitalist Marc Andreessen. | Kiefer Hickman

Imaginary arguments, he says, allow you to sharpen your thinking against people smarter than you. “You want to kind of construct a model of how they think and be able to be very objective and fair — where you can think things through from their standpoint,” he says. “Then you have your own view on things. Then you try to run through in your head what you

know of them and say, OK, here are the conclusions that they would reach. If you put enough time into that, you start to be able to have these conversations with yourself. People might look at you funny while it’s happening, but you get to engage in this dialogue.”

During a View From The Top talk with students at Stanford Graduate School of Business, Andreessen shared insights and advice about the role of technology in a changing economy, how to capitalize on the opportunities that present themselves throughout a career, and why the best ideas are likely already out there waiting to happen.

Tech Isn't a Job-Killer

"There are more jobs around the world than ever before," Andreessen says, and income levels have never been higher. "So if technological change were going to cause elimination of jobs, one presumes we would have seen it by now."

The more pressing question, Andreessen says, is how to harness the constant state of flux in the economy. Self-driving cars, for example, could potentially put 5 million people involved in transportation jobs out of work. And creating 5 million new jobs for them seems impossible with net monthly job gains typically in the hundreds of thousands. "Five million jobs seem like a lot of jobs. It is a lot," Andreessen says. But looking at the big picture shows that "every year in the U.S. on average about 21 million jobs are destroyed and about 24.5 million are created," Andreessen says. "So the real answer to how do you replace 5 million jobs is, we already replace that in less than a quarter [of a year] today."

You have to be ruthlessly open-minded and constantly willing to reexamine your assumptions. You have to take the ego out of ideas, which is a very hard thing to do.

Marc Andreessen

Starting from the point of view that jobs are going to change — rather than disappear — means you can focus on more important questions. "How do we set people up to be able to take advantage of the change? How do we have change work for people? How do we expand opportunities?" he says. "The conversation I think we ought to be having is on the things we could do to have more people have access to all the opportunity that the new technology in many cases is creating."

Be Ruthlessly Open-Minded

Over the course of a career, you're going to make a sequence of bets, Andreessen says: "You're going to make those bets of the places you choose to go and the people you choose to work with. You're going to screw some of those up." And just like in the VC business, it's wise to understand the difference between two types of errors. Mistakes of commission — losing everything you invest in a company — can be tough, but you'll get over them in time. Errors of omission — not investing in the first place — will scar you for life. "Every highly successful VC has made mistakes of omission, really big ones, of companies that they had the chance to invest in, they should've invested in, they didn't invest in," Andreessen says. "Take the bet, lose 1X. Don't take the bet and possibly miss on 1,000X."

Why do we make those mistakes of omission so often? "It's almost always because we have some theory for why something's not going to work," Andreessen says. "You develop an idea, and then you look for all the evidence that supports it and ignore all the evidence that disproves it. You get locked into your ideas." That mindset works against you, Andreessen warns, because what didn't work in the past might work now. "Just because MySpace didn't reach Facebook levels of scale didn't mean Facebook wouldn't be able to. So you have to be ruthlessly

open-minded and constantly willing to reexamine your assumptions,” Andreessen says. “You have to take the ego out of ideas, which is a very hard thing to do.”

Predicting the Future

Most of the good ideas are obvious, Andreessen says. They just might not work right away. Before Apple’s iPad was a huge success, for instance, the Newton was a dud. Instead of spending time overanalyzing whether something will work, he advises, try asking what happens when it does.

“Let’s just assume for a moment that self-driving cars actually work,” Andreessen says. “What are the consequences of that?” Cars fundamentally changed our idea of the geography of home and work. Before cars, people lived in the city to be close to their jobs. Then cars created the suburbs, and hence the commute. “We all sit here 80 years later wishing that nobody had thought of that,” Andreessen says. “We all hate it. It’s all a waste of time.”

But self-driving cars can reclaim that time. “All of a sudden you can have the idea that an hour-long commute is actually a big perk because instead of driving and having to sit and focus and lurch through traffic, what if your car is a rolling living room? What if you get to spend that hour playing with your kid or reading the news or watching TV or actually working because you don’t have to worry about driving?”

This opens up a whole new set of questions. If you can grab a chunk of your sleep time in a car, the geography of daily life changes and urban environments can become much, much larger, Andreessen says. If a car can be a rolling office, “what would be the consequences of that in terms of how these companies get built? What would be the infrastructure to support that kind of thing? What kind of early signals show that that kind of thing is starting to happen or not?”

Start seeing those questions, Andreessen says, and you can begin to “chart some view of how the future will unfold.”

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Ahmedabad Management Association

The month's activities took off on 2nd December when Mr Sanjay Chakraborty, Marketing Communication Advisor, EssKsee Consultancy coordinated an interactive session on 'Making Regional Language Cinema – Challenges and Opportunities'. This session also brought the audience face-to-face with the producer and the team of the Gujarati film 'Love ni Bhava!'.
Several lecture programmes were organised during the month. Mr Darshak Mehta, Vice President, Reliance Retails addressed on 'Future of Retail Business' on 8th December. Mr Cyril Shroff, Managing Partner, Cyril Amarchand Mangaldas (CAM) addressed the audience on 'The Changing Paradigm of Corporate Governance in India' on 12th December. Mr Achal Rangaswamy, Marketing Advisor & Motivational Speaker addressed on 'Managing Time, Managing Stress' on 15th December. Mr E V Swaminathan, Trainer & Counsellor addressed on 'Make Mind Your Best Friend' on 16th December. Prof Keyoor Joshi, Asst. Professor of Psychology, West Texas A&M University addressed on 'Helping People Change' on 18th December. Mr Himlal Parikh, Director, Interface Capital Markets (P) Ltd. addressed on 'Memorable Moments of 85 years of Indian Cricket' on 30th December.



Mr. E V Swaminathan addressing

During the month, 2 forums were organised. The Learners' Forum was held on 22nd December on the topic 'Competing against Luck' based on the book written by Clayton M Christensen. Ms Rama Moondra, Strategic Advisor and Management Trainer addressed the forum on 23rd December. Mr Suresh Mashruwala coordinated the Speakers' Forum on the topic 'Your Views on Job Creation'.

The much anticipated and exciting event 'AMAdabad Quiz – Season 4' was conducted by Mr. Sanjay Chakraborty, Marketing Communication Advisor, EssKsee Consultancy on 9th December.

'The Right Word Contest' was conducted by Mr Narendra Pandya and Ms Sangeetha Vishwanathan on 29th December.

AMA conducted 45 MDPs and one In-Company Programme in this month focusing on a variety of subjects. Total 751 participants benefitted from these programme.



AMAdabad Quiz Season-4

Allahabad Management Association

Joint Programme

Allahabad Management Association and Bishop Convent organised a joint programme on 25th December at the convent premises. The chief guest was Dr. Shanti Chaudhri, SRN Medical College, Allahabad. The guests of honour were Mr. Ravi Prakash, Secretary AMA and Mr. Vibhav Bajpai, VP AMA. Mr. Sanjai Pathak, Chairman, Bishop Convent Group of Institutions welcomed the guests. Dr. Shanti Chaudhri gave an interesting talk on the importance of festivals. Mr. Ravi Prakash and Mr. Vibhav Bajpai deliberated upon the management lessons to be imbibed from festivals. Mrs. Alka Pathak, Manager, Bishop Convent presented mementos to the guests. The event was appreciated by about 125 students present. AMA signed an MOU with the institution for carrying out more such programmes in future.



Chief Guest Dr. Mrs. Shanti Chaudhri, SRN Medical College with other dignitaries

Baroda Management Association

Diamond Jubilee Celebrations

Baroda Management Association organised a play titled 'Code Mantra' as part of the Diamond Jubilee Year Celebrations on 27th December. Code Mantra is a unique play showcasing a court martial case set against the backdrop of the Indian Army. Having made it to the BBC'S top 15 plays of the year 2015, this play has completed over 200 shows in Gujarati, over 250 shows in Marathi and is on its way to English and Hindi stage too.



Play – Code Mantra



Participants of the MDP on 'Effective Supervisory Techniques'

Management Development Programme

Baroda Management Association organised a Management Development Programme on the theme 'Effective Supervisory Techniques' on 12th December. The faculty of the programme was Mr. Harendra Choksi.



Ms. Bharti Naik addressing the FET

Friday Evening Talk

A Friday Evening Talk on Relationship Code was held on 1st December with Ms. Bharti Naik.

Prof. Rakesh Srivastava addressed the FET on 'Statistics for Decision Making' held on 8th December and on 15th December Dr. Raju Rathod spoke on 'Limitless Learning'. Dr. Parag Rana addressed an FET on 'How Do I Manage My Diabetes' on 22nd December. Mr. Hasit Mankad spoke on Digital Marketing on 29th December.



Dr. Raju Rathod addressing the FET

Bharuch District Management Association

MDP

BDMA organised full day training programme on 'Thinking out of Box' on 15th December with Mr. Vikas Chawda. The workshop was organised to sharpen the creative capabilities of people to keep pace with company aspirations. It helps in stimulating creativity that helps in solving problems more easily that result in increase in the productivity of the organisation.



Mr. Vikas Chawda at the MDP on 'Thinking out of Box'

EHS Forum

Behaviour Based Safety is a programme designed to influence employee actions toward safer outcomes, ideally by preventing an accident before it occurs. Implementing a behaviour based safety talk/programme is the most comprehensive way for companies to promote safety. Keeping this in mind BDMA organised an EHS Forum on Behaviour Based Safety on 20th December with Mr. A. K. Jain, Director, BDMA.



Mr. A.K. Jain, Director, BDMA at the EHS Forum on 'Behaviour Based Safety'

HR Forum

BDMA held its 12th HR Forum on 27th December. A Round Table discussion was organised with Mr. Vikram Mahida, Head- HR, GACL & Mr. Rajat Dey, Unit Head- HR, Grasim Industries Limited. The topic for the discussion was ‘Role of HR in nurturing organisational values & culture’. The forum concluded with an interactive discussion and QnA session.



Participants at the Round Table discussion

Bhopal Management Association

Bhopal Management Association, 1st Student Chapter was inaugurated on 11th December. The Chief Guest of the occasion was Prof. Rajpal Singh, Senior Academician and Higher Education Advisor. Some of the other speakers included Mr. Rajesh Tiwari, V.P, HR Vardhman Ltd. and Co –Chairman BMA; Dr. Prashant Jain, Pro Chancellor, Sage University and Vice Chairman, SGI Bhopal & Co Chairman, BMA, Mr. Rajeev Agrawal, Industrialist, life coach and motivator; Mr. D. R. Badhwar, Former, Advisor, Trident Ltd.; Prof. V. P. Singh, Advisor-MBA, Adv. G.K Chhibbar and Mr. Pradeep Karambelkar, MD, Vision Advisory Services Pvt. Ltd.



Chief Guest Prof. Rajpal Singh inaugurating the Student Chapter

Bhopal Management Association and PHDCCI jointly organised a Workshop on NPA Management: Challenges & Remedies on 15th December. Some of the other speakers included Mr. S.K Dokania, Deputy Zonal Manager, Punjab National Bank; Mr. Rajesh Jaikant, GM, Reserve Bank of India; C.A. Naveen Sood, Indore and Mr. Lajpat Shrivastava, Ex CEO, Moser Baer Power & Infra & Jindal India, Sr Consultant, E&Y. More than 60 participants from industries, corporate, institutions and members of BMA attended the programme.



Mr. Lajpat Shrivastava addressing

Bombay Management Association

Workshop

A one day workshop on 'Labour law', by Mr. R L Soni DMS, Labour Law Consultant from last 40 years, was held in BMA Knowledge Enrichment Facility on 1st December. The objective of the workshop was to update organisations on all applicable current labour laws with the latest revisions. A large number of corporates and professionals attended the workshop and reaped enormous benefits from the learning session with a senior and accomplished faculty.

Another workshop on 'Smart & Successful Investment in Stock Market' was held on 16th December. The Facilitator for the workshop was Mr. Suneel Khandekar. Professionals from different domains actively participated in this enriching session on stock market.



Facilitator Mr. R L Soni, Colonel A R Khadar & the participants



Facilitator Mr. Suneel Khandekar with the participants



Workshop in progress

BMA organised another workshop on 21st December on 'Miracles of Your Subconscious Mind' with Mr. Satyendra Singh a renowned Psychotherapist, Life Coach, Consultant & Corporate Trainer. The session was attended and appreciated by over 30 participants from different sectors. Mr. M D Agrawal, President BMA thanked participants, facilitator and BMA Team for organising an excellent evening talk.

Calcutta Management Association

CMA organised a symposium on GST on 11th December. The programme was inaugurated by Chief Guest Mr Prabal De, WBCTS, Additional Commissioner, Commercial Taxes & Jt. Secretary, Finance (Revenue), Govt of West Bengal. Other speakers included Dr Ajitava Raychaudhuri, Prof of Economics, Jadavpur University; Mr T B Chatterjee, Chief Corporate Officer, Legal & Corp Affairs, DIC India Ltd; Dr J N Mukhopadhyay,



(L-R) Prof Asok Kr Banerjee, President, CMA; Mr Prabal De; Dr J N Mukhopadhyay; Dr Ajitava Raychaudhuri; Mr Indranil Banerjee, Executive Committee Member, CMA

Director, J D Birla Inst – Dept of Management; Mr Rohit Kr Singh, Head – Operations, GST Business, Karvy Data Management Service Ltd and Mr Vijay Kr Gupta, Executive, Karvy Data Management Service Ltd. The programme was very well received and attended.

Coimbatore Management Association

CMA's 'Monday Musings' is a 45 minute popular interactive programme on a topic concerning Individual and Institutional Management. Monday Musing is conducted every Monday at CMA premises and is usually attended by 30-40 people. This time Mr. S. Karthikeyaan, Sr. Psychologist, Your DOST Health Solutions Pvt. Ltd. spoke to members on the topic on 'Cognitive – Behavioural Stress Management'.



Mr. S. Karthikeyaan, Sr. Psychologist, Your DOST Health Solutions Pvt. Ltd. addressing

Faizabad Management Association

Faizabad Management Association organised a seminar on Cryptocurrency at Jhunjhunwala campus on 7th December with key speakers Mr. Shailendra Gupta and Mr. Rajveer Singh, Experts of cryptocurrency. Mr. Shailendra Gupta spoke on Cryptocurrency starting from barter system to the latest cryptocurrency development via modification of coin, note and plastic currency system. Mr. Rajveer Singh explained the methodology to invest the money in the bitcoin system. Mr. Gaurav Dixit Director, Training & Placement; Mr. Parshuram Mishra; Mr. Rishiraj Srivastava; Mr. Pradeep Chaudhary; Miss Huma Afroz; Mr. Abhinav Tripathi; Ms Akansha Mishra along with 50 students were present during the session.



Director JBS presenting a memento to Mr. Shailendra Gupta

Faizabad Management Association conducted a seminar on the topic 'Career Opportunities in Cement Industry' on 30th December. Mr. Ravi Ranjan, Area Manager, Jaypee Cement met the students to give an awareness about the cement industry and group.

Ghaziabad Management Association

Workshop on Goods & Service Tax

Ghaziabad Management Association along with the Department of Business Administration – ABES Engineering College, Ghaziabad organised a Workshop on Goods & Service Tax (GST) on 23rd December at ABES Engineering College, Ghaziabad. The objective of the workshop was to make the participants aware of the recent changes in GST Law.

The speakers included CA. Manoj Kumar Goyal; Mr. Anurag Agarwal, Business Manager, Tally Solutions and Mr. Sarwan Nagar, Operation Team, Tally Solutions.

The workshop was graced by the presence of Dr. Gajendra Singh, Director – ABES EC; Dr. D. K. Sharma, Director – ADMIN, ABES EC; Dr. R. K. Singal, HOD – MBA, ABES EC; Mr. Vinay Gupta, Executive Director – GMA and CA. Gulshan Thapar.



Workshop on Goods & Service Tax

Goa Management Association

Goa Management Association organised a talk on 'Leadership in the Age of Disruption' on 18th December. Dr. Pradeep B. Salgaonkar, Chairman of GMA welcomed the gathering & Mr. Shrinivas V Dempo, Chairman, Dempo Group of Companies, AIMA Council Member and Past President, Goa Management Association introduced the topic. Some of the other eminent speakers included Mr T V Mohandas Pai, President, AIMA and Chairperson, Manipal Global Education Services Pvt Ltd.; Mr D Shivakumar, then Chairman, PepsiCo India Holdings Pvt Ltd and Past President, AIMA; Ms. Rekha Sethi, Director General, AIMA; Mr. Nitin Kunkolienker, President, GMA; Mr. Harshvardhan Bhatkuly, Vice Chairman, GMA and Mr. Amin Ladak, Treasurer, GMA proposed the vote of thanks.

On the occasion, Mr. Narayan R Bandekar, Founder and Chairman, NRB Industries was felicitated for his exemplary contributions to the Goan industry and society, on his completion of 75 years. Around 200 delegates participated in the talk.



(L to R) Dr. Pradeep B Salgaonkar, Chairman, GMA; Mr. Shrinivas V Dempo, AIMA Council Member; Mr. D Shivakumar, then Chairman & CEO, PepsiCo India Holdings Pvt Ltd; Mr. T V Mohandas Pai, President, AIMA; Ms. Rekha Sethi, Director General, AIMA and Mr. Nitin Kunkolienker, President GMA.



Felicitation of Mr Narayan Bandekar

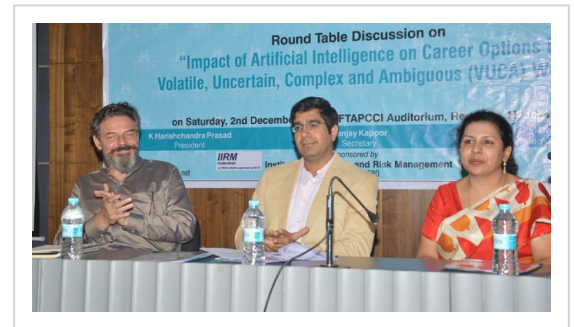
Hyderabad Management Association

Round Table

The Hyderabad Management Association conducted a Round Table Discussion for MBA students from all colleges in Telangana and Andhra Pradesh on 'Impact of Artificial Intelligence on Career Options in Volatile, Uncertain, Complex and Ambiguous (VUCA) World' on 2nd December. Jury Members for Round Table Discussion included Mr Bruno Jehle, Director General BJ Institute, Switzerland and India; Mr Sunil Kaura, Abhigya Capital Advisory Pvt Ltd and Dr Aliya Sultana, HOD-Management Studies, Rajeev Gandhi Memorial College of Engineering & Technology.



Dr A R Aryasri, Convener, SDP & FDP, HMA introducing the HMA Office Bearers.



Jury Members at the Round Table Discussion

Book Launch

The Hyderabad Management Association hosted the launch of the book 'A biography of Innovations from Birth to Maturity' by Mr R Gopalakrishnan, Past President, AIMA, Author & Corporate Advisor-The Mindworks & Former Director of Tata Sons on 8th December. It was an informative and inspiring evening as Mr. R Gopalakrishnan. spoke about how concepts turn into ideas, which then become prototypes, models and products.

Speaking on the occasion, the Chief Guest Mr Ajay Gandhi, Managing Director, Wings Infonet Pvt Ltd, Partner, Gandhi & Gandhi, Chartered Accountants & Founder Trustee, Manthan Foundation spoke about the need to make Innovations an integral part of daily life, and not limit it to products and organisations. Mr. K Harishchandra Prasad, President, HMA presided over the function and Mr. Vijay Vedantam, Joint Secretary, HMA gave the vote of thanks.



Mr R Gopalakrishnan addressing the gathering as Mr Ravi Kumar Peesapati, Vice President & Convener, Lecture Meetings, HMA; Mr K Harishchandra Prasad, President, HMA; Chief Guest, Mr Ajay Gandhi and Mr Sanjay Kapoor, Secretary, HMA look on.

Student Development Programme

Hyderabad Management Association conducted a Student Development Programme & Inauguration of Student Chapter at Vishwa Vishwani Institute of Systems & Management on 20th December. Mr K Harishchandra Prasad, President, HMA and MD & CEO, Lakshmi Finance & Industrial Corporation Ltd was the Chief Guest and inaugurated the Student Chapter.



Mr K Harishchandra Prasad, President, HMA and MD & CEO, Lakshmi Finance & Industrial Corporation Ltd addressing

Indore Management Association

Center of Excellence

IMA organised Center of Excellence (COE) an evening talk on 'Heartfulness' on 5th December. The facilitator for the session was Mr. Anurag Mundra, Jt. Managing Director, Ujaas Energy Ltd.



Mr. Anurag Mundra addressing the participants.



Winners of the Competition

Animation Maestro Contest 2017

IMA Animation Maestro Contest 2017 was held on 12th December at SBI Chetna Institute, on the theme – 'Bharat Bhagya Vidhata: Innovate and Lead'.

Learning from the life of Legends

IMA organised an evening talk on 'Learning from the life of Legend - Alfred Nobel' on 12th December. The facilitator for the session was Mr. Vijay Goyal, Immediate Past President, IMA Indore.



Mr. Vijay Goyal addressing the participants

Management Film Show

IMA organised a Film Show, based on ‘Famous Bollywood dialogues - A Bunch of Punch for Crunching Times’. The programme was organised on 18th December. The facilitator for the session was CA. Navin Khandelwal, Executive Council Member, IMA.



CA. Navin Khandelwal addressing the participants



Officers during the interaction

Interaction Session

IMA organised an Interaction Session with officers from College of Defense Management, Secunderabad and Executive Council IMA on 13th December.



Mr. Dan Fenech addressing the participants

Exclusive session

IMA organised an interaction with the officials of US Consulate, Mumbai regarding B1B2 visas on 16th December. The facilitator of the session was Mr. Dan Fenech, Deputy Chief, American Citizen Services and Consular Information Units.



Participants during the session

Evolution for Excellence

IMA organised Evolution for Excellence workshop on the topic, ‘Listening Skills for the Better world’ for management professionals on 20th December. The facilitator for the session was Dr. Vikrant Singh Tomar, Corporate Trainer.

Contemporary Learning

IMA organised its programme 'Contemporary Learning', an evening talk on the topic 'Untangling - Decision Making' on 22nd December. The facilitator of the session was Mr. Shiv Kumar, President – Corporate Affairs & Business Innovation, Indore Steel & Iron Mills Ltd.



Mr. Shiv Kumar addressing the participants

Kerala Management Association

Business Success Forum

Business Success Forum for the month of December was held on 6th December. The programme was inaugurated by Prof. J. Phillip, Chairman, XIME- Bangalore and Dr. A.V. Anoop-Chairman, AVA Group, who was also the guest of honour.



Prof. J. Phillip, Chairman, XIME, Bangalore inaugurating the forum



Participants of the workshop

Workshop

A one day workshop on the topic 'Workplace collaboration-Looking beyond truism' was organised by Kerala Management Association on 8th December. The facilitator for the workshop was Dr. Rajeshwari Narendran, Professor, HR/OB, M L Sukhadia University, Udaipur.



Dr. Rajeshwari Narendran, Professor HR/OB, M L Sukhadia University addressing

Evening Lecture

An evening lecture on the topic 'Workforce Management with Competency Mapping' was held on 8th December. The speaker for the evening was Dr. Rajeshwari Narendran, Professor HR/OB, M L Sukhadia University, Udaipur.

Seminar

A one day seminar on Fundraising Strategies for Entrepreneurs- ‘Funds Now 2017’ co-hosted by KMA in association with Baanyan Tree was held on 9th December. Mr. MSA Kumar inaugurated the seminar. The other speakers included Ms. Preeti Nambiar, Mr. Vivek Krishna Govind, Ms. Rekha Babu, Mr. Joffin Joseph and Mr. Nashid Ninar.



Mr. Vivek Krishna Govind addressing the seminar

Digital Summit

Kerala Management Association (KMA) in association with Internet & Mobile Association of India (IAMAI), Mumbai organised the ‘Kerala Digital Summit 2017’ on 15th December. The conference covered contemporary subjects including Digital Marketing, Digital Technology, Digital Payments, Content Marketing and Financial Technology.



Inauguration of Kerala Digital Summit 2017



Participants of the Interactive Session

Interactive Session

A team pursuing Higher Defence Management Course at the College of Defence Management (CMD), Secunderabad, visited KMA on 14th December. A presentation of various activities of KMA was made to the team.

Lucknow Management Association

Industrial Visit

Lucknow Management Association organised a visit to Inviro Techno Lab on 2nd December. Mr. Milind Raj, Founder, Inviro Techno Lab was recently conferred LMA Young Achievers’ Award. He has invented a variety of high technology applications and the world’s first intelligent ‘PortBOT’ robot.



Delegates at Inviro Techno lab

LMA organised a joint visit of PTC Industries by LMA members and a team of senior officers from College of Defense Management Secunderabad on 13th December. Mr. Sachin Agarwal, Chairman & Managing Director, PTC made an introductory presentation.



Delegates at PTC Industries



Participants at Chopra Retec Rubber Products Ltd

LMA organised another industry visit to Chopra Retec Rubber Products Ltd on 26th December. The guided round of the factory was preceded by a presentation by Mr. Kiron Chopra, Chairman & Managing Director, CRRPL.

Interface with Mr. Naresh Trehan

LMA in collaboration with Medanta-the Medicity and Era University, Lucknow organised an Interface with Dr. Naresh Trehan on 9th December. Dr. Trehan, the renowned cardiovascular surgeon spoke on the theme ‘Heart to Heart’. In the jam-packed audience were Professor Abbas Mahdi, Vice Chancellor, Era University; LMA members, and many dignitaries.



Dr Naresh Trehan addressing

Wellness Talk

LMA in collaboration with Medanta-The Medicity organised a wellness programme on ‘Stomach and Liver Related Ailments and their Management’ on 12th December. The eminent speakers were Padmashri Dr. Randhir Sud, a renowned Consultant at Medanta & Chairman, Institute of Digestive and Hepatobiliary Sciences and Dr. Neeraj Saraf, a leading expert in liver deceases in the country.



Padmashri Dr. Randhir Sud, a renowned Consultant at Medanta & Chairman, Institute of Digestive and Hepatobiliary Sciences addressing

Workshops

LMA organised a National Horticulture Workshop for farmers in Village Daulatpur District Barabanki, The event was organised in collaboration with a progressive farmer Ram Saran Verma. Hon. Governor of Uttar Pradesh Mr

Ram Naik inaugurated the event. Few of the speakers included Mr. Alok Ranjan, President, LMA; Ms. Priyanka Rawat, Member of Parliament; Dr. Hasib Akhtar, Vice Chancellor, Narendra Dev Agriculture University; Mr Ketan Patel a progressive farmer from Gujarat who shared best practices in Horticulture from Gujarat with over 1000 farmers present in the event.



Mr Ram Naik, Hon. Governor of Uttar Pradesh with other dignitaries

LMA has been supporting the initiatives of I care India, a social non-government organisation which runs a programme called 'Ankurum' for transforming 100 government primary schools by involving various stakeholders. LMA in collaboration with some academics is also working on a Government sponsored evidence based research study on this initiative.



Inauguration of the programme

On 15th December, LMA in collaboration with I Care India organised a workshop to showcase the improvement in school children. Dr. Rita Bahuguna, Cabinet Minister - Women Welfare, Family Welfare, Mother and Child Welfare and Tourism; Mrs. Anupma Jaiswal, Minister Basic Education; Mr Anil Swarup, Secretary, School Education & Literacy - MHRD Govt. of India; Mr Atul Kr. Gupta, Former Chief Secretary; Mr Alok Ranjan, President, LMA and many others were present. Mr Anil Swarup, IAS, Secretary School Education MHRD delivered the keynote address on 'Importance of Community Engagement in Transforming Primary Education'.

LMA collaborated with the state owned Institute of Cooperative and Corporate Management Research & Training (ICCMRT) for a one day workshop 'Srijan' on 21st December to discuss various aspects of GST with special reference to Cooperatives. Some of the speakers included Mr. Atul Agrawal, Department of Revenue, Ministry of Finance, Government of India; Mr. P. K. Agrawal, Financial Adviser, Cooperative Department, GoUP; Mr. Vikas Asthana, Department of Revenue, Ministry of Finance, Government of India; Mr. S.K. Singh, IFFCO, Lucknow; CA Shashank Mittal and Prof. Jabir Ali, Principal, ICCMRT. Hon. Shri. Mukut Bihari Verma, Cooperative Minister, Government of Uttar Pradesh inaugurated the programme.



Panelist of 'Srijan' workshop

Interactive Session

LMA organised an interactive session with a delegation of senior officers from College of Defence Management Secundrabad led by Brigadier Dr J S Rajpurohit on 13th December. LMA team comprised of its core group

was headed by Mr. Alok Ranjan, President, LMA. There was discussion on a wide range of issues of mutual interest and CDM proposed collaboration with LMA for some of the programmes.



Delegation of senior officers from College of Defence Management



Brig Dr. J S. Rajpurohit presenting a memento to Mr. Alok Ranjan, President LMA

After the LMA-CDM interactive session Brig Dr. J S. Rajpurohit presented a memento to Mr. Alok Ranjan, President, LMA on behalf of College of Defence Management.

Panel Discussion

LMA joined with AWOKE India Foundation, a non-profit, in a panel discussion on ‘Improving Financial Literacy’ on 16th December. The participants included leaders from various fields who decided to contribute through a variety of interventions including a conclave in collaboration with SEBI and a series of outreach programmes focused on self help groups of women in rural areas.



Panel discussion on Improving Financial Literacy in progress

Management & Awareness Programme

To sensitise school children on basics of Management, Young Managers Forum of LMA in collaboration with Army Public School - S.P. Marg Lucknow Branch and Bhram Kumaris - World Spiritual University organised a short course on 27th December. Sister B. K. Swarnlata of Bhram Kumaris spoke on ‘Stress Free Studies and Meditation’. Mr. Devesh Agarwal, Chartered Accountant and Coordinator, YMF shared with students some Memory Improvement Techniques and Prof. Jameel Akhtar Ansari, Alumini - IIM Calcuatta and IIT Kharagpur, spoke on general management and awareness.



Participants of ‘Stress free studies and Meditation’

Presentation

LMA in collaboration with Clean and Green Environmental Society Lucknow, organised two presentations in a lecture meeting on 'Role of House Plants for Cleaning Indoor Pollution' on 27th December. Dr. S.C. Sharma, Secretary General, Clean and Green Environmental Society spoke on various house plants for cleaning indoor pollution and Dr. Shirin Abbas, CEO Mediacom Consultancy spoke on Terrarium and its dual role as an indoor decorative plant and anti-pollutant.



Lecture meeting on 'Role of House Plants for Cleaning Indoor Pollution' in progress

Ludhiana Management Association

Seminar

Ludhiana Management Association organised a session on 'Le Beverage Connoisseur' during which cocktail & mocktail etiquettes and their recipes were discussed. The session was conducted by Mr Anirban Gupta, Director, PCTE-IHM along with other faculty members from PCTE Institute of Hotel Management & Catering Technology. Dr. KNS Kang delivered the presidential comments. The session was attended by more than 200 industrialist, entrepreneurs, professionals & senior executives.



Mr Anirban Gupta giving live demonstration

A seminar on 'The World of Pranic Healing' was organised by the Women Forum of Ludhiana Management Association on 9th December. The seminar was conducted by Ms Ritu Kochar, Associate Pranic Healer, Punjab Pranic Healing Center, Jalandhar. It was a highly informative and interactive session attended by 50 women members.



Seminar on Pranic Healing

Young Entrepreneurs Forum

Young Entrepreneurs Forum of Ludhiana Management Association organised an interaction on 8th December. Mr Shobhan Soi, Director, Presto Educational Services, Ludhiana & Mr Lokesh Jain, Director, T K Steel Rolling Mills Pvt Limited, Ludhiana shared their experiences & success stories. This highly motivational & informative session was attended by 35 young entrepreneurs.



Young Entrepreneurs Forum in progress

39th Annual General Meeting

The 39th Annual General Meeting of Ludhiana Management Association was held on 14th December. Gen. Secretary, Dr Paramjit Kaur read out the report on activities of LMA for last two years. Dr KNS Kang, President spoke on various new activities/programmes by his team during the last two years & thanked all the Past President, office bearers, Executive Committee, & all members for their cooperation, support, & active participation in all the programmes.

Mr V K Goyal, Past President & Returning Officer conducted the elections at which new team of office bearers for the next two years term were announced.



(L-R) Dr Paramjit Kaur, Gen. Secretary, LMA; Mr Kamal Wadhwa, Founder & CEO, TCY Learning Solutions Pvt Ltd; Mr V K Goyal, Past President & Returning Officer; Dr Sandeep Kapur, Professor of Business Management & Financial Controller, PB. Agril. University and Mr Surinder Singh Bhogal, Partner, Bhogal Sales Corporation

Meerut Management Association

Lecture

A Lecture on Practical Experiences was held on 8th December. The lecture was delivered by Mr. Rakesh Kohli, Former President, Meerut Management Association at IIMT Group of Colleges, Meerut in association with Meerut Management Association. Mr. Rakesh Kohli shared his experiences with the young and budding students. Students were also motivated by Mrs. Monika Kohli, Famous Cine Actress and model. Mr. Gaurav Jain, Vice President Meerut Management Association;

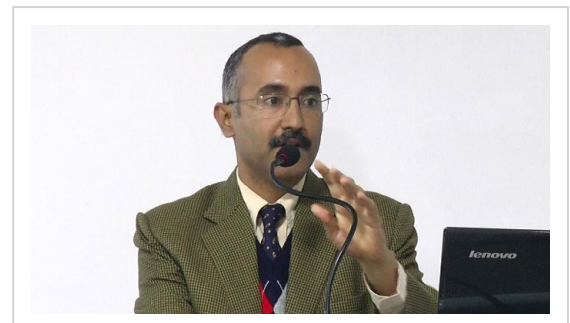
Mr. Sidharth Singhal, Joint Secretary Meerut Management Association; Mr. Kapil Gahlot, Executive Director Meerut Management Association, Faculty members and Students of IIMT and members of MMA were also present at the Lecture.



Mr. Rakesh Kohli, Former President MMA delivering his lecture.

Talk

Meerut Management Association organised a talk on 3D Printing Technology and its Applications in India on 8th December. Mr. Avikshit, 3D Printing Expert was the distinguished speaker. Meerut's renowned entrepreneurs, industrialists, professionals and guests were present during the programme. Mr. Vibhor Agrawal, Secretary, Meerut Management Association was the Programme Convenor. The talk was very well organised by M/Dayal Fertilizer.



Mr. Avikshit delivering his lecture about 3D Printing Technology.

Dr. B. Devdutt Memorial Award

Dr. B. Devdutt Memorial Award for Professional Excellence was organised by Meerut Management Association on 14th December. The award aims to honour and felicitate professionals who have consistently shown exceptional knowledge, competence and dedicated service to society.

This year, the award was conferred to Mr. B. D. Jain, Renowned Senior Advocate for professional excellence and he is the sixth recipient of this award. Dr. Kirti Dubey, Principal, Lala Lajpat Rai Medical College, Meerut was the Guest of Honour. The President of MMA, Mr. Ankur Jaggi & Event Chairman, Mr. Gaurav Jain, Vice President MMA welcomed all the guests and members.



(L-R) Mr. Gaurav Jain, Dr. Poonam Devdutt, Dr. Kirti Dubey, Adv. B. D. Jain, Retd. Col. Naresh Goel and Mr. Ankur Jaggi

Seminar

Meerut Management Association in association with Indian Industries Association organised seminar on Insolvency & Bankruptcy Law and SME. CA Sumit Bansal was the guest speaker of the seminar. MMA and IIA members and council members were present during the seminar. The panel discussion helped in solving many doubts and queries of the members. The vote of thanks was delivered by Mr. Tanuj Gupta, Secretary, IIA and event was very well organised by Mr. Kapil Gahlot- Executive Director MMA and Mr. Harinder Attrey- Executive Director IIA.



(L-R) Mr. Gaurav Jain, Mr. Tanuj Gupta, CA Sumit Bansal, Mr. Atul Bhushan Gupta and Mr. Ankur Jaggi



Mr. Sameer Goel, Council Member MMA presenting a memento to CA Sumit Bansal.

Navasari Management Association

Youth Talk

Navsari Management Association (NMA) organised an Youth Talk on 1st December. Mr. Rajesh Desai, Managing Director, Harmony Multimedia was the keynote speaker of the talk. He delivered a very informative talk on Career Opportunities in Advertising & Marketing. 60 MBA students participated in the talk.



Mr. Rajesh Desai addressing the students



Mr. Tanmay Shah addressing the gathering

Another talk was organised on the theme 'Manage your Passion' on 10th December. Mr. Tanmay Shah, TEDx was the speaker of the talk. 180 participants enjoyed his talk along with few of his short films.



Mr. Dinesh Sevak addressing at Naranlala High School, Navsari

School Forum

Navsari Management Association, under the banner of NMA School Forum organised motivational lectures in schools on the topic 'Maru Jeevan – Maru Kartavya' during December. Mr. Dinesh Sevak, Motivational trainer and a specialist in school and parent training was the facilitator. A total 10 schools and 4500 students participated in the programme

Workshop

NMA jointly with Surat Special Economic Zone – SURSEZ organised a full day workshop on 28th December on 'World Class Housekeeping though 5S'. Mr. Arun Modi was the trainer of the workshop. 40 manufacturing units participated in the workshop which was very well received.



Participants with Mr. Arun Modi

Noida Management Association

The 16th Annual Management Convention of Noida Management Association was organised on 24th November. The theme of the convention was 'Emerging Trends for Business Opportunities in India'. Dr. Mahesh Sharma, Minister of Culture, Govt. of India was the Chief Guest. The speakers included of Mr Samir Srivastava, Prof., IIM Lucknow; Mr Vijay Rai, Managing Director, EMEA Markets; Mr Narendra Dhahiya, Director, Microsoft; Mr Satvinder Singh, Chief Manager (Tech.), NSIC; Mr Anish Gupta Director, Bain & Co. and Mr Shams Tarbez, AGM, State Bank Academy, Gurgaon.



S.N. Singh President presenting a memento to Dr. Mahesh Sharma along with Dr. Mahesh Gupta; Dinesh Jain, Past President, and S.C. Kulshrestha, Program Director

The Best leadership award was conferred upon Dr. Mahesh Gupta, Chairman, Kent RO Systems and the Best Students Award was given to students from Jaipuria Institute of Management- Noida; G.L. Bajaj Institute of Management & Research- Greater Noida and IILM College of Engineering and Technology- Greater Noida. Mr S N Singh, President, Noida Management Association concluded the convention and thanked all the speakers, delegates and sponsors.

About 200 delegates representing senior and middle level managers from Government, Public and Private Sector Organisations participated in the programme.

Panchkula Management Association

The 16th Annual Management Convention of Noida Annual General Meeting of Panchkula Management Association was held on 22nd December. More than 80 members /delegates, including President, General Secretary and 10 members from Chandigarh Management Association attended the meeting. Mr. C L Lakhanpal Senior IAS (Retd) presided over the function. Er. I P S Anand, Secretary General PMA briefed the members of the activities undertaken by PMA during past one year.



Mr. Inderpal Singh Anand, Mr CL lakhanpal IAS (Retd), Mr Pankaj Chanana and Col. KJ Singh

Pathankot Management Association

Seminar

Pathankot Management Association organised a Seminar on 'Stock Mind Season 6' on 4th December by Dr. Sanjay Bahl. The participants got an opportunity to learn various basic concepts of stock market. The student

participants were taken through the rules, formats and how to place an online trading during the seminar. They logged on to the website of ICICI where they competed by trading with virtual money. 70+ students and faculty members participated in the seminar.

Interaction Session with Times of India

Pathankot Management Association organised an Interaction Session with Mr. Rakesh, Marketing Manager, Times of India on the theme 'Organisational working culture'. In his address he said, with career opportunities growing internationally, understanding different work cultures is the need of the hour. 60+ faculty members and management students participated in the session and learnt about organisation working culture.



Dr. Sanjay Bahl addressing

Innovative Science Projects Exhibition

Pathankot Management Association organised an innovative Science Projects Exhibition on 24th December in the presence of President PMA, Er. S. K Punj. The event provided an exciting opportunity for students to share their work with the community. Dr. Amit Mahajan addressed the students and said that this kind of exhibition will lead to learning more about the use and application of scientific methods, 200+ students participated in the exhibition which was quite informative and innovative.



Innovative Science Projects Exhibition.

Rohilkhand Management Association

Get-Together

Rohilkhand Management Association organised a get-together on 16th December. Dr. Manish Sharma presented a fruitful talk on 'Leadership in the Age of Disruption' highlighting the causes of disruption like globalisation, digitalisation, changes in technology, changes in consumer preferences and expectations.



Qadir Ahmad, K.K. Damani, K.B. Agarwal & Suresh Sundrani on dais.

MDP

Rohilkhand Management Association organised a Management Development Programme on the topic ‘Think there is a better way’ on 23rd December. The speaker for the session was Mr. Suneet Chopra, Corporate Trainer from Think Inc. Around 32 managers and officers from different industries participated in the programme.



Qadir Ahmad, Suneet Chopra (speaker), R.K. Agarwal and Dr. A.K. Rai on dais

Tarapur Management Association

Tarapur Management Association in collaboration with TeamLease Skills University organised a half day a programme on NETAP on 13th December. Mr Sumit Kumar, National Head, NETAP was the guest speaker of the programme. He shared the responsibility of NETAP which is Public Private Partnership of TeamLease Skills University, CII and NSDC under the National Employability Mission of the Ministry of HRD (AICTE).



Guest speaker Mr Sumit Kumar on the dias, Mr Ashish Chaudhari, Hon Secretary TMA addressing the audience

Evening talk

An Evening talk was organised on the theme ‘Lean Manufacturing’ on 21st December. Dr Shailendra Kale, Professor, Thakur Institute of Management Studies & Research, Kandivili, was the speaker of the programme. He shared various aspects on Lean Manufacturing practices and its positive impact on the overall performance in the manufacturing facilities. The programme was well attended by the senior executives of the industries and the members of TMA.



Guest speaker Dr Shailendra Kale being felicitated by the Executive Member of TMA, Mr P S Rao

Interactive Session

Ms Avi Sabavala, Council Member, AIMA visited Tarapur Management Association on 23rd December. In a recent AIMA council meeting, it was decided that the council members shall visit few of the LMA’s of their region

to mentor the LMA's for better performance and to take it to next level. During the interaction Ms Avi Sabavala shared few of the vital strategies and practices being followed by Baroda Management Association. The session was attended by four of the Past Presidents of TMA and few executive members.

Film Show

TMA organised a film show on 'Elon Musk – How I became A Real Iron Man' on 26th December. The content of film shows the ups and downs of the journey of Elon and his attitude to overcome all the odds and achieve remarkable success. The film show was very well received by the participants.



Senior members with Ms Avi Sabavala during the interactive session

Thrissur Management Association

Monthly Guest Lecture

TMA organised a Monthly Guest Lecture on 4th December on the theme 'Adolescent Parenting'. The Chief Guest on the occasion was Prof. Dr. M K C Nair, Vice Chancellor, University of Health Sciences, Kerala. The predicaments faced by parents of adolescent children were addressed and thoughtful insights were received by the participants.



TMA Executive Committee Members with Chief Guest



Honouring renowned educationist Mr P Chitran Nambodiripad

Honouring

Veteran Educationist, Mr P Chitran Namboothiripad was honoured by TMA on 4th December. 98 year old Mr Chitran Namboothiripad shared his life experiences which was really insightful and members appreciated the same.

Trivandrum Management Association

Trivandrum Management Association organised a half Day Workshop on 'GST- Practical Issues' on 14th December. CA Prabhat B.K, Partner, Roy Varghese & Associates was the speaker of the workshop. The programme was well attended and received by the delegates.



CA Prabhat B.K, Partner, Roy Varghese & Associates addressing the delegates



Mr Rakesh Kumar Gupta, Former Managing Director, Allianz Cornhill Information Services addressing the participants

An interactive Evening Lecture programme was organised on the topic 'Vedic Leadership Principles' by Mr Rakesh Kumar Gupta, Former Managing Director, Allianz Cornhill Information Services on 23rd December.

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For further information, please contact:

Manager (AMT), Centre for Management Service,

All India Management Association, 15, Link Road, Lajpat Nagar 3, New Delhi -110024

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AIMA Events Calendar

Event	Programme Chairman /Director	Venue	Date
Shaping Young Minds Programme		Navsari	20 January 2018
Programme on Total Project Management		New Delhi	31 January - 03 February 2018
Global Procurement Summit 2018		New Delhi	08-09 February 2018
Shaping Young Minds Programme		Patna	17 February 2018
Foundation Day & National Management Day		New Delhi	21 February 2018
National Competition for Managers		Mumbai & New Delhi Grand Finale New Delhi	23 February 2018 08 March 2018
Shaping Young Minds Programme		Thrissur	28 February 2018
3rd Digital & Social Marketing Retreat	T V Mohandas Pai, President, AIMA & Chairperson, Manipal Global Education Services Pvt Ltd & Vikram Chandra, Consulting Editor, NDTV	Goa	09-11 March 2018
National Leadership Conclave	Sanjiv Goenka Chairman R P Sanjiv Goenka Group	New Delhi	14 -15 March 2018

Event	Programme Chairman /Director	Venue	Date
Pragati- A Women Quiz		New Delhi	22 March 2018
Managing India Awards 2018	Sanjiv Goenka Chairman R P Sanjiv Goenka Group	New Delhi	18 April 2018
National Management Business Simulation Games (NMG)		Bengaluru Mumbai Bhubaneswar New Delhi	May - June 2018
HR Leadership Retreat	T V Mohandas Pai, President, AIMA & Chairperson, Manipal Global Education Services Pvt Ltd	Goa	18-20 May 2018
CEO's Delegation to China	Sunil Kant Minjal, Immediate Past President, AIMA & Chairman, The Hero Enterprise	China	04-08 June 2018
13th Global Advanced Management Programme 2018	Solomon N Darwin Executive Director, Center for Corporate Innovation Haas School of Business, University of California, Berkeley	California, USA	24-30 June 2018

To view full calendar please visit www.aima.in

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