

Dear Readers,

I am pleased to present the next issue of AIMA News.

The previous month witnessed AIMA celebrate its 62nd Foundation Day and 12th Management Day at New Delhi with Mr Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha) as the Guest of Honour. On the occasion the AIMA - JRD Tata Corporate Leadership Award was presented to Mr Nandan Nilekani, Non-Executive Chairman, Infosys Ltd. In addition the AIMA Life Time Achievement Award for Management was presented to Mr Adi Godrej Chairman, Godrej Group and Mr Anshu Gupta, Founder, Goonj received the AIMA Public Service Excellence Award. Several other prestigious AIMA awards were also presented. On the occasion a special report commemorating AIMA's 60 year journey was released. You will find more details inside.

During the period AIMA collaborated closely with the LMAs. AIMA jointly with Calcutta Management Association oragnised the 2nd Regional Management Conclave at Calcutta. Some of the eminent speakers included AIMA President Mr T V Mohandas Pai; CMA President Mr Asok Kumar Banerjee; Mr J P Chowdhary, Past President AIMA; Mr Aloke Mookherjea, Former Chairman of Flakt India Ltd; Mr Sriram Raghavan from IBM Research; Mr Richard Rekhy from KPMG in Dubai; Mr P Balaji from Vodafone India to name a few. The Conclave was a key event on Leadership which saw participation from CEOs, management professionals and students.

AIMA also organised two of its unique Shaping Young Minds Programme with Patna Management Association and Thrissur Management Association. Some of the speakers who addressed these SYMPS included Mr Firdose Vandrevala, Ambassador Deepak Vohra, Dr Shikha Nehru Sharma, Ambassador Gurjit Singh, Mr Prabhu Chawla amongst others. Both programmes witnessed active participation and were very well received.

Staying true to its mandate of providing varied platforms for practicing and aspiring managers to hone their management skills and competence, AIMA recently concluded the second edition of its National Competition for Managers held on the theme 'Achieving Leadership in the Era of Disruption'. In addition several professionals and students continued to avail of AIMA various training and education courses. You will find brief reports inside along with updates from the Local Management Associations and some interesting articles on management

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

Warm Regards

Rekha Sethi Director General

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FEBRUARY 2018

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LMA NEWS



AIMA EVENTS CALENDAR



CAN YOU READ THIS?

150 MILLION CHILDREN IN INDIA CAN NOT!

Spark a Reading Revolution! Host a Book Donation Drive & Help Start a Community Library!

WHAT CAN YOU DO?

plan

With a single mission of making every child in enrolled in school in India read, collaborate with us and help set up libraries in under-served communities

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AIMA **SNAPSHOTS**

AIMA | SNAPSHOTS | FEBRUARY 2018



AIMA Foundation Day & National Management Day



(L-R) Rekha Sethi, Director General, AIMA; Mohan Lakhamraju, Vice Chairman and CEO, Great Lakes Institute of Management; Anshu Gupta, Founder, Goonj; TV Mohandas Pai, President, AIMA and Chairman, Manipal Global Education Services Pvt Ltd; Adi Godrej, Chairman, Godrej Group; Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha); Nandan Nilekani, Non-Executive Chairman, Infosys Ltd.; Harish Bijoor, CEO, Harish Bijoor Consults Inc.; Harshavardhan Neotia, Senior Vice President, AIMA and Chairman, Ambuja Neotia Group; Ajit Ratanchand Shah, Founder and Managing Director, Yantra Harvest Energy Pvt Ltd and Sanjay Kirloskar, Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd

AlMA held its 62nd Foundation Day & 12th National Management Day on the theme 'Leadership in the age of disruption' on 21st February. Mr Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha) was the guest of honour for the programme. In an interaction with Mr TV Mohandas Pai, President, AlMA, and Chairman, Manipal Global Education Services Pvt. Ltd, he stressed that 10 years down the line he would want to see poverty and inequality going down, bringing in more happiness in India.



Nandan Nilekani, Non-Executive Chairman, Infosys Ltd addressing





Nandan Nilekani, Non-Executive Chairman, Infosys Ltd receiving the AIMA JRD TATA Corporate Leadership Award from Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha) (L- R) TV Mohandas Pai, President, AIMA & Chairman, Manipal Global Education Services; Harshavardhan Neotia, Senior Vice President, AIMA and Chairman, Ambuja Neotia Group; Sanjay Kirloskar, Vice President, AIMA and Chairman & Managing Director, Kirloskar Brothers Ltd

Mr TV Mohandas Pai, President, AIMA, and Chairman, Manipal Global Education Services Pvt. Ltd said that today, the world faces the threat of a few large digital companies dominating the

world and telling everybody what to do. "The changes we will see over the next few years will be cataclysmic and we need to lead the change and not become its victim," he added. Mr Sanjay Kirloskar. Vice President. AIMA, and Chairman and Managing Director, Kirloskar Brothers Ltd, introduced the guest of honour. Ms Rekha Sethi, General, Director AIMA, presented the introductory remarks and Mr Harshavardhan Neotia, Senior Vice President, AIMA, and

Chairman, Ambuja Neotia Group, concluded the inaugural session.

On the occasion the AIMA - JRD Tata Corporate



Adi Godrej, Chairman, Godrej Group receiving the AIMA Life Time Achievement Award for Management from Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha) with TV Mohandas Pai, President, AIMA, and Chairman, Manipal Global Education Services Pvt. Ltd





Mr Ajit Ratanchand Shah, Founder and Managing Director, Yantra Harvest Energy Pvt. Ltd. receiving the AIMA - Dr J S Juneja Award for Creativity and Innovation for Micro, Small & Medium Enterprises Award from Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha) (L- R) Dr JS Juneja, Chairman, MSME Committee & Chairman, Global Projects & Services Pvt Ltd; TV Mohandas Pai, President, AIMA & Chairman, Manipal Global Education Services and Harshavardhan Neotia, Senior Vice President, AIMA and Chairman, Ambuja Neotia Group

Leadership Award was presented to Mr Nandan Nilekani, Non-Executive Chairman, Infosys Ltd; The AIMA Life Time Achievement Award for

Management was presented to Mr Adi Godrej Chairman, Godrej Group; Mr Anshu Gupta, Founder, Goonj received the AIMA Public Service Excellence Award. The AIMA - Kewal Nohria Award for Academic Leadership in Management Education 2017 Award was won by Prof Bala V Balachandran Founder, Dean & Chairman, Great Lakes Institute of Management, India; The AIMA Dr Ram Tarneja Award for Best Article in Indian Management Award was received by Mr Harish Bijoor CEO, Harish Bijoor Consults Inc. and the AIMA - Dr. J S Juneja Award for Creativity and Innovation for Micro, Small & Medium Enterprises Award was presented to Mr Ajit Ratanchand Shah, Founder and Managing Director, Yantra Harvest Energy Pvt. Ltd.

Mr Nandan Nilekani, Non-Executive Chairman, Infosys Ltd while delivering his JRD Tata Corporate Leadership Award Lecture spoke



Mr Anshu Gupta, Founder, Goonj receiving the AIMA Public Service Excellence Award from Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha)





(L-R) Harshavardhan Neotia, Senior Vice President, AIMA and Chairman, Ambuja Neotia Group; Adi Godrej, Chairman, Godrej Group and Sunil Kant Munjal, Immediate Past President, AIMA & Chairman, The Hero Enterprise

about how Indians are going digital; how India is making businesses GST compliant; and how Indians are becoming data rich. He said that data wealth is turning into real wealth.

The Foundation Day Souvenir and AIMA 60 Year Special Report were also released during the programme.

Some of the other eminent speakers included Mr Adi Godrej, Chairman, Godrej Group; Mr Sunil Kant Munjal, Immediate Past President, AIMA & Chairman, The Hero Enterprise; Mr Anshu Gupta, Founder, Goonj and Mr Akhil Bansal Deputy CEO, KPMG in

India. About 400 business leaders, management experts, academics and students joined the occasion.



(L-R) Akhil Bansal, Deputy CEO, KPMG in India; Sanjay Kirloskar, Vice President, AIMA, Chairman & Managing Director, Kirloskar Brothers Ltd and Anshu Gupta, Founder, Goonj





(L-R) Rekha Sethi, Director General, AlMA; TV Mohandas Pai, President, AlMA and Chairman, Manipal Global Education Services Pvt Ltd; Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha); Harshavardhan Neotia, Senior Vice President, AlMA and Chairman, Ambuja Neotia Group and Sanjay Kirloskar, Vice President, AlMA and Chairman & Managing Director, Kirloskar Brothers Ltd



Distinguished speakers & awardees at AIMA's 62nd Foundation Day & 12th National Management Day



Mr Harish Bijoor CEO, Harish Bijoor Consults Inc. recipient of the AIMA Dr Ram Tarneja Award for Best Article in Indian Management Award



Mohan Lakhamraju, Vice Chairman and CEO, Great Lakes Institute of Management receiving the AIMA - Kewal Nohria Award for Academic Leadership in Management Education 2017 Award on behalf of Prof Bala V Balachandran Founder, Dean & Chairman, Great Lakes Institute of Management, India from Rahul Bajaj, Head of Bajaj Group of Companies and Former Member of Parliament (Rajya Sabha)





Growing Business Should Now Be The Tendency In The Competition

27th National Competition for Business Management Simulation (NMG - 2018)

About National Management Games (NMG)

NMG is a unique platform for Corporate Managers to experience the thrill of Managing Business in competitive mode. It is one of the most awaited and prestigious annual event based on Business Management Simulation, Organized by AIMA. The participants get exposed to the intricacies of running a company with focus on resource management, market trends, cost analysis, product positioning, production planning, inventory control etc. The winners of NMG represent India in the Asian Management Games (AMG).

Standard Slab - Participation Fee

NO. OF TEAMS	AIMA/LMA MEMBERS	NON-MEMBERS
1 – 3 Teams	₹ 28,000 Per Team	₹ 30,000 Per Team
4 – 6 Teams	₹ 26,000 Per Team	₹ 28,000 Per Team
7 Teams & Above	₹ 25,000 Per Team	₹ 26,000 Per Team

Premium Slab - Participation Fee (With Extra Training)

NO. OF TEAMS	AIMA/LMA MEMBERS	NON-MEMBERS
1 – 3 Teams	₹ 38,000 Per Team	₹ 40,000 Per Team
4 – 6 Teams	₹ 36,000 Per Team	₹ 38,000 Per Team
7 Teams & Above	₹ 35,000 Per Team	₹ 36,000 Per Team

AIMA GSTIN No. 07AAATA1644A1ZH | AIMA PAN No.: AAATA 1644 A | GST will be charged extra | Participation Fee through Cheque/Demand Draft should be sent in favour of "All India Management Association", payable at New Delhi.

For online registration, please visit www.apps.aima.in/eventmgmt/Fill Details.aspx or http://chanakya.aima.in

Venues & Dates

VENUE	ROUNDS	DATES
Mumbai (Western Round)	Training Round, Prelim Round, Regional Final	21 May - 24 May
Bhubaneswar (Eastern Round)	Training Round, Prelim Round, Regional Final	4 June - 7 June
Bengaluru (Southern Round)	Training Round, Prelim Round, Regional Final	18 June - 21 June
New Delhi (Northern Round)	Prelim 1 Training Round, Prelim Round	2 July - 4 July
	Prelim 2 Training Round, Prelim Round, Regional Final	9 July - 12 July
	GRAND FINALE : 13 July, 2018	

The Claridges, 12 Dr A.P.J Abdul Kalam Road, New Delhi - 110011

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2nd Regional Management Conclave



TV Mohandas Pai, Chairman, Manipal Global Education Services Pvt Ltd and President, AIMA inaugurating the Conclave

All India Management Association jointly with Calcutta Management Association, organised the 2nd Regional Management Conclave on 8th March 2018 at Calcutta. The theme of the conclave was 'Leadership in the Age of Disruption'

Some of the eminent speakers included Mr T V Mohandas Pai, Chairman, Manipal Global Education Services Pvt Ltd and President, AlMA; Mr Asok Kumar Banerjee, President, CMA and Senior Professor, IEM Group; Mr Sanjay Budhia, Managing Director, Patton International Ltd; Mr J P Chowdhary, Chairman, Titagarh Wagons Ltd and Past President, AlMA; Mr Aloke Mookherjea, Former Chairman, Flakt India Ltd; Ms Madhumita



T V Mohandas Pai, Chairman, Manipal Global Education Services Pvt Ltd and President, AIMA addressing



Chief Basu, Sales, Marketing & Innovation, Nuvoco Vistas Corp Ltd (Formerly Lafarge India Ltd); Mr Sriram Raghavan, Vice President, Research-India & Singapore CTO, IBM India; Mr Richard Board Rekhy Member, KPMG in Dubai; Mr P Balaji, Director, Regulatory and External Affairs, Vodafone India Ltd; Mr Sumit Ray, Chief Operating Officer, All India Technologies Limited; Mr Joydeep Dutta Gupta, Partner, Deloitte Touche Tohmatsu India LLP; Mr

Radha Ramaswami Basu, CEO, iMerit Technology Services; and Mr Ajoy Chawla, Sr Vice President, Strategy & Business Incubation, Titan Company Ltd.



Sumit Ray, Chief Operating Officer, All India Technologies Limited; Joydeep Dutta Gupta, Partner, Deloitte Touche Tohmatsu India LLP; Radha Ramaswami Basu, CEO, iMerit Technology Services and Ajoy Chawla, Sr Vice President, Strategy & Business Incubation, Titan Company Ltd.

The Conclave was a key event on Leadership, which saw participation from CEOs, management professionals and management students, over 350 participants attended.



(L-R) Madhumita Basu, Chief - Sales, Marketing & Innovation, Nuvoco Vistas Corp Ltd (Formerly Lafarge India Ltd); Mr Sriram Raghavan, Vice President, IBM Research-India & Singapore CTO, IBM India; Richard Rekhy Board Member, KPMG in Dubai and P Balaji, Director, Regulatory and External Affairs, Vodafone India Ltd



National Competition for Managers 2018



National Champion team Hindustan Aeronautics Ltd winner of PSU category

Ms Rosita Rabindra, Co-Founder, Diversity Dialogs. Ashok Leyland emerged as the Champions team; Titan Company Ltd and Tata Power Company were lst & Ilnd Runners-up team in the Private Sector Category.

In the PSU Category, Hindustan Aeronautics Ltd team was as the Champion and Gujarat State Fertlizers and Chemicals Ltd and Hindustan Petroleum

Corporation Ltd were lst & IInd Runners-up.

AIMA conducted its 2nd National Competition for Managers (NCM) on the theme 'Achieving

Leadership in the Era of Disruption'. The event was held at two regional locations, Delhi & Mumbai, followed by a Grand Finale in Delhi on 8th March 2018.

The grand finale was judged by Mr. Mario Schmidt, Managing Director, Lingel Windows and Doors Technologies Pvt. Ltd; Mr Rajdeep Sahrawat, Head International **Business** (Public Sector), Tata Consultancy Services and



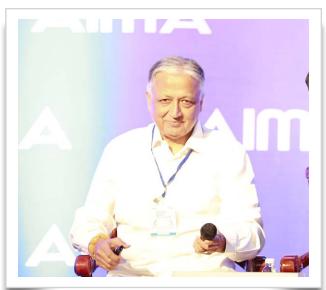
National Champion team Ashok Leyland winner of private sector category



Shaping Young Minds Programme



Firdose Vandrevala, Former Executive Vice Chairman, Essar Steel India Limited & Past President



Ambassador Deepak Vohra, Special Advisor, Prime Ministers of Lesotho and Guinea-Bissau & Special Advisor, Ladakh Autonomous Hill Development Council Kargil and Leh

All India Management Association (AIMA) as a part of its initiative for the youth of today, organises a unique programme called 'Shaping Young Minds Programme' (SYMP). This programme provides a platform for young professionals and management students to interact with achievers from various fields. The programme aims at helping the participants synchronise personal and career goals through exposure to experience and wisdom of successful people.

AIMA organised Shaping Young Minds Programme on 17th February 2018 at Patna in collaboration with Patna Management Association. The programme was addressed by Dr Shikha Nehru Sharma, Managing Director, Nutri Health; Ambassador Gurjit Singh, Former Indian Ambassador to Germany, Indonesia & Ethiopia; Mr Prabhu Chawla, Editorial Director, The New Indian Express Group and Mr Raghunath Medge, Nutan Mumbai Tiffin Box, Mumbai Dabbawala's. The programme was well received with an audience of over 700 participants.

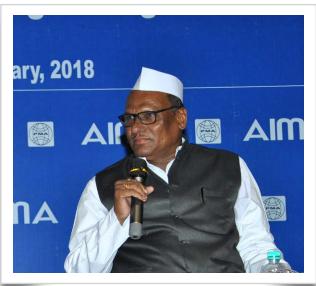
Another SYMP was organised on 28th February 2018 at Thrissur in collaboration with Thrissur Management Association. The eminent speaker included Firdose Vandrevala, Former Executive Vice Chairman, Essar Steel India Limited & Past





Prabhu Chawla, Editorial Director, The New Indian Express Group

President, AIMA; Mr Prabhu Chawla, Editorial Director, The New Indian Express Group; Ambassador Deepak Vohra, Special Advisor, Prime Ministers of Lesotho and Guinea-Bissau & Special Advisor, Ladakh Autonomous Hill



Raghunath Medge, Nutan Mumbai Tiffin Box, Mumbai Dabbawala's

Development Council Kargil and Leh and Dr Shikha Nehru Sharma, Managing Director, Nutri Health. The programme was attended by over 1200 participants.



Ambassador Gurjit Singh, Former Indian Ambassador to Germany, Indonesia & Ethiopia



Dr Shikha Nehru Sharma, Managing Director, Nutri Health



Training Programme



Participants of the second Leadership Training for Women Professionals

AlMA organised second leadership training for Women Professionals during 21-23 February, 2018 in Jodhpur, Rajasthan. The theme of the training was 'Reach Where You Aspire To'. The training was focused on Essentials of leadership, Leader's DNA, Building high performance teams, How leaders brand, influencing others, Transformational leadership & change models, Communicating for results, How to un-trap

hidden traps in decision making and Smart decisions for advancement.

The participants from 7 cities were a mix of practitioners from Research, Customer Service, HR, Finance, Legal, Corporate Communication and Teaching from public sector, private sector organisations and from academia. The training was very well appreciated by the participants.



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

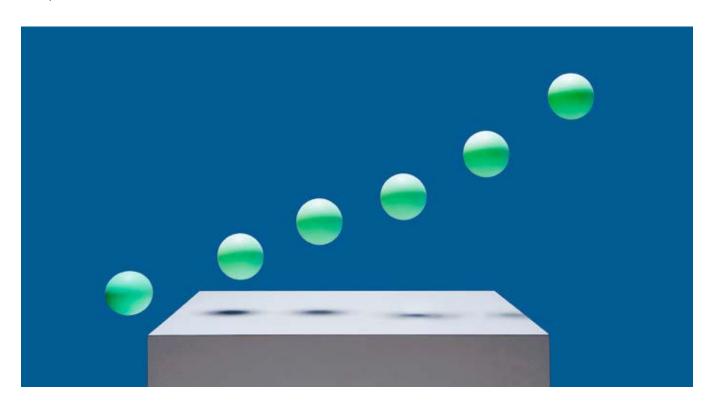
AIMA **FEATURES**

AIMA | FEATURES | FEBRUARY 2018



Create a Growth Culture, Not a Performance-Obsessed One

Tony Schwartz | March 07, 2018



Here's the dilemma: In a competitive, complex, and volatile business environment, companies need more from their employees than ever. But the same forces rocking businesses are also overwhelming employees, driving up their fear, and compromising their capacity.

It's no wonder that so many C-Suite leaders are focused on how to build higher performance cultures. The irony, we've found, is that building a culture focused on performance may not be the best, healthiest, or most sustainable way to fuel

results. Instead, it may be more effective to focus on creating a culture of growth.

A culture is simply the collection of beliefs on which people build their behavior. Learning organizations – Peter Senge's term — classically focus on intellectually oriented issues such as knowledge and expertise. That's plainly critical, but a true growth culture also focuses on deeper issues connected to how people feel, and how they behave as a result. In a growth culture, people build their capacity to see through blind spots; acknowledge insecurities



and shortcomings rather than unconsciously acting them out; and spend less energy defending their personal value so they have more energy available to create external value. How people feel – and make other people feel — becomes as important as how much they know.

Building a growth culture, we've found, requires a blend of individual and organizational components:

- An environment that feels safe, fueled first by top by leaders willing to role model vulnerability and take personal responsibility for their shortcomings and missteps.
- 2. A focus on continuous learning through inquiry, curiosity and transparency, in place of judgment, certainty and self-protection.
- Time-limited, manageable experiments with new behaviors in order to test our unconscious assumption that changing the status quo is dangerous and likely to have negative consequences.
- 4. Continuous feedback up, down and across the organization grounded in a shared commitment to helping each other grow and get better.

By contrast, a performance-driven culture often exacerbates people's fears by creating up a zero-sum game in which people are either succeeding or failing and "winners" quickly get weeded out from "losers." Results also matter in growth cultures, but in addition to rewarding success, they also treat failures and shortcomings as critical opportunities for learning and improving, individually and collectively.

These are easy words to say, but they're much harder to practice. Instinctively, we're each inclined to hide, rationalize, minimize, cover up, and deny our

weaknesses and mistakes because they make us feel vulnerable, at risk, and unworthy. These fears narrow and limit our perspective rather than enlarging it — at a time when the complexity of the problems we face often exceeds the complexity of thinking necessary to solve them.

We began building a growth culture at my own company in the aftermath of a tumultuous period during which we brought in several new leaders, with different skill sets, to reinvent what we provided to clients and how we ran our business. Until then, we had always been a conflict-averse culture, preferring to see ourselves as a happy family for as long as our business prospered. Resentments got pushed beneath the surface, but they became harder to contain as we struggled through this period of change and uncertainty. Tension grew between our old and new employees, and our old and new ways of running our business. As CEO, I was seen as insufficiently respectful of who we'd been, and what values needed to be retained.

Once our new team was in place and I had greater clarity about the path forward, my first instinct was to surface the remaining tensions across the organization, and then work to be more transparent with one another. But realistically, we hadn't built enough safety to make that possible. Instead, we began our work with our smaller team of senior leaders, inviting all employees to anonymously share their relative level of trust in each of us, in areas including our honesty, intentions, authenticity, skills, integrity, standards, and results.

The feedback we got was raw and tough. When we sat down together to discuss it, we agreed to try to view the feedback through a lens of personal responsibility, rather than defensively. One of my colleagues jumped in courageously, owning her



inclination to be controlling and harsh at times, and reflecting on what in her past influenced that self-protective behavior. She made no excuses, and her vulnerability set the tone for the rest of us. We followed by sharing the toughest feedback we'd each received, what felt most significant about it, and where we thought it came from, and what behaving differently would look like It was intense and demanding work, but we all left feeling buoyed.

A week later, we shared specific experiments we had devised to try out new ways of behaving in response to the primary challenge each of us had defined. We also agreed to meet once a week to share progress and setbacks, and invite feedback from one another. Eight weeks later, at an offsite, we shared with the rest of the company what we'd heard from them, what had resonated for us most deeply, and what we were doing about it. We'd begun the journey of building our own growth culture.

Perhaps the most fundamental lesson we've learned – including in our subsequent work with clients – is that fueling growth requires a delicate balance between challenging and nurturing. Think about a young child beginning to venture into the world. The infant crawls away from its mother to explore the environment, but frequently looks back and returns periodically in order to feel reassured and comforted. We are not so different as adults. Too much challenge, too continuously – without sufficient reassurance — eventually overwhelms us and breaks us down. Too little challenge – too much time spent in our comfort zone – precludes our growth and eventually makes us weaker.

A performance culture asks, "How much energy can we mobilize?" and the answer is only a finite amount. A growth culture asks, "How much energy can we liberate?" and the answer is infinite.

About Author:

Tony Schwartz is the president and CEO of The Energy Project and the author of The Way We're Working Isn't Working. Become a fan of The Energy Project on Facebook and connect with Tony at Twitter.com/TonySchwartz and Twitter.com/Energy_Project.

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The Power of a Free Popsicle

A new book shows the value of memorable defining moments on customer and employee experiences.

February 19, 2018 | by Theodore Kinni



The fourth name on the list is the Magic Castle Hotel. You can snag a room there for \$199, but TripAdvisor doesn't call that out as a great rate. The Magic Castle Hotel, as Chip Heath, the Thrive Foundation for Youth Professor of Organizational Behavior at Stanford Graduate School of Business, describes it, "is actually a converted two-story apartment complex from the 1950s, painted canary yellow ... [with] a pool that might qualify as Olympic size, if the Olympics were being held in your backyard."

How does the Magic Castle Hotel maintain such an enviable TripAdvisor ranking among the 355

hostelries it lists in LA? In their new book, The Power of Moments, Heath and his brother, Dan Heath, a senior fellow at Duke University's CASE Center, trace it to the hotel's ability to create "defining moments." These moments, they say, are ones that bring meaning to our lives and provide fond memories.

One of those defining moments is the Popsicle Hotline. Visitors at the hotel's pool can pick up a red phone on a poolside wall to hear, "Hello, Popsicle Hotline." They request an ice-pop in their favorite flavor, and a few minutes later, an employee wearing



white gloves delivers it on a silver platter, no charge. It's a small defining moment that doesn't cost much to produce, but has paid off for the Magic Castle Hotel.

In The Power of Moments, the Heath brothers identify four metatypical defining moments. Elevation moments transcend ordinary experience, like the arrival of an ice-pop on a silver platter. Insight moments rewire our understanding of the world, like George de Mestral pulling burrs from his clothes after a hike and getting the idea for a new kind of fastener that he named Velcro. Moments of pride accompany achievement, which is why employee recognition is such a powerful tool. And moments of connection — like weddings, graduations, and retirements — strengthen relationships.

Transitions, Peaks, and Pits

The problem with defining moments is that leaders and organizations often don't recognize them and thus miss the opportunities they harbor. To solve that problem, Heath says, companies should start "thinking in moments" by looking for the transitions, peaks, and pits in their customer and employee experiences.

You don't have to excel at everything. You only have to excel at a few things that are going to be memorable."

-Chip Heat

FTransitions are the most undervalued and underexplored moments. "Most companies don't have a great first-day experience planned for their new employees, even though that's a really key transition," Heath says. "When a customer calls her insurer because she's had a kid and bought an SUV, there's an opportunity to create a moment of connection. And what if a homeowner paid off his

mortgage and a bank manager came to his home to present the deed and shake his hand, instead of charging an additional fee for the deed transfer? Nobody's doing that."

Peaks are obvious opportunities for creating defining moments, but often companies don't take full advantage of them. "Retirement dinners are typically about elevation — there's a special dinner — and connection, by bringing together people that the retiree has worked with over the years," explains Heath. "But none of the ones I've been to include giving retirees a chance to hold the floor and talk about insights they've gained over the years. It seems so obvious. Why wouldn't we add insight to that moment? And why wouldn't we add pride to that moment by celebrating all the projects that we've worked on with this person and the progress that we've made?"

Pits — like negative performance reviews and corporate downturns — are less obvious opportunities to create defining moments. But, Heath says, "A moment of pain can be a tremendously important human experience. There are a range of negative emotions in customer experiences and employee experiences that nobody's really tackling." Pits also can be invaluable sources of insight. When Sara Blakely was growing up, her father asked the same question of her and her brothers once a week, "What did you guys fail at this week?" It normalized failure for Blakely and taught her not to fear it. That insight paid off in spades when money men who just didn't get her idea for footless pantyhose rejected it over and over. Twelve years later, Spanx made Blakely the youngest self-made female billionaire in history.

Attention to (One) Detail

One of Heath's goals in writing The Power of Moments is to expand our understanding of experiences.



"The whole literature on customer experience and employee experience is essentially focused around delight," he says. "There's a lot of journey mapping of the entire customer experience aimed at identifying low points and trying to buck them up."

But you don't need to perfect every moment in the customer's experience.

"Jan Carlzon [former CEO of Scandinavian Airlines] coined the phrase 'moments of truth' and talked about getting right the thousands of touchpoints with customers that happen daily," continues Heath. "I don't think you have to fix thousands of touchpoints. Maybe you want to have one defining moment at the gate and one moment at the luggage reclaim area.

Maybe you want to invest in an entertaining flight safety video that people actually enjoy watching, like Virgin America."

In other words, Heath thinks companies should think a bit more like the Magic Castle Hotel. "Magic Castle isn't worried about changing the awful yellow color of the building or upgrading the bathrooms. Its managers are thinking about doing a couple of things during a stay that will really stand out in guests' minds," he says. "I think that's an advantage, because then you don't have to excel at everything. You only have to excel at a few things that are going to be memorable. Those defining moments can become powerful signature moments."



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Dr Anuja Pandey - Programme Director

Rahul Bhatia - Programme Manager

AIMA NEWS FROM LMA

AIMA | NEWS FROM LMA | FEBRUARY 2018



Ahmedabad Management Association

During the month, AMA organised the AMA Annual Awards presentation & felicitation function. Mrs Rita Teotia, IAS, Commerce Secretary, Ministry of Commerce & Industry, Govt. of India graced the function as the Chief Guest. Five individuals were presented awards for outstanding performance in their roles as Manager, Entrepreneur, Marketing Man, IT Entrepreneur and Contributor to Social & Civic Development.



Award felicitation function

This month's activities began with a Panel Discussion on Union Budget 2018 organised on 2nd February. The panel members included Dr Bakul Dholakia, Noted Economist & Former Director, IIMA; Mr Mukesh Patel, Eminent International Tax Expert & Popular Columnist and; Dr Jay Narayan Vyas, Economist & Thinker.

Several lecture programmes were organised during the month. Dr Pankaj Singh, Head Services, Adani Institute of Infrastructure and Group Head, Learning & Development, Adani Group addressed on 'Career Opportunities in Infrastructure Management' on 3rd February. Dr N N Mahapatra, President, Colorant Ltd addressed on 'Sustainable Future: The Future of Clothing' on 8th February. Mr. N.C. Narayanan, Founder & CMD, SSA Group of Companies addressed on 'Pragmatic Leadership' on 9th February, Mr. Dilip Katdare, NEO-ED Knowledge Systems address on 'Skill Enhancement Programme through e-Learning'



Mr. Mukesh Patel addressing on Union Budget

on 10th February. Mr Jagdish Joshi, Businessmen ki Pathshala addressed on 'Be the Growth Champion of your Business' on 17th February. Mr. Vivek Joshi, Advisor, A-Joshi Strategy Consultants Pvt Ltd address on 'The Next Decade and its Impact on Business' on 24th February and Mr. Peter Cox, Global Leadership Coach (Australia) addressed on 'Characteristics of an Outstanding Leader' on 28th February.

The 23rd Annual Innovation Conference was held on 17th February. A team of eminent professionals viz. Mr Radhamanalan P, Head, Plain Jewellery Manufacturing, Titan; Mr Manu Rastogi, DGM, IS/CO, Bharat Electronics Ltd; Mr Atul A Bagul, Marketing Manager, Eram Scientific Solutions (P) Ltd; Mr Sanjay Kadaveru, Founder & President, Action for India; Prof. Ganesh Kumar Nidugala and; Dr Gayatri Menon addressed on topics like 'Engineering Craftsmanship', 'File Lifecycle Management (Office Automation)', Swachh Bharat – Innovative e-Toilets', 'Social Innovation' and 'Design Thinking & Innovation'.

A lecture series was conducted from 19th to 23rd February by Mr M K Angajan, Management Philosopher & Corporate Consultant, South Africa. The topic for the lecture series was 'The Law of Karma and the Infallible Laws of a Happy Life'.



During the month, 2 forum meetings were organised. On 10th February, Mr Suresh Mashruwala coordinated the Speakers' Forum on the topic 'Giving is the Greatest Pleasure of Life'. The Learners' Forum was held on 25th February. The topic for discussion was 'The Art and Wisdom of Management' based on the book by Konosuke Matsushita. Mr B N Dastoor, Columnist, Management Consultant and Author consented to be the facilitator for the Forum.

AMA conducted 54 MDPs and 6 in-company programmes in this month focusing on a variety of subjects. A total 942 participants benefitted from these programmes.

Allahabad Management Association

Joint Programme

As per MOU between Allahabad Management Association and The Department of Post & Telegraph, Allahabad for doing joint programmes on various social issues and on important national days, all EC members of Allahabad Management Association were invited on 7th February at the head office for a release of special cover and cancellation to highlight the heritage buildings of Allahabad. Treasurer Mr. Pramod Bansal and other EC members released the cover on Anand Bhawan in presence of the Director Post Services, Mr. S.K. Rai.



Mr. Pramod Bansal, Treasurer AMA & other EC members releasing The Special Cover on Anand Bhawan – Heritage Building of Allahabad

Management Development Programme

Allahabad Management organised an orientation programme for would be chartered accountants on 16th February. The speaker Mr. Vibhav Bajpai discussed about workplace etiquettes, communication skills and time management. The students were also apprised about the latest confidence building techniques and how to be successful in life. About 30 members of AMA attended the orientation programme.



Mr. Vibhav Bajpai, Vice President AMA conducting the workshop at ICAI Allahabad

Management Workshop

Allahabad Management Association organised a workshop for the management and engineering students of BBS Group of Institution, Allahabad, on the occasion of National Management Day on 21st February. The workshop was inaugurated by the Chief Guest Mr. RP. Singh, Chairman BBS Group of Institutions and the Guest of Honour, Prof. KK. Bhutani, Director UPTEC & Past President, AMA.



The speakers were Mr. Ravi Prakash, Director, Big Earners & Secretary, AMA; Mr Vibhav Bajpai, Director HP4 / National Computers; and Group Captain Achchyut Kumar. All the sessions were received with enthusiasm by the group of 150 students and their faculty members. The speakers, guest of honour and the chief guest were presented mementos by the college management. Dr. C.P. Singh, Director, BBS Group of Institutions proposed the vote of thanks.



The Chief Guest with the speakers on the dais

Baroda Management Association

27th Annual Awards for Outstanding Young Managers

BMA organised its 27th Annual Awards for Outstanding Young Managers Competition 2018 (AAOYM) from 22nd to 24th February. The Chief Guest was Mr. Paresh Saraiya, Managing Director, Transpek-Silox Industries Private Limited and the Guest of Honour was Mr. Nirmit Jha, Managing Director, ASTA India Private Limited.



Winners of 27th AAOYM 2018

Management Development Programme

Baroda Management Association organised a Management Development Programme on 'Presentation Skills' on 6th & 7th February with Mr. Ojas Bhatt. The programme was very well received.



Participants with the faculty

Mr Manoj Shasidhar, IPS, Police Commissioner, Vadodara addressing

Special Talk

BMA organised a Special Talk on 2nd February at Gujarat Energy Training & Research Institute. The talk was delivered by Mr Manoj Shasidhar, IPS, Police Commissioner, Vadodara on topic 'Technology & Innovation in Urban Policing'.



Friday Evening Talk

BMA organised a Friday Evening Talk on 'Budget Analysis, 2018' on 9th February with CA Nirav Shah.

Another FET on 'Artificial Intelligence' was held on 16th February and the speaker was Mr Amit Karandikar. An FET on 'Carrier or Career - Approach to learning' by Ms. Shalini Bhalla was held on 23rd February.



CA Nirav Shah addressing the FET



Ms. Shalini Bhalla addressing the FET

Bhopal Management Association

The 2nd Student Chapter

The 2nd Student Chapter of Bhopal Management Association was inaugurated at Rabindranath Tagore University, Bhopal on 10th February. The Chief Guest of the occasion was Mr R.G. Dwivedi, Regional Director, PHD Chamber of Commerce. Mr Subhash Vithaldas, Chairman, BMA and Prof. Rajpal Singh, Chairman Faculty Development Programme, BMA also attended as a special guests. Mr N.K. Chhibbar, Jt. Secretary, BMA gave a brief about the activities of BMA, he further outlined the benefits of student chapter.



Panelists at the inaugural programme of the 2nd Student Chapter of Bhopal Management Association

Rabindranath Tagore University is the second to affiliate with BMA and about 100 students have registered as members. The Inaugural Programme was followed by a workshop on the topic 'Management of Change' by Guest Speaker Mr. D.R. Badhwar, Advisor, Trident Group. Mr. Moncy C. Thomas, Mentor for Young India also shared his views on Start Up and future of Young Generation. Members BMA Mrs. Archana Jain, CRISP and Ms. Preety Lal, Corporate Institute of Mgmt. also attended the programme. The welcome address was given by Dr. Deepti Maheshwari and the vote of thanks was given by Dr. Sangeeta Jauhari, HOD, Rabindranath Tagore University.



AIMA's 62nd Foundation Day

The Bhopal Management Association celebrated AIMA's 62nd Foundation and 12th National Management Day on 24th February. The Chief Guest on the occasion was Dr. Mahesh Shukla, Chief General Manager, BSNL and Mr Rajeev Agrawal, Industrialist and Motivational Speaker was the Guest Speaker.

The theme of the management day was 'Leadership in the age of Disruption'. An essay competition was also organised on the same theme. About 80 members of BMA attended the



Panelists at the session

programme. The welcome address was given by Mr Suneel Bhargava, Event Chairman; Mr Vishwas Ghushe, Hon. Secretary gave a brief about BMA activities and the vote of thanks was given by Mr G.K. Chhibbar.

Lecture

The Bhopal Management Association successfully organised an Expert Lecture on 'Employability Skills required in Industry' on 19th February at Sagar Institute of Research & Technology-Excellence, Bhopal under Student Chapter of BMA. Mr Suneel Bhargava, Industrialist and Owner, Bhargava Industries was the Guest Speaker. The compere for the programme was Dr. Seema Rafique, Professor, SIRT-E, the vote of thanks was given by Dr. Rishi Sharma, HOD, MBA and Mr. Aamir Khan, Centre Coordinator, BMA coordinated the programme.



Dignitaries on the dias

Session

The Bhopal Management Association successfully organised a Session on 'Art of Positive Thinking' on 19th February. Senior Brahmakumari B.K. Geeta was the Guest Speaker. In her presentation, she explained the importance of Positive Thinking and its implementation for success. Mr. Aamir Khan, Centre Coordinator, BMA also shared his views. Mr Subhash Vithaldas, Chairman, BMA welcomed the guests. The programme was coordinated by Mr. M. Balaji Naik, Sr. Manager (RS), Indian Oil Corporation, Madhya Pradesh State Office and Mr. Aamir Khan.



Panelists at the session



Industrial Visit

The Bhopal Management Association successfully organised an Industrial Visit for student members of BMA, MBA Department, Sagar Institute of Research & Technology-Excellence on 20th February at Anant Spinning Mills, (A Unit of Vardhman Textiles), Mandideep under the Expert Guidance of Mr Rajesh Tiwari, V.P. (HR), Anant Spinning Mills, (A Unit of Vardhman Textiles), Mandideep.



Participants of the Industrial Visit

Inauguration of 3rd Student Chapter of BMA

The 3rd Student Chapter of Bhopal Management Association was inaugurated at IES Group of Institutions, Bhopal on 27th February. The Chief Guest of the occasion was Mr. Arun Gurtoo, Former Director General Police, Madhya Pradesh and Ex-Vice Chancellor, Rani Durgawati Vishwavidhyalay, Jabalpur. The other dignitaries present on the occasion were Er. B.S. Yadav, Chairman, IES Group of Institutions; Prof. Rajpal Singh, Chairman, Faculty Development Programme, BMA; Mr. Vijay Joshi, Former Group Director, BHEL; Mr Vishwas Ghushe, Hon. Secretary; Mr N.K Chhibbar, Jt. Secretary; Adv. G.K Chhibbar,



Mr Arun Gurtoo addressing

BMA. The Guest speakers included Mr. Pradeep Karambelkar, MD, Vision Advisory Services Pvt. Ltd. and Mr. Rajeev Agrawal, a renowned motivator and successful Industrialist. The chairman of the group, Er. B.S. Yadav congratulated BMA and the MBA department for this significant initiative and organising such inspiring event.

Bombay Management Association

Business Analytics and Big Data Analytics

A two day programme on 'Business Analytics and Big Data Analytics' was conducted on 1st and 2nd February by Dr. Sunil Lakdawala. Mr. Niteen Bhagwat and Mr. M D Agrawal, President BMA were the guest speakers for the programme attended by 12 participants.

Participants at the programme on 'Business Analytics and Big Data Analytics'

Workshops

Bombay Management Association organised a one day Workshop on 'HR Analytics' on 9th February with Mr. Sumeet Varghese, Founding Partner of Your HR Buddy. The



key objectives of the workshop were to enhance the decision making capability of HR through data, to build skills on HR Metrics and to improve tools of communication through presentation of analytics...

Bombay Management Association in Association with SIES College of Management Studies conducted a day-long Conference and Workshop on 'Design Thinking in Business' on 16th February.

Expert faculty comprising Mr. Uday Gharpure, Executive, Delivery Transformation, LTI; Mr. Haresh Amre, Group Head, Quality, Persistent Systems; Dr. Ranjan Banerjee, Dean, SPJIMR; Dr Aninha Lobo, Head of Dept of Psychology, Sophia Women's College; Mr. Ajay Agrawal, Design Thinking Practice Head, KPMG and Mr. Jashish Kambli, Managing Partner, Future Factory, facilitated the highly successful conference and workshop, which was attended by over 35 participants.

Evening Lectures

During the month of February two interesting discussions were conducted for BMA members.

'How to Make Your Book a Best Seller' workshop was conducted on marketing and promotional tactics to promote authored books. It included an interesting panel discussion on 'Writing, A Seller or a Hobby'.



Panel discussion on 'Economic Implications of Budget 2018'



Workshop in progress



Conference and Workshop on 'Design Thinking in Business'



Lecture session on 'How to Make Your Book a Best Seller'

An Exclusive Panel discussion on 'Economic Implications of Budget 2018' was conducted on 9th February, moderated by CA Ajit Joshi. Industry experts included Mr. Shailesh Haribhakti, Chairman and MD, Haribhakti Group and Mr. Kewal Handa, Chairman, Union Bank of India. Over 90 participants actively participated in the engaging discussion.



Leadership in Social Responsibility Summit

Leadership for Social Responsibility Summit which was held on 21st February. Dr. Anand Deshpande, Founder, Chairman and MD, Persistent Systems Ltd presided over the Inaugural Session.

Some of the other speakers included Mr. Sanjay M. Kimbahune, Senior Scientist, Embedded Systems and Robotics, TCS; Mr. Harshwardhan Nawathe, Head Group CSR, Mahindra Group; Mr. Anup Guruvugari, Executive Vice President, YES BANK; Dr. Saundarya Rajesh, Founder, Avtar Group; Mr. Amit Mehta, CEO, Maa Foundation; Mr. Shantanu Pathak, Co-Founder, Care Next Innovations; Prof. Satyajit Majumdar, Prof. and Chairperson, Center for Social Entrepreneurship, TISS; Mr. Ashwin Shroff Chairman, Excel Industries; Mr. D. Sivanandan, Founder of Roti Bank and Former DGP, Maharashtra; Ms. Masooma Pathre, DGM, Marketing Communications, Branding and Controlling, Corporate Affairs, South Asia, BASF India Ltd. The valedictory session was presided over by Mr. Noshir Dadrawala, CEO, Centre for Advancement of Philanthropy.



Inauguration of the Summit



Panelists at the session

Corporate Leadership Awards

Bombay Management Association held its Corporate Leadership Awards ceremony on 21st February. The BMA awards honour and felicitate eminent leaders for their contribution to the management movement in the industry.

The illustrious recipients of the 39th BMA Awards for the year 2016-17 included Dr. Subhash Chandra, Member of Parliament, Rajya Sabha; Mr A.M. Naik, Group Chairman, Larsen and Toubro Limited; Mr Bhaskar Bhatt, MD and CEO, Titan Company Limited; Ms. Usha Ananthasubramanian, MD and CEO, Allahabad Bank; Dr. Anand Deshpande, Founder,



Mr. A M Naik , Group Chairman, Larsen & Toubro Limited receiving the BMA Lifetime Achievement Award

Chairman and MD, Persistent Systems Limited; Mr. Shashikanth Suryanarayanan, Founder and Chairman, SEDEMAC Mechatronics and Mr. Sabyasachi Mukherjee, Director General and Secretary - Board of Trustees, Chhatrapati Shivaji Maharaj Vastu Sangrahalaya.

BMA Academic Awards 2018 were also presented. The awards honour institutes of prominence, best outstanding faculty and students for their excellence in Management Education.





Mr. Puneet Goenka receiving the BMA Entrepreneur of the Decade Award on behalf of his father Dr. Subhash Chandra, Member of Parliament, Rajya Sabha.



Awardees of Best Academic Awards

Calicut Management Association

Management Day Celebration

Calicut Management Association celebrated Management Day on 20th February. As part of the celebrations, CMA conducted competitions for Management Students in several segments, Extempore Speech, Business Quiz and Business Plan. Mr. K. A. Ajayan, President, CMA inaugurated the event and Mr. Anil Balan, Secretary, CMA briefed on the activities done by CMA for the Student Chapter. 54 students from 9 Management colleges from Kozhikode participated in the events.



Management Day Celebrations

In-house Session

An In-house Session on 'Management for Inclusive Growth' was held on 20th February with Mr. K. T. Thomas, Sr. Vice President, CMA & Former Managing Director, MILMA. The lecture focussed on the operational experience in creating rural empowerment targeted socio-political-business institutions by application of management principle and the role 'Management' has to play in this wealth creation and achieving inclusive growth.



Mr. K. T. Thomas addressing

Lecture Session

A Lecture Session on 'Management of Finance for Infrastructure Development of Kerala' was held on 20th February with Prof. Abhilash S Nair, IIM Kohikode. In this talk, he delved through the basics and shared his experience of working on infrastructure projects in India and Kerala. Dr. V K S Menon delivered the Management



Day message where he emphasised on the management qualities that are required to deliver success and growth to the organisation. The Chief Guest Prof. Abhilash gave away the prizes to the winners of the competition of the Management Day Contests. Mr. K. A. Ajayan, President, CMA delivered the presidential address and Mr. Anil Balan, Secretary delivered the vote of thanks.



Lecture Session

Programmes

Mr. K T Thomas, Sr. Vice President, CMA participated in the 'Karshakasree Award 2018' related Farm Fair at Thodupuzha, Kerala and conducted a session on 'Commanding Extra Income in Dairying by Value Addition' to farmers.

Calicut Management Association was a key partner in a three day Ideathon Programme -'LIVE Discovery, a KEY to bring ideas alive' hosted by IIM Live at IIM Kozhikode by Ernst & Young on 15th - 18th February. CMA members actively participated in the programme as panelist and members at the event.



Session on 'Commanding Extra Income in Dairying by Value Addition'



LIVE Discovery, a KEY to bring ideas alive

Chandigarh Management Association

Session

CMA organised a session on 'Climate Change & Sustainable Environment Management' on 3rd February. The session was conducted by Mr. Aditya Pundir, Country Manager, The Climate Reality Project, India for the CMA fraternity and students of Amity Global Business School. President CMA, Mr. Deepak Dhingra, in his welcome address emphasised on sustainability as a challenge because of increasing concern over climate change.



Mr. Aditya Pundir, Country Manager, The Climate Reality Project with Mr. Deepak Dhingra, President, CMA, CMA members and the students of Amity Global Business School



The speaker Mr. Aditya Pundir presented the threats and challenges of climate change issues and discussed solutions to curb this global havoc. He also shared the United Nation's 17 sustainable development goals (SDGs) and their role to solve the climate change problems. Around 35 CMA members and 25 Amity students / faculty attended the session.

Workshop & Session

Chandigarh Management Association (CMA) organised a workshop and session on 'Decoding Time to Improve Efficiency' on 10th February. The keynote speaker was Mr Shammi Sukh from Delhi, who is a graduate in Mechanical Engineering from MANIT, Bhopal and is a Rashtra Gaurav Awardee also.

President CMA, Mr. Deepak Dhingra, in his welcome address emphasised the need to manage time in a productive way. The crux of the workshop was on realising the importance of time in conjunction with the essence behind the tasks



CMA members with Mr. Shammi Sukh at the session on 'Decoding Time to Improve Efficiency'

coming before you in life. About 55 CMA members attended the workshop.

51st Management Day

Chandigarh Management Association (CMA) celebrated its 51st Management Day on 24th February on the theme 'Feasibility of Metro as an Efficient Public Transport in Tricity'.

Mr. Deepak K Dhingra, President stated that this is a visionary theme aiming at a well contained city with efficient people friendly transport system.

The Chief Guest of CMA's 51st Management Day, Mr. Pawan K Bansal, Former Union Minister, in his address stressed upon the need of Mass Rapid Transit System (MRTS) in the long run encompassing a larger geographical area. Ms. Gurmeet Kaur, Sr. Town Planner, Panchkula enlightened the audience on existing facts and figures of traffic, transport system,



(L-R) Mr. S B Khullar EC Member CMA; Mr. Deepak Dhingra, President CMA; Mr. Pawan Kumar Bansal, Former Union Minister; Ms Gurmeet Kaur, Sr. Town Planner and the CMA EC Members Professor JPS Nindra, Mr. Manjiv Vohra, Mr. Deepak Jindal at CMA's 51st Management Day.

congestions and accidents. The talk was followed by a question answer and was attended by 50 CMA members.



Coimbatore Management Association

Student Chapter Programmeme

Coimbatore Management Association conducted Student Chapter programme 'Brands of Coimbatore' at PSG College of Technology on 2nd February. About 700 B-school students, faculty members and industry delegates attended this programme.

Mr. K. Kannan, CEO, Point Pumps, Mr. M. Ramakrishnan, Managing Director, Thulasi Pharmacy; Mr. S. Muthuraman, Managing Director, Lakshmi Ceramics and Mr. Abhishek Tibrewal, Director, Crusoe were the 'Brands' for the programme.



Dr. R. Nandagopal, President, CMA giving the welcome address

Management Day

CMA celebrated Management Day on 21st February. Ambassador Dr. Deepak Vohra was the Chief Guest for the function. Awards were given away for Lifetime Achievement, Best Entrepreneur, Best SME Entrepreneur, Best Woman Entrepreneur, Best Startup, Best Management Faculty, Best Young Faculty, Best Student Chapter, Best Students, Best MBA Project etc.



Award recipients with the Chief Guest

Cuttack Management Association

A seminar was organised by Cuttack Management Association on 'Management Challenges in Changing Environment' in the Ravenshaw University School of Management on 3rd February. It was addressed by Mr T. Ramachandru, Special Officer, Govt of Telengana (Cabinet Rank). The lecture was followed by a lively question and answer session. A large number students, faculty members, CMA members and guests were present.



Mr T. Ramachandru (Speaker), Mr S.N. Panda (President), Mr Vikas Srivastav (Hon Secretary), Mr B.B. Mohapatra (Joint Secretary) participating in the discussion.



Delhi Management Association

Seminar

Delhi Management Association organised a seminar on the Implications of the Budget 2018 on 3rd February. Mr. Sunil Arora, Partner Taxation, Mr. Subroto Bose, Executive Partner, Compliance, ASA & Associates LLP shared an analysis of the Budget and its implications on Direct, Indirect Tax and other regulatory changes in the budget. The session was shared by Mr. V R Gupta, Former Director (Finance), Central Warehousing Corporation (CWC) and Chairman, Finance Committee. Mr. Rajan Pandhi, Director, DMA thanked the eminent speakers and the participants.

Workshop

Ascent Legal HR services organised a Workshop 'Contract Labour Management -Implications & Issues' on 19th February. Ms. Neena Malhotra, Managing Director, Alert card Company and Past President DMA welcomed the Chief Guest Mr. Harbhajan Singh, Director, Honda Motorcycle & Scooter India Pvt Ltd; Dr. S P Verma, CEO, Ascent HR & Legal Services & Programme Director and the fellow participants. The other speakers included Mr. Tej Bahadur, Regional Labour Commissioner; Mr. S K Mahapatra, Director, JSB; Dr. Manoj Pandey, Advocate Supreme Court. Mr. Rajan Pandhi, Director, DMA presented the vote of thanks.



Participants and speakers at the programme

LMI Graduation Day

LMI Delhi Chapter in collaboration with DMA organised its Graduation Day Ceremony on 20th February. The participants were awarded certificates on successful completion of Effective Personal Productivity programme by Mr. Ashok Thussu, Executive Director, LMI; Mr. Rahul Jain, Licensee, LMI. The programme was attended by large number of professionals from corporate sector.

8th Women Entrepreneurs Conference

DMA organised the 8th Women Entrepreneurship Conference on 'Unleash your Potential – Ideate, Accelerate & Execute' and DMA All India Women Entrepreneurs Award 2018 on 22nd February. The conference was conceptualised under the guidance & able leadership of Ms. Veena Swarup, Former Director HR, EIL as Conference Chairperson.



L to R: Prof. H P Singh, Dr. Renu Luthra, Dr. Roopak Vashistha & Mr. Anindya Mallick



The Keynote address was given by Mr. Raman Roy, CMD Quatrro & Chairman NASSCOM, and Inaugural address by the Chief Guest, Ms. Stuti Narain Kacker, IAS. Retd, Chairperson, National Commission for Protection of Child Rights, Govt. of India. To commemorate this occasion a special Souvenir was released by the illustrious professionals. Mr. Rajan Pandhi, Director, DMA thanked the dignitaries for sparing their valued time and sharing their words of wisdom with the participants.

Some of the other speakers included Dr. Renu Luthra, Pro-Vice Chancellor, Galgotias University; Dr. Roopak Vashistha, CEO & Managing Director, Apparel Made-ups & Home Furnishing Sector Skill Council (AMH SSC); Mr. Anindya Mallick, Partner, Deloitte India Consulting; Prof. H P Singh, Senior Faculty & Programme Incharge, The National Institute for Entrepreneurship & Small Business Development (NIESBUD); Dr. Aquil Busrai, CEO, AquilBusrai Consulting; Ms. Bindu Dey, Secretary, Technology Development Board, Department of Science and Technology, Government of India; Dr. Sanjay Saxena, General Manager; Mr. Digvijay Singh, COO, Indian Angel Network; Dr. Prarthana Kumar, Assistant Professor Marketing, Institute of Public Enterprise; Dr. Jitendra Das, Director, FORE School of Management; Ms. Pooja Bajpai, Director, Deloitte Consulting- Human Capital Practice; Mr. Gautam Pandey, Director- Talent, Deloitte Shared Services India LLP to name a few.

Ms. Veena Swarup, Former Director HR, EIL & Conference Chairperson welcomed the Guest of Honour, Dr. Terrie Romaro, Counselor (Economic Affairs –Ontario) Ontario International-New Delhi Trade & Investment Office; Chief Guest, Ambassador Gurjit Singh, Former Ambassador of India to Germany; Ms. Lakshmi Venktaraman

Venkatesan, Founding Trustee & EVP Bhartiya Yuva Shakti Trust; Ms. Neena Malhotra, Managing Director, Alert Card Company, Dr. Shikha Sharma, Managing Director, NUTRI-HEALTH and the participants.

The Life Time Achievements Award, Entrepreneur of Excellence Award, The Role Model Award and DMA All India Women Entrepreneurs Award 2018 were also presented. The conference was very well received and appreciated by a large number of women entrepreneurs, corporate delegates and senior faculty members from various management institutes.



Ist Row – L to R: Ms. Chaya Nanjappa, Ms. Rashi Aanand, Ms. Shalini Beriwal, Ms. Vasudha Kapoor, Ms. Thilakam Rajendran, Ms. Amrutha Valli, Dr. Tripti Bhatnagar & Dr. Florida Tilton.

2nd Row – L to R: Ms. Neena Malhotra, Dr. Shikha Sharma, Ms. Veena Swarup, Ambassador Gurjit Singh, Ms. Lakshmi Venktaraman Venkatesan, Dr. Terrie Romano and Mr. Rajan Pandhi



Faizabad Management Association

Faizabad Management Association conducted a seminar on the topic 'Post Budget Analysis' on 9th February. Mr L. K. Jhunjhunwala, Dr. Shailendra Chaturvedi, Dr. Rajneesh Srivastava, Mr. Grijesh Tripathi, Mr.Gaurav Dixit, Professor Vinod Srivastava, C.A. Manas Agarwal, Dr. Pradeep, Mr. Bhagirath Pacheriwala, Mr. Ambreesh Sahu were present during the session.



Mr. Vinod Agarwal addressing

Faizabad Management Association conducted a seminar on the topic 'Big Data Analysis & Internet of the thing' on 26th February. The key speakers of the event were Mr. Deepak Singh, Managing Director, Awadh Technology Parks and Services Pvt. Ltd. and Mr. Dileep Kumar Bhatnagar, Director, Awadh Technology Parks and Services Pvt. Ltd.

Ghaziabad Management Association

Ghaziabad Management Association organised a competition among Institutes located in Ghaziabad to present their Innovative and best practices in Improving the Employability of their students on 24th February. The Jury comprised by Dr. Raj Agarwal, Director CME, AIMA; Mr. Pankaj Kumar, General Manager (HR), NTPC; and CA Anil Agarwal, Jt. Secretary, GMA. Seven Institutes took part in the competition. The event was very well received by the participants.



Felicitation of Dr Raj Agarwal

Goa Management Association

Goa Management Association celebrated Management Day 2018 on the theme 'The Disruptive Thinker: An Entrepreneurship Model' on 24th February in association with the BBA Department of SS Dempo College of Commerce & Economics, Goa, who hosted the event at their college premises.

The event was inaugurated by Dr. Pradeep Salgaonkar, Chairman, GMA; Dr. Radhika Nayak, Principal, SS Dempo College of Commerce & Economics; Dr. M S Dayanand, Professor, GU Department of Management Studies and GMA Executive Committee member; Ms. Sonya Angle, Coordinator and other faculty members of BBA Department, SS Dempo College.



After an inter-collegiate presentation competition on the day's theme, guest speakers Mr. Milind Prabhu, CEO & MD of Genora Infotech Pvt Ltd and Mr. Ganesh Faterpekar, Founder, Counterfeit IQ, spoke on the theme. Their talk was followed by a panel discussion where the speakers were joined by Mr. Yatish Dempo, Trustee of S. S. Dempo College of Commerce & Economics and Director, Dempo Shipbuilding & Engineering Pvt Ltd and Dr. Pradeep B Salgaonkar. The discussion was moderated by Mr. Harshvardhan Bhatkuly, Vice Chairman, GMA.



(L-R) Dr. Pradeep B Salgaonkar, Chairman GMA; Ms. Sonya Angle, Course Coordinator, BBA Department, S. S. Dempo College of Commerce & Economics; Mr. Ganesh Faterpekar, Founder, Counterfeit IQ; Mr. Yatish Dempo, Trustee, S. S. Dempo College of Commerce & Economics; Mr. Harshvardhan Bhatkuly, Vice Chairman, GMA and Mr. Milind Prabhu, CEO & Managing Director, Genora Infotech Pvt Ltd

Guwahati Management Association

Meeting to Mark AIMA Foundation Day

Guwahati Management Association (GMA) organised a meeting on 24th February to mark AlMA's 62nd Foundation Day. Mr. D. Gohain, Hony General Secretary explained the purpose of the meeting and Mr. D.N. Barua, President welcomed the guests.

The keynote speaker Dr. Sunil Kr. Saikia spoke on the theme 'Management on the Age of Disruption' and shared how



Meeting to mark AIMA's 62nd Foundation Day

countries like Japan and China are sailing through the Age of Disruption. Mr. Kishore Kumar, Director GMA spoke about the disruption scenario in India with particular reference to the Telecom sector where thousands of people have lost their jobs. The meeting was attended by 45 GMA Office Bearers and members and ended with and interesting session of questions and answers.

National Productivity Day

GMA in collaboration with NPC, Assam celebrated the National Productivity Day on 12th February with a meeting on the theme 'Industry 4.00 Leapfrog Opportunity for India'. Well known management education and expert, Mr. Shantikam Hazarika inaugurated the meeting and Mr. Swapananil Barua, IAS (Retd) Ex. Commissioner of Industry, Assam delivered the keynote address. While inaugurating the session Mr. Hazarika gave a detailed view of the theme. Mr. Barua spoke about being prepared to take advantage of the change scenario and not miss the opportunity. Mr. D N Barua President GMA presided over the meeting.



Hyderabad Management Association

Student Development Programme

The Hyderabad Management Association in association with Stanley College of Engineering & Technology for Women, Department of Business Management conducted a one day Student Development Programme on 'Entrepreneurial Development' on 7th February. Mr Ravi Kumar Peesapati, Vice President, HMA inaugurated the programme.

Some of the speakers included Mr B Kavitha Rajesh, Ms Sandhya Sripada, Ms Rohini Devi Bobbili, Mrs Tanuja Abburi, Mr Sanjay Kapoor, Panel Member, Mr Vijay Vedantam, Mr Ravi Devulapalli, Mr Sushil, and Mr Ravi Kumar Peesapati.

Lecture Meetings

The Hyderabad Management Association organised twin Lecture Meetings on 'Women Empowerment / Leadership' by Mrs Vanitha Datla, Vice Chairperson, Elico Ltd and on 'Management of Change (with a few Cartoons on corruption)' by Dr S Chakravarthy, IAS (Retd), Former Special Chief Secretary, Govt of AP on 13th February.



(L-R) Mrs B Kavitha Rajesh, Moderator; Ms Sandhya Sripada, Panel Member, Faculty Member of SCETW and Ms B Rohini Devi, Panel Member addressing Panel Discussion on 'Entrepreneurial Development – Role of Women'



(L-R) Mr Ravi Kumar Peesapati, Vice President, HMA; Mrs Vanitha Datla, Vice Chairperson, Elico Ltd & Speaker receiving a memento from Mr K Harishchandra Prasad, President, HMA; Mr Sanjay Kapoor, Secretary, HMA and Dr S Chakravarthy, IAS (Retd)

Indore Management Association

27th International Management Conclave

IMA conducted the 27th edition of its flagship event International Management Conclave on 2nd and 3rd February on the theme 'Bharat Bhagya Vidhata- Innovate and Lead'. Around 1000 leading CEOs, management professionals and 3000 management students participated in the event.

Flag Hoisting Ceremony at IMA International Management Conclave 2018.

The conclave began with the splendid cultural dance performances by Dr. Ragini Makkar and group. CA. Santosh Muchhal, President IMA welcomed the delegates. CA. Navin Khandelwal, Conclave Co-Convener explained the 27th International conclave theme, 'Bharat Bhagya Vidhata- Innovate and Lead'.



Some of the speaker at the conclave included, Mr. Richard Rekhy-Former CEO-KPMG in India; Dr. Deepak Vohra-Special Advisor to the Prime Minister Lesotho and Guinea-Bissau and to Ladakh Autonomous Hill Development Councils, Kargil and Leh; Mr. Anant Bhagwati, Partner Bain & Company, India Pvt Ltd.; Mr. Vijay Menon, Mindset Trainer to Policy Makers of India; Dr. Arokiaswamy Velumani CEO, MD and Chairman, Thyrocare Technologies Ltd; Mr. Balajilyer, Associate Partner, McKinsey & Co, Chennai Office; Mr. Anshu Gupta, Founder Goonj; Mr. Suhas Gopinath, Chairman Global ITES; Mr. Vinay Singhal, Founder, Witty Feed and Mr. Ashish Limaye, CEO, Happy Finish; Mr. Simerjeet Singh, Performance Coach & Growth Catayst, Motivational Speaker; Mr. Mohamed Salleh Marican, Chairman and CEO, Second Chance Properties Ltd.; Prof. Ganesh Kumar Nidugala, Professor, IIM Indore; Mr. Mithun Sacheti, Founder & CEO, CARATLANE; Mr. Vikram Limaye, Managing Director and CEO, National Stock Exchange of India Ltd.; Rtd Adm Shekhar Mittal, NM, IN (retd), Chairman & Managing Director, Goa Ship Yard Ltd.; Prof. Anil K. Gupta, Founder, Honeybee Network; Mr. Rajender Singh Sachdeva, Chief operating Officer, Eicher Trucks and Buses; Mr. Shishir Joshipura, Managing Director, SKF India Ltd.

Mr. Jayant Sinha, Minister of State for Civil Aviation, Government of India was also addressed in the final session of the programme. On the occasion the IMA Life Time Outstanding Achievement Award was presented to Mr. Dilip Shanghvi, MD Sun Pharmaceuticals Ltd., Quest for Leaders Award to GSITS College and Young Managers Competition Award was presented to John Deere India Pvt Ltd.



Mr. Jayant Sinha, Minister of State for Civil Aviation, Government of India addressing



Mr. Anshu Gupta addressing the audience



Mr. Dilip Shanghvi receiving IMA Life Time Outstanding Achievement Award 2018.



Mr. Shashank Kasliwal during the session

Student Chapter

IMA Student Chapter organised a Management film show on movie '3 Idiots' on 16th February. Mr. Shashank Kasliwal, Director, Emotional Intelligence Inc. was the session moderator.

Another film show on the movie 'Hawaizaada', won held at Mahakal Institute of Management, Ujjain. The moderator for the session was Prof. Pankaj Kothari, Creative Trainer and Life



Coach. IMA Student Chapter organised an industrial visit for the students of S.G.S. Institute of Technology & Science (Department of Management Study) at Case New Holland Construction Equipment (India) Private Limited.



Students at the industrial visit



Prof. Pankaj Kothari during the session

Another industrial visit for the students of Shri G. S. Institute of Technology & Science was organised at AVTEC Limited, Pithampur.

IMA Reader's Clique

IMA organised a book review on the book 'My 40 Years with SBI' by Mr. P.G. Kakodkar, for management professionals and students on 23 February under the program IMA Reader's Clique. The narrator for the session was Mr. Priyabrat Misra.



Mr. Priyabrat Misra addressing the participants

Jharia Coal Management Association

A Management Day Lecture was organised by Jharia Coal Management Association, AIMA Dhanbad. The Department of Management Studies, IIT Dhanbad witnessed an enriching session about Health and Stress Management. Health being a determinant of success in the upcoming days, chief guest Dr V K Pandey emphasised on the same. Aspects like virtues, morality and ethics were also covered and Dr. Pandey cited several anecdotes related to his practice area to keep the audience engaged. The students too interacted and got insights about various commonly faced health issues within the campus and received tips to overcome them. The humour



Seminar on 'Management Challenges in Changing Environment'

filled lecture ended with a valediction that don't exercise to keep your body fit but to keep you at peace.



Kerala Management Association

Kitchen Make Something New

The Kitchen's January Malabar Edition supported by KMA was held on 31st January. The session speakers were Mr. S. Arun, COO of Cyberpark; Mr. Radhakrishnan K, Zonal Head of Federal Bank; Mr. Saji Mathew, CTO & HR Head of Baby Memorial Hospital; Mr. Vinay Kainadi, CEO of Alphabay; Mr. Anil Balan, President & COO of Splendre Eyemag Pvt Ltd; Mr. Suhail VP, CEO of Nucore and Mr. E.T. Poyyail, MD of Excel Int Ext Pvt Ltd.

The Kitchen's February Kochi Edition supported by KMA was held on 23rd February. The main speaker for the evening was Dr. Saji Gopinath, CEO, Kerala Startup Mission. The other speakers for the evening were Mr. Thomas K.C., VP, Federal Bank; Adv. Harish Vasudevan, High Court of Kerala; Mr. Jim George, CEO, Farming Colours; Mr. Jyothis K.S., COO, CogniCor; Mr. Pratheesh Prakash, Founder, Robo Inventions; Mr. Jofin Joseph, Operations Head, Full Contact Technologies; Mr. Ajit Ravi, Chairman, Pegasus group.



Kitchen Make Something New speakers



Mr Saji Gopinath sharing the dais with Mr. Vivek Krishna Govind



Dr. Pattathil Dhanya Menon addressing the audience

The inauguration of the National Management Week was held on 21st February. Through the inaugural address, Dr. Christy Fernandez, IAS Chairman KSIDC, threw light on Industrial Revolution 4.0 and related management challenges. Mr. Jose Dominic CEO, CGH Earth Group delivered the Management Day Message.

Evening Meetings

The first evening meeting for the month was held on 14th February. The speaker, Dr. Pattathil Dhanya Menon addressed the audience on the topic Trending Cyber Crimes and enlightened the audience on various threats and challenges underlying the cyber transactions.



Dr. Christy Fernandez, IAS and Mr. Jose Dominic inaugurating the National Management Week celebrations



The third evening meeting for the month was held on 22nd February. The speaker Prof. Dr. Ushy Mohan Das, CEO, Chief Coach Dr. Ushy's Wisdom Works, through the session titled 'Power of Purpose', elaborated on the importance of having a purpose in life.



Prof. Dr. Ushy Mohandas sharing the dias with KMA



Panelists at the Budget Analysis Session

Budget Analysis

A sector wise budget analysis was organised by Kerala Management Association in association with Albertian Institute of Management on 22nd February. Six speakers across various sectors like Banking, Agriculture, Finance and Infrastructure elucidated on how this year's budget would impact those sectors.

Workshop

A one day workshop on the topic 'Limitless Breaking Barriers to Self Mastery' was held on 23rd February. The facilitator of the workshop, Prof. Dr. Ushy Mohan Das, CEO, Chief Coach Dr. Ushy's Wisdom Works, threw light on the ways to live a truly enriching and limitless life.



Prof. Dr. Ushy Mohan Das addressing the audience as a part of the workshop



Members of Kerala Management Association a International Container Trans-shipment Terminal

Industrial Visit

As part of the National Management Day celebrations, Kerala Management Association organised an Industrial Visit to the International Container Trans-shipment Terminal (DP World), Vallarpadom, Cochin on 26th February. Around 30 KMA members led by President Vivek Krishna Govind and Hon. Secretary R. Madhav Chandran were part of the visit, where members got firsthand knowledge of the operations of the container terminal.



Lucknow Management Association

Interactive Sessions

LMA in association with Society for Indian Automobile Association Manufacturers and Ernst & Young organised an interactive session for stakeholder's consultation on UP Electric Vehicle Manufacturing Policy 2018 on 1st February. Besides LMA, the participants included senior management representatives from automobile industry. Mr. Anup Pandey, Infrastructure & Industrial Development Commissioner, Uttar Pradesh and President LMA chaired the session.

Under mandate from the Government, LMA organised an interactive session for stakeholder's consultation on 'Draft Uttar Pradesh Policy on Pharmaceutical Manufacturing 2008' on 2nd February. Mr. Anup Pandey, Infrastructure & Industrial Development Commissioner, Uttar Pradesh and President LMA chaired the session.

LMA in association with PHD Chamber of Commerce and Industry and Turtle Survival Alliance organised an interactive session 'Prakriti 2018 – A wildlife Enthusiasts Meet on Saving our Wetlands for Sustainable Ecology' on 18th February. The speakers were Dr. Asad Rehmani, Former Director, Bombay



Mr. Anup Pandey Infrastructure & Industrial Development Commissioner, Uttar Pradesh and President LMA addressing



Interactive session on UP Electric Vehicle Manufacturing Policy 2018 in progress

Natural History Society and Scientific Consultant to Corbett Foundation; Dr. Ritesh Kumar, Head of Technical Programme of Wasteland International South Asia; Dr. B.C. Choudhary, Wildlife Scientist and Professor, Wildlife Institute of India and Dr. Bivash Pandav, Wildlife Expert at Department of Endangered Species Management, Wildlife Institute of India.

Panel Discussions

LMA in collaboration with India Industries Association and Rotary Club Rajdhani organised a panel discussion on the Union Budget 2018 on 4th February. The panelists were Dr. Sanjay Singh, Prof of Economics, IIM Lucknow; Mr. Vinamra Agarwal, Director, Technical Associates; Mr. Pankaj Agarwal, Chartered Accountant and Mr. V.K. Agarwal, CMD, Shashi Cables. Mr. A.K. Mathur, Sr. Vice President, LMA moderated the discussion.



Panel discussion in progress





Panel discussion in progress

LMA jointly with AWOKE India Foundation organised a panel discussion on 'Need of Financial Literacy in Changing Economic Environment on 9th February. The participants were Prof Shubhendra Parihar, Jaipuria Institute of Management; Mr. A.K. Mathur, Sr. Vice President; Mr. Pravin Dwivedi, President, AWOKE India Foundation and Mr. S.K Mishra, former Chief Manager, Oriental Bank of Commerce.

A panel discussion on the theme 'Leadership in the Age of Disruption' was organised on 23rd February as part of Management Day celebrations. The panelists were Dr. Rajan Johari, Managing Director, LeadWynn; Dr. Kavita Pathak, Director, Jaipuria Institute of Management Noida/Lucknow; Mr. Kumar Ranjan, Director, Artificial Intelligence, Mean Metal Motors Bangalore and Mr. Saud Usmani, Sr. Manager, HR, Tata Motors.

Employability Enhancement Programme

As a part of LMA-LeadWynn Employability Enhancement Programme, a session on 'Art and Science of Retail Service' was organised on 6th February in collaboration with Kaushal Vikas Kendra in which the interns were sensitised about improving their skills in retail business through Service Science. The session was conducted by Mr. Yash Bajpai, Senior Manager, Glitterati

Stakeholder's consultation

LMA organised a stakeholder's consultation on Draft Uttar Pradesh Policy on Aerospace and Defense Manufacturing 2018 on 6th February. Among those present were Mr. Anshul Bhargava of Haves Aerotech; Mr. Rajnesh Mathur of Shaurya Aertech; Mr. Kamlesh Kumar, Aerostate; Capt Harish of Concord Aviation; Mr. M.K. Mishra and Mr. Abhinav Kumar of HAL; Mr. Sachin Agarwal of PTC; Mr. Pradeep Agarwal of Goldrush; Ms. Khyati Srivastava of Ernst & Young; Mr. Navneet Sehgal,



Panel discussion in progress



Mr Yash Bajpai, Senior Manager, Glitterati addressing the session



Stakeholder's consultation on Draft Uttar Pradesh Policy on Aerospace and Defense Manufacturing 2018 in progress



Principal Secretary Information; Mr. A.K. Mathur, Sr. Vice President, LMA; Mr. Anant Jauhari, Executive Director, LMA, and Mr. Anup Chandra Pandey, Infrastructure and Industrial Development Commissioner, U.P & President LMA.

Startup Programme

LMA in partnership with Amity University, Govin Capital Singapore, LEADS, TiE Lucknow Chapter, Headstarts, and EO, organised an event titled 'Lucknow #Leads Start-up I Investment I Innovation' supported by SIDBI Investment vertical, the Fund of Funds for Start-ups on 19th February. 28 student groups of potential start-ups and already working start-ups presented their business plans in different sectors. In a run-up to this event, LMA in collaboration with LEADS



Mr. Alok Ranjan, Former Chief Secretary UP addressing

conducted a series of workshops at various business schools where the students presented their ideas and business plans which were shortlisted for presentation in the event. Mr. Alok Ranjan, Former Chief Secretary U.P. was the Chief Guest in the inaugural session. A panel discussion on 'Developing Lucknow as a Start-up Hub' was also organised at the event.

International Conference

LMA in collaboration with Amity School of Languages, Amity University Lucknow Campus organised an International Conference on 'Language Skills: Mother of all Employability' on 22nd-23rd February. About 100 papers on the theme were presented in the conference. Mr. Alok Ranjan, Former Chief Secretary was the Chief Guest in the inaugural session and Mrs. Swati Singh, Minister of State of Women Welfare, Family Welfare, Maternity and Child Welfare in the UP government in the valedictory session. Other invited guest speakers included



Mr. Alok Ranjan, Former Chief Secretary inaugurating the International Conference on 'Language Skills: Mother of all Employability'

Prof Nishi Pandey, Professor Department of English and European Languages, University of Lucknow; Mr. A.

K Mathur, Sr. Vice President, LMA; Mr Viveik Pandit, Renowned Author and Freelance Journalist; Mr Olivier Litvine, Linguistics Attache in French Embassy, New Delhi; Mr. Richard Franco, Director, Alliance Francaise; Prof. Ranu Uniyal, University of Lucknow and Dr (Prof) Kumkum Ray, Director, Amity School of Languages.



Extempore speech competition in progress

Competitive Session

YMF of LMA in collaboration with The Institute of Chartered Accountants of India, Lucknow and FM Radio organised a two



day event 'Saman' on 10th and 11th February. Many activities like extempore speech competition, knowledge sharing session, poster making competition, solo and group singing competition were organised during the event.

Ludhiana Management Association

Dr D R Singh Memorial Debate Season IX

In memory of Dr D R Singh, Founder President, Ludhiana Management Associates organises Dr D R Singh Memorial Debate every year since 2010. The 9th Debate in the series was organised on 2nd and 3rd February in which teams from 44 reputed Management, Engineering, Law and other institutes/universities from all over the country participated. Cash prizes worth Rs 1,50,000/- for the winning teams were sponsored by SEL Manufacturing Co. Limited.



Dr D R Singh Memorial Debate in progress

Interaction

The Women Forum of Ludhiana Management Association organised an interaction with Ms. Anita Punj (IPS), Director, Punjab Police Academy, Phillaur on 'Breaking Shakles – A Long Journey'. The interaction was an eye opener and a subject for introspection amongst the members. Ms. Punj highlighted the everyday challenges that Indian Women have to face at their workplaces, homes and the society in general. At the end of the event led by the guest speaker Ms. Anita Punj, and members of the Women Forum of LMA pledged to break the shackles for a world of mutual respect and equal opportunity.



Ms. Anita Punj (IPS), Director, Punjab Police Academy, Phillaur addressing

Seminar

Students Forum of Ludhiana Management Association organised a seminar on 'GST – an Overview'. The objective of the seminar was to demystify the biggest economic reform introduced by the Govt. since independence. CA Amrish Gupta, the resource person for the seminar explained the rationale of GST, different procedures, and modalities for provisions under State GST, Central GST. 250 students from different management institutions of the region participated in the seminar.



CA Amrish Gupta addressing



Lecture Session

'Transformational Leadership, from Govt. Programmes to Peoples Movement' is how Mr Aman Sinha, BJP's National Spokesperson would like the Narendra Modi Government to be judged. He was speaking at an interaction organised by Ludhiana Management Association. The session was attended by 250 industrialists, entrepreneurs, professionals, senior executives, and management academicians.



Mr Aman Sinha addressing the session

Madurai Management Association

AlMA's 62nd Foundation Day and 12th National Management Day celebration was held on 21st February. President M. Shunmugasundaram welcomed the gathering and delivered the inaugural address. The Chief Guest, CA M. Lakshmanan, Auditor and Chartered Accountant, Deputy World Chairman – GIANTS International spoke about the quality Management Education at an interactive session with management Sstudents. The National Political Leader Mr. K. John Moses



Panelists and speakers at the session

the Guest of Honour delivered a speech on Women Empowerment in the past, present and future and the importance of Higher Education for women to acquire higher position in politics, corporate and other new ventures. About 150 faculty, management students and members attended and actively participated in all the events of Management Day Celebrations including competitions for the students. The Hon. Secretary, Prof. G. Suresh proposed the vote of thanks.

Mangalore Management Association

Lecture Meeting

On 30th January, Mangalore Management Association and SDM PG Centre for Management Studies & Research, Mangalore jointly organised a lecture meeting on 'Health Care Management in 21st Century - A Paradigm Shift' by Dr. Ravi Vaswani, MD, Professor- Dept., of General Medicine, Yenepoya Medical College & Former Registrar, Yenepoya University, Mangaluru.



Dr. Ravi Vaswani, addressing on 'Health Care Management in 21st Century-A Paradigm Shift'.



Mr Marcel Monteiro, President of MMA welcomed the gathering. Mr K. Jairaj B. Rai, Vice President of MMA introduced the Chief Guest. Talk by Dr. Ravi Vaswani and question answer session was well received. Dr. Devaraj K. Director, SDM PG Centre of Mgmt. Studies & Research gave the presidential address. Mr Dawn Prakash, Secretary, MMA proposed the vote of thanks.

Lecture Session

Prof. Joseph Wronka, Fulbright Senior Specialist-USA, World Class University gave a talk on 'Integrating Human Rights & Social Justice into Business Management' for the members of Mangalore Management Association and SDM PG Centre for Management Studies & Research, Mangaluru. The programme was held on 16th February under the joint auspices of Mangalore Management Association and SDM PG Centre for Management Studies & Research, Mangaluru.



Prof. Joseph Wronka, Fulbright Senior Specialist-USA, World Class University addressing

Mr Marcel Monteiro, President of MMA welcomed the gathering. Mr B. Nithyananda Shetty, Governing Body member welcomed, and Dr. Rameela Shekhar, Professor, Roshni Nilaya, Mangaluru introduced the Chief Guest. Dr. Devaraj K. Director, SDM PG Centre of Mgmt. Studies & Research gave the presidential address. Mr Dawn Prakash, Secretary, MMA proposed the vote of thanks. Dr. Gayathri Babu J. compered the programme.

Meerut Management Association

Panel Discussion

A Panel Discussion on Budget 18-19 was organised by Meerut Management Association on 10th February. The distinguished panelists were CA Rohit Agrawal, Adv. Ankur Jain, Mr. Ravi Prakash Agrawal and Mr. Rakesh Mahajan. Mr. Ankit Singhal was the Programme Convener. MMA members and council members were present during the discussion.

MMA-Dayal Annual Debate

MMA Annual Dayal Debate on 'National Interests take Mr. Annual Dayal Precedence over Privacy', sponsored by M/S Dayal Fertilizers and organised by Meerut Management Association was held on 20th February. 18 teams of students from various Engineering and Management Colleges from



(L-R) Mr. Rakesh Mahajan, MD, BDM; Mr Ravi Prakash Agrawal, MD, Raghunandan Jewellers; Mr. Ankur Jaggi, President, MMA; CA Rohit Agrawal; Adv. Ankur Jain & Mr. Ankit Singhal, Former President, MMA



Meerut and nearby places took part. Mr. Ankit Singhal coordinated the event. Dewan Institute of Management Studies won the MMA-Dayal Debate Running trophy as the winning team. Trophy to the winning team was presented by Mr. Abhay Kumar Managing Director and Mr. Aman Kumar Director of M/S Dayal Fertilizers Pvt. Ltd.



(L-R) Mr. Gaurav Jain, Mr. Alok Kumar Sahu - Trainer, Mr. Ankur Jaggi and Mr. Ankit Singhal



(L-R) Mr. Ankit Singhal; Mr. S. K. Kumar, Retd. Chief Engineer, Irrigation Department; Retd. Maj. Gen. J. R. Bhatti; Ms. Sonali Garg, HR Officer, Dayal Group and Prof. Meghna Arora, Head, Management Studies, BBDIT, Ghaziabad.

Workshop

Meerut Management Association organised a workshop on Daily Work Management on 24th February. More than 50 factory owners and managers from various industries took part. The Workshop was arranged to teach about daily work

management. Mr. Alok Kumar Sahu, B.Tech (IIT Kanpur), Co-founder, Tetrahedron, Gurugram was the trainer for the workshop. Mr. Gaurav Jain was the Chairman of the event.

Navsari Management Association

62nd Foundation Day & 12th National Management Day

Navsari Management Association celebrated AIMA's 62nd Foundation Day and 12th National Management Day with cake cutting and a special dinner meeting of all EC members and past presidents of NMA and other invitees. NMA Founder President, Dr Dinesh Joshi explained the purpose of management movement and its key benefits to the industries. NMA President, Mr Jignesh Desai welcomed all invitees and



NMA team celebrating AIMA's 62nd Foundation Day and 12th National Management Day

briefed about the activities of NMA and appreciated the role of AIMA in nurturing LMAs. All NMA committee members, past presidents, Office Bearers and invitees enjoyed the event.



Noida Management Association

Noida Management Association organised a Union Budget Programme 2018-19 on 3rd February where eminent speakers from industries were invited to speak on the topic. Mr Rohit Garg, Chartered Accountant (Advocate); Mr Anil Sharma Practicing, Cost Accountant and Mr Pankaj Jain, Founder & CEO, IRE CFO Services took part in the deliberations and explained the salient features of the Budget 2018. Mr S.N. Singh President, Noida Management Association inaugurated



Speakers at the Session on Union Budget

the programme and welcomed all the participaints. The vote of thanks was extended by Mr Sandeep Mittal Hony. Secretary NMA. The programme was attended by more than 70 professionals across industries in Noida.

Palghat Management Association

Panel Discussion

Palghat Management Association organised a Panel Discussion on Central Budget 2018-19 on 7th February. The President, Mr. Jimmy J Nalappat welcomed the speakers and members to the session. The other speakers included S/s. Sumesh K Menon, Vice-President PMA; CA. Sivadas Chettoor; CA. R.Viswanathan and CA. Ajith Sivadas, Palakkad.



President, Mr. Jimmy J Nalappat addressing



Mr. J. Premchand, Unit Head ITI Ltd, Palakkad, being presented with the PMA Leadership Award by Dr. K. Francis Jacob I.T.S., GM, BSNL Palakkad.

PMA Leadership Award

The PMA Leadership Award 2018 was presented at the National Management Day Function held at PMA on 26th February by the Chief Guest, Dr. K. Francis Jacob ITS, General Manager, BSNL Palakkad. The award was presented to Mr. J. Premchand, Unit Head ITI Ltd, Palakkad.



Patna Management Association

Patna Management Association in collaboration with AIMA organised it's Shaping Young Minds Programme on 17th February. The programme was addressed by Dr Shikha Nehru Sharma, Managing Director, Nutri Health, Ambassador Gurjit Singh, Former Indian Ambassador to Germany, Indonesia & Ethiopia, Mr Prabhu Chawla, Editorial Director, The New Indian Express Group, Mr Raghunath Medge, Nutan Mumbai Tiffin Box, Mumbai Dabbawala's. The programme was well received with an audience of over 700 participants.



Mr Prabhu Chawla, Editorial Director, The New Indian Express Group being felicitated

Pathankot Management Association

Seminar

Pathankot Management Association organised a seminar on 'Energy Conservation, Renewable Energy, Efficient use of Energy Resources' on 5th February conducted by Mr. KK Mahajan, Energy Professional and Consultant P.C.R.A and Energy Efficiency Services Limited (both Govt. of India Departments). While addressing students and faculty members, Mr. KK Mahajan created awareness about Energy Conservation, Saving of Power and Efficient Use of Energy and Resources, Renewable Energy like Solar, Wind etc. 50+



Mr. KK Mahajan addressing on Energy Conservation and Renewable energy

students and faculty participated in the seminar. It was quite an informative session.

Guest Lecture

Pathankot Management Association organised a guest lecture on the topic 'Values and ethics in present Business environment' on 12th February. The guest lecture was conducted by renowned human values keynote speaker, Mr. Rajpal Singh. He addressed the students of management department regarding the importance of values and ethics in business sustainability. 60+ students and faculty members participated in seminar.



Mr. Rajpal Singh interacting with participants



Group Discussion

Pathankot Management Association organised a group discussion on 23rd February on Union Budget 2018 with Er. Kulwinder Padda, HOD Computer Applications. The session was organised to familiarise students with personal interviews and group discussions, develop their skills in interpersonal communication and in expressing their views in a clear and professional manner. Er. Kulwinder Singh shared the fundamentals of group discussion and explained various types of programmes conducted by organisations.



Group Discussion on Union Budget 2018

Quilon Management Association

Quilon Management Association (QMA) jointly with The Institution of Engineers (India), Kollam Local Centre (Chemical Division Board of IEI) arranged a talk on the topic 'Leadership' on 23rd February. Mr Roy Kurien K K, Managing Director, The Kerala Minerals & Metals Ltd was the Chief Guest. QMA celebrated National Management Day on 23rd February, along with The Institution of Engineers (India), Kollam Local centre. Mr Rajendra Prasad, President QMA & IEI Kollam Local Center



Mr Roy Kurien KK, Managing Director, The Kerala Minerals and Metals Ltd, addressing QMA members

chaired the meeting. Mr Franklin Daniel welcomed the Chief Guest and Mr Sreeraj introduced the Chief Guest. Mr Pradeepkumar Varma gave the vote of thanks. Membership certificates were issued to newly joined QMA members.

Rohilkhand Management Association

Training Programme

On 5th February Rohilkhand Management Association organised a unique training programme on Psycho-Neurobic. The speaker, Dr. Deepak Chaubey, Psycho-Neurobic Expert & healer, Mind trainer, National memory record holder very effectively explained how this ancient technique improve sconcentration power, removes negativity from body, enhances concentration power, increases analytical ability and builds self-confidence.



Mr Roy Kurien KK, Managing Director, The Kerala Minerals and Metals Ltd, addressing QMA members



Management Week

Rohilkhand Management Association celebrated Management Week from 17th - 24th February by organising multiple programmes. On 17th February posters bearing important slogans of social relevance were displayed in the city and Management Run was organised in association with Khandelwal College of Management & Technology in the morning. S.P. Traffic, Bareilly flagged off the run, after which a quiz competition was held. Ex-Mayor, Bareilly Mrs. Supriya Aron was the Chief Guest.

On 19th February a Symposium on 'Current status of Indian Economy – reasons and solutions' was organised in association with Future Group of institutions at Future Institute.

On 20th February a presentation on management topics was organised in association with Rakshpal Bahadur Management Institute. MBA students from different institutes participated in the programme and winners were given prizes.

On 23rd February a Business Quiz was organised in association with Mascot Institute, and on 24th February a Seminar on 'Leadership in the Age of Disruptions' was organised where Director General Future Group of Institutions, Dr. Manish Sharma; Professor Dr. N.L. Sharma; Director, KCMT Dr. Yuvraj Bhatnagar shared their views. Dr. Ghanshyam Khandelwal, Managing Director, B.L. Agro Industries Ltd., Bareilly was conferred Corporate Excellence Award by President RMA, Mr. K.K. Damani.



Winners of the Business Quiz



President RMA addressing the Quiz programme



RMA team, Director General-Future Institute and speakers



RMA President, Secretary, RBMI Director, Judges of the event, H.O.D and faculty members of RBMI



RMA President, Secretary, Programme Director and Programme Committee Members



Tarapur Management Association

12th National Management Day

TMA celebrated the 12th National Management Day on 21st February by organising a lecture session on the theme 'Leadership in the Age of Disruption' in the presence of the Chief Guest and Speaker of the session, Dr Harish Kumar S Purohit, Director - PTVA Institute of Management, Mumbai. Dr Harish spoke on the most recent trends and the disruption happening in various sectors of industry. He also shared few



Guest Speaker Dr Harish with TMA President Mr GVS Kumar and Executive President Mr Subramaniam

clippings on the innovation and latest shift across diverse spectrum of business. The session was well attended by executives from the industries, students and the members.

Film Show

TMA organised a film show on 'Leading at Higher Level' on 13th February by Ken Blanchard, an American Author and Management expert. It was about the keynote address by Blanchard on the first day of the Drucker Centennial Week celebration in which he spoke on various aspects of leadership behaviour. The film show was well attended by the executives from the industries and members.

Industrial Visit with Bharuch District Management Association

TMA organised a two day industrial visit with the assistance of Bharuch District Management Association (BDMA) on 24th and 25th February. The BDMA team lined up the visit of three manufacturing facilities -Abbott Healthcare, LanXess India Pvt Ltd and Reliance Industries Ltd. Mr Velmurugan, Head of Abbott facilities; Mr Utpal Kachchhi, Head of LanXess facilities and Mr N K Valechaji, Head of Reliance facilities facilitated the tour. BDMA President, Mr Paragbhai Seth; Mr Ashok Jain, Director BDMA and his team helped make the visit informative and effective. All participants of TMA benefitted from the two day session wherein all the three Heads of the manufacturing facilities and their team shared very vital inputs on the best practices being adopted in their respective facilities in various departments such as HSE, operations, maintenance and quality etc.



TMA Team with Mr Velmurugan, Plant Director Abbott Healthcare



TMA team with Mr Uttpal of LanXess India Pvt Ltd.,



Thrissur Management Association

Budget Analysis

TMA organised Union Budget Analysis programme on 2nd February. Dr. V K Vijayakumar, Investment Strategist, Geojit Financial & Mr. P K Vijayakumar, IRS Retd. Income Tax Commissioner was the speaker of the session. The session was very well received by the participants and about 80 delegates participated in the session.



TMA Union Budget Analysis 2018

27th Annual Management Convention

TMA organised its 27th Annual Management Convention on the theme 'Leadership in the Age of Disruption' on 27th February. Mr. Firdose Vandrevala, Past President, AIMA was the Chief Guest of the convention. On the occasion Manappuram Group Life Time Achievement Awards, Leo Group Management Excellence Award, PNK Unni Woman Entereprenur Award and TMA - T R Raghavan Memorial Best Management Student Award were presented.



Mr. Firdose Vandrevala, Past President All India Management Association addressing TMA members

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TMA-Manappuram Group Life Time Achievement Awards presented to CA Sukumara Menon V

8th TMA-HYKON Business Plan Contest 2018

TMA conducted the 8th TMA Hykon Business Plan Contest on 23rd February. There were 10 presentations shortlisted from 50 initial paper presentations from all over south India. The contest was well appreciated by the participants.

Shaping Young Minds Proramme

TMA in collaboration with AIMA organised AIMA's Shaping Young Minds Programme on 28th February. Mr. Firdose



8th TMA Hykon BPC



Vandrevala, Past President, AIMA inaugurated the programme. Other eminent speakers included Mr Prabhu Chawla, Editorial Director, The New Indian Express Group; Ambassador Deepak Vohra, Special Advisor, Prime Ministers of Lesotho and Guinea-Bissau & Special Advisor, Ladakh Autonomous Hill Development Council Kargil and Leh and Dr Shikha Nehru Sharma, Managing Director, Nutri Health. The programme was attended by over 1200 participants.

Minds Program

Inauguration of AIMA-TMA SYMP

South Zone LMA Meet

South Zone LMA meet was conducted on 28th February. Officials from 5 LMA's and 30 members from TMA participated. All representatives from participating LMA's briefed about their respective activities. Mr. Sanjay Grover, Director, LMA Relations AIMA also addressed the meet. The meet was very well appreciated by all the LMA's members.



South Zone LMA Meet

Trivandrum Management Association

TRIMA 2018

The Annual Management Convention of Trivandrum Management Association was held on 15th and 16th February on the theme 'Steering Business in the Transforming Economy'. The two-day convention was inaugurated by Justice (Retd) P. Sathasivam, Hon'ble Governor of Kerala.



Justice (Retd) P. Sathasivam, Hon'ble Governor of Kerala inaugurating the event



TMA-Terumo Penpol CSR Award presentation

The valedictory address was given by Mr. M.G. Rajamanickam IAS, Managing Director, Kerala State IT Infrastructure Ltd.

The TMA-Terumo Penpol CSR Award 2017 was presented to Tata Consultancy Services for their various CSR initiatives and the award was received by Mr. Dinesh P. Thampi, Vice President & Delivery Center Head –TCS Kerala & Mr. Robin Tommy, Head –ILP Innovations Lab, TCS.



TMA's Best Paper Presentation Award was also presented which was instituted in association with KIMS Healthcare Management since 2014. TRIMA –2018 was a grand success.

Management Day Celebrations

21st February is observed as National Management Day, all over the country. TMA organised a 'Management Day Walkathon' and a quiz programme on the occasion. The Walkathon was flagged off by Mr. P. Prakash IPS, Commissioner of Police, Thiruvananthapuram on 21st February.

Mr. Harikesh P.C, President, TMA; Dr. M.I Sahadulla, Chairman & Managing Director, KIMS Healthcare Management; Mr. E.M. Najeeb, Chairman & Managing Director, ATE Group



Mr. P. Prakash IPS, Commissioner of Police, Thiruvananthapuram flagging off the walkathon

of Companies; Mr. A.S. Suresh Babu, Former Managing Director, Vizhinjam International Seaport Ltd. along with members of TMA, faculty members and students from the various B-schools in Thiruvananthapuram participated in both the events.

Vaikom Management Association

Training Programme

On behalf of Government officials as well as councillors of Mavelikkara Municipality, Vaikom Management Association organised Management Development Programme aimed at developing management skills on 9th January. Mr Anil Mazhuvancheril, Secretary General of VMA and the chief patron, Mr TRS Menon led the programme.

LMA Meet

Mr Anil Mazhuvancheril and MR M G Radhakrishnan, President of VMA took part in the LMA Meet held at Kozhikode under the auspices of Kozhikode Management Association. Mr Anil Mazhuvancheril addressed the congregation.

Management Day Celebration

The Management Day was celebrated by Vaikom Managent Association on 18th February. The programme was inaugurated by the Management Development Programme Chairman, Mr A Saifuddeen. The welcome note was delivered by Mr Biju N P, Secretary Programme. Mr. Saifuddeen addressed the gathering about the significance of moral standards to be observed by each and every one. While delivering the vote of thanks, Mr. Anil Mazhuvancheril, the Secretary General emphasised that these moral values are a part and parcel of the modern society and concluded that in a nation like India, we should strive to achieve the above goals.



Professional Diploma in Public Procurement (PDPP)

PDPP caters to procurement practices across the globe and the endeavor is to enable anyone interested in Public Procurement to get an overview of the field and to understand the rationale behind Public Procurement decisions.

The course is delivered as a blend of e-Learning, instructor-led-sessions, self-study and social learning. The delivery of this course is governed by the 'Charter on Public Procurement Studies' (CPPS). The ILT sessions (face to face) are spread over five days. At the end of comprehensive online and offline training, a summative assessment will be conducted. On successful completion of the programme, the partner institute will award the Professional Diploma in Public Procurement(PDPP).

Will benefit:

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- Employees of private sector bidding in Public Procurement
- Anyone interested in Public Procurement.

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AIMA Events Calendar

Event	Programme Chairman /Director	Venue	Date
National Leadership Conclave	Sanjiv Goenka Chairman R P Sanjiv Goenka Group	New Delhi	14 -15 March 2018
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
2nd AIMA Conference with Imperial College	Sunil Kant Munjal Chairman, The Hero Enterprise	London	30 April 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	17-19 May 2018
National Management Business		Mumbai	21-24 May 2018
Simulation Games (NMG)		Bhubaneswar	04-07 June 2018
		Bengaluru	18-21 June 2018
		New Delhi	02-12 July
		Grand Finale	13 July
CEO's Delegation to China	Sunil Kant Munjal 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



Event	Programme Chairman /Director	Venue	Date
National Competition for Young Managers		Bengaluru Kolkata Mumbai New Delhi	July - August 2018
HR Leadership Retreat	T V Mohandas Pai President, AIMA & Chairperson, Manipal Global Education Services Pvt Ltd	Goa	July 2018
6th Marketing Retreat		Goa	August 2018
AIMA's Corporate Management Olympiad		Delhi/ NCR	August 2018
Shaping Young Minds Programme		Bharuch	August 2018
National Competition for Young India		Bhubaneswar Bengaluru Mumbai New Delhi	September - October 2018
National Management Convention		New Delhi	26-27 September 2018
7th Young Leaders Retreat		Goa	October 2018
8th Innovation Practitioners Summit		New Delhi	November 2018
National Management Quiz		Kolkata Bengaluru Mumbai New Delhi	November - December 2018
HR Summit 2018		New Delhi	December 2018

To view full calendar please visit www.aima.in

For any feedback, suggestions or advertising queries please write to, aimanews@aima.in

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All India Management Association

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