

Dear Readers,

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

Despite the ongoing crisis, and with your support and encouragement; AIMA continued to strive to spread management thought and build capability through its various initiatives and programmes during the period.

AIMA participated in the Asian Association of Management Organisation's (AAMO) 2nd Council Meeting of 2020 and 9th Annual General Meeting held on 22nd October 2020 online via Zoom. AAMO representatives, including those from Australia, Hong Kong, India, Macau, Malaysia, Pakistan, Philippines and Sri Lanka, gathered to discuss the current and future plans of the organisation. AAMO is a partnership of NMOs in the Asian Pacific region whose purpose is to share and actively leverage resources to enhance the achievement of their respective missions. The current 11 members of AAMO include Australia, Hong Kong, India, Macau, Malaysia, Nepal, New Zealand, Pakistan, Philippines, Sri Lanka and Korea.

AIMA continued with its hugely popular LeaderSpeak Series, and rolled out the 31st and 32nd editions last month. Mr TV Narendran, CEO & Managing Director, Tata Steel Ltd spoke on 'Leadership in a time of pandemic: Managing risks and opportunities'; while Mr Saurabh Mukherjea, Founder & Chief Investment Officer, Marcellus Investment Managers gave insights on how to think like and become a monopolist. Both sessions were very well received with participants joining through Zoom, Facebook and YouTube. Brief reports are carried inside.

AIMA's Vice-Chancellors Council (VCC) continued its work in the area of promoting global quality in management education, particularly in online management education. AIMA VCC members held their second meeting recently, moderated by Dr Rajan Saxena, to discuss transformation of Higher Education Institutions. The vision of the Council is to build a world class online Management Education and facilitate the transition of Indian universities to world class institutions.

Keeping in step with current affairs and global developments, AIMA jointly with Covington & Burling LLP, a prominent US Public Policy practice group, organised a special online session on 'Impact of US Elections on Indo – US Relations' a few days ago. The session, addressed by several international political experts and advisors; analysed the impact of US election results on the US and the world, the kind of foreign policy to expect from the new administration– especially towards China and India. You will find more details inside.

In addition, AIMA held the second edition of its recently introduced 'Masterclass Series'. These e-training programmes have been developed with an aim to equip and help professionals tackle challenges that businesses are bound to face post Covid. The second Masterclass focussed on the importance of driving digital transformation and provided insights on aligning digital transformation strategies for survival in a highly competitive global market. Several other sessions are planned in the months ahead.

AIMA's Young Leaders Council too continued to roll out online sessions for its members and several training programmes, courses, testing and assessment services were also availed during the period. Detailed reports are carried 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.

With best wishes for a Happy and Safe Diwali



Rekha Sethi Director General

AIMA OFFICE BEARERS

OCTOBER 2020

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AIMA is pleased to bring to you the 9<sup>th</sup> Edition of Innovation Practitioner's Case Study Contest, Summit & Awards. We invite teams across organisations to share their journey of innovations in the organization during COVID-19 pandemic and presentation of its implication/solutions.

The outbreak of the COVID-19 disease posed great challenges to the global economy and people's daily lives but at the same time, this crisis also became a strong driver of creativity and innovation at the national, institutional, organizational, and individual levels. Most businesses and organizations were left with no options but to innovate in order to survive and thrive during this crisis.

The objective of the contest is to showcase hi- impact innovations and its practitioners and to provide a platform to recognize the talent in the industry. The winners would be chosen by experts who themselves are leading voices in Innovation.

#### The case study contest will showcase innovation in Six categories which are

- 1. Digital Transformation
- 3. Manufacturing/Logistic & Supply Chain
- 5. Product And Services

- 2. Sustainability & Corporate Social Responsibility
- 4. Human Resource Practices
- 6. Crisis And Risk Management Capabilities

The winners in each category will be awarded by AIMA and would get an opportunity to present their case study during the Innovation Summit awards ceremony on December 18<sup>th</sup>, 2020.

Knowing your Organisation's/Institution's involvement in devising innovative solutions, we invite you to be part of this unique initiative of AIMA by participating in the Innovation Practitioners Case Study Contest. You can nominate more than one case study per category and also across categories

| Participation Fee                          | <b>1 Case Study</b><br>(Fee in INR) | <b>2- 3 Case Studies</b><br>(Fee in INR) | <b>4 &amp; More Case Studies</b><br>(Fee in INR) |
|--|-------------------------------------|--|--|
| Fee before GST                             | ₹ 20,000 each                       | ₹ 17,500 each                            | ₹ 15,000 each                                    |
| Total Fee after GST @ 18% (per case study) | ₹ 23,600 each                       | ₹ 20,650 each                            | ₹ 17,700 each                                    |

You are requested to confirm your participation by emailing us the duly-filled Consent Form.

**CLICK HERE** to download Consent Form.

CLICK HERE for Presentation Template and Winner case studies of Previous Years.

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#### AIMA **SNAPSHOTS**





## AIMA LeaderSpeak Series

A series of sessions organised with thought leaders and experts



TV Narendran, CEO & Managing Director, Tata Steel Ltd



Harsh Pati Singhania, President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd

AIMA continued its LeaderSpeak Series a series of webinars were conducted with thought leaders including industry captains, spiritual gurus, senior government functionaries including ministers and bureaucrats, on topical themes and subjects.

The 31st LeaderSpeak Session was held on 27th October 2020 on the theme 'Leadership in a time of pandemic: Managing risks and opportunities' with Mr T V Narendran – CEO & Managing Director, Tata Steel Ltd and Mr Harsh Pati Singhania, President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd was the session chair. Mr Narendran shared his views on the subject and emphasised how picking up early warning signal make a big difference in the ability of an organisation to counter difficult unprecedented times. Another aspect he felt

would make a difference was the leadership - Leaders will need to be focussed and be available - they will need to plan but not panic. Planning would help counter the situation with calmness and get better results.

Another LeaderSpeak Session was held on the theme 'How to think like and then become a monopolist' with Mr Saurabh Mukherjea, Founder & Chief Investment Officer, Marcellus Investment Managers on 30th October 2020. Mr T V Mohandas Pai, Past President, AIMA and Chairman Manipal Global Education Services was the session chair. Ms Rekha Sethi, Director General, AIMA introduced the speaker and also thanked Mr T V Mohandas Pai. Mr Saurabh Mukherjea said to building a monopoly the company needs to identify a unique opportunity, discover a process to address this



opportunity, check if the timing is right, build up and then scale, have the right core team, have a marketing and distribution plan and finally keep a check on the market positioning.

Each of the session was very well received with participants joining through Zoom, Facebook and YouTube.



Saurabh Mukherjea, Founder & Chief Rekha Sethi, Director General, AIMA Investment Officer, Marcellus Investment Managers





T V Mohandas Pai, Past President, AIMA and Chairman Manipal Global Education Services

## AIMA Vice Chancellors Council

AIMA's Vice-Chancellors Council (VCC) is a platform to discuss measures to promote global quality in management education particularly online management education and to become the basis for changes to effect in management education. As the NEP 2020 is now moving fast towards implementation planning, there are challenges perceived by Higher Education Institutions in this process of unprecedented transformation. AIMA VCC members met online and brainstormed on the associated areas of 'Transformation In Higher Education Institution' on 13th October 2020. The keynote address was given by Prof. Dinesh Singh, Former ViceChancellor, University of Delhi and the discussion was moderated by Dr Rajan Saxena, Chairman, AIMA Vice-Chancellors Council. The members of VCC met earlier on 11th August 2020 and discussed various aspects of the new National Education Policy (NEP) 2020. After the first discussion, AIMA invited members of the Vice-Chancellors Council to further deliberate upon the issues concerning the higher education such as NEP implementation challenges in the area of institutional restructuring & consolidation, learning environments & student support, empowered governance & autonomy in higher education governance.



## AAMO 2nd Council Meeting 2020 & 9th Annual General Meeting



AAMO 2nd Council Meeting 2020 & 9th Annual General Meeting

AlMA participated in the Asian Association of Management Organisation's (AAMO) 2nd Council Meeting 2020 & 9th Annual General Meeting held on 22nd October 2020 via Zoom, due to the ongoing Coronavirus global pandemic. AAMO representatives including those from Australia, Hong Kong, India, Macau, Malaysia, Pakistan, Philippines and Sri Lanka joined to discuss the current and future plans of the organisation. AIMA is an important and long-time member of AAMO, an association of National Management Organisations (NMOs) of Asia Pacific, which promotes professional management in the Asia Pacific region.

Currently the AAMO Presidency is with India (AIMA) with Mr Rajive Kaul, Past President, AIMA & Chairman, NICCO Group as the President for the next three years. Mr SK Cheong, Deputy Chairman, Hong Kong Management Association and Non-Executive Director, Bossini & PuraPharm, has taken over as AAMO Vice President.

At the meeting, AAMO representatives focused on working out a road map to enhance the reach and scope of AAMO by reaching out to more nations of the region to join this elite group. As part of this initiative, Bangladesh Institute of Management was invited to participate in the Council Meeting as a Special Invitee and interact with AAMO member nations. Member countries also charted out avenues for closer collaboration between the NMOs to create more platforms for sharing best management practices.

The ongoing Covid pandemic affected some of the AAMO pragrammes. While the Asian Management Games 2020 were successfully concluded in July and August 2020, with India emerging as the Champions (SAIL – Rourkela Steel Plant) and 3rd Runners Up (HPCL); the AAMO Young Managers' Programme for this year had to be cancelled due to Covid. The 1st AAMO Council Meeting for 2021 date and venue will be also decided based on the situation at that time.

AAMO is a partnership of NMOs in the Asian Pacific region whose purpose is to share and actively leverage resources to enhance the achievement of their respective missions. The current 11 countries of AAMO include Australia, Hong Kong, India, Macau, Malaysia, Nepal, New Zealand, Pakistan, Philippines, Sri Lanka and Korea.



## Session on Indo - US Relations

Impact of US Elections



Sanjay Kirloskar, Immediate Past President, AIMA & Chairman & Managing Director, Kirloskar Brothers Limited



Howard Berman, Former Member, US House Rekha Sethi, Director General, AIMA of Representatives and Former Chair, House Foreign Affairs Committee



All India Management Association jointly with Covington & Burling LLP, a prominent US Public Policy practice group organised a special online session on Impact of US Elections on Indo - US Relations on 9th November 2020. Mr Sanjay Kirloskar, Immediate Past President, AIMA & Chairman & Managing Director, Kirloskar

Brothers Limited introduced the subject and Ms Rekha Sethi, Director General, AIMA welcomed and introduced the panel. The panelists for the discussion included Mr Howard Berman, Former Member, US House of Representatives and Former Chair of the House Foreign Affairs Committee; Mr Broderick Johnson, a member



Layth Elhassani, Former Special Assistant to President Obama



Bill Wichterman. Administration



Member Bush



Steve Rademaker. Member Bush Administration





Daniel Feldman, Former US Special Representative for Afghanistan and Pakistan

of the Obama administration; Mr Bill Wichterman, a member of Bush administration; Mr Daniel Feldman, Former US Special Representative for Afghanistan and Pakistan; Mr Steve Rademaker, a member of Bush administration; Mr Layth Elhassani - Former Special Assistant to President Obama and Mr Matt Shapanka - Expert on Policy Making. Ms Muftiah McCartin, Co-Chair, Covington's Public Policy Group and a leading lobbyist moderated the session.

The session analysed the impact of US election results on the US and the world, the kind of foreign policy to expect from the new administration— especially towards China and India. The panelists also discussed the trade policy orientation, immigration policy,

technology transfer policy and sanctions policy. The session was very well received with participants joining through Zoom, Facebook and Twitter and YouTube.



Broderick Johnson, Member of the Obama Administration



Muftiah McCartin, Co-Chair, Covington's Public Policy Group



Matt Shapanka, Expert on Policy Making



## **Masterclass Series**

Driving Digital Transformation - A Winning Strategy?





Afzal Modak, Independent Advisor & Investor in Emerging Market Companies; Former Global Transition Leader for GE Global Operations and Harry Dhaliwal, Finance Transformation Head at AIG, Former Finance Leader, Global Operations and Financial Transformation leader at General Electric

AIMA organised the second programme under its virtual Masterclass Series on the theme 'Driving Digital Transformation - A Winning Strategy?' on 17th October 2020. The advent of Industry 4.0 has brought a greater emphasis on the need for

digital transformation by Indian enterprises for survival in a highly competitive global market. The pandemic has also brought to fore the need to digitalise the enterprise at a much faster pace. The Masterclass featured sessions with some of the distinguished business leaders who had hands-on experience of driving digital transformation included Mr Subhashis Nath, Sr Vice President and Enterprise Risk & Compliance - Service Line Leader, GENPACT and Mentor Global Risk Management Institute; Mr Afzal Modak, Independent Advisor & Investor in

Emerging Market Companies; Former Global Transition Leader for GE Global Operations; Mr Shantanu Ghosh, Former Global Business Leader - Enterprise Solutions, Genpact and Mr Harry Dhaliwal, Finance Transformation Head at AIG, Former Finance Leader, Global Operations and Financial Transformation leader at General Electric.

The programme showcased the impact of digital transformation on organisations, provided insights on aligning digital transformation strategy to organisational culture, processes and maturity curve; develop strategies for leveraging digital transformation to create competitive advantage and bolster compliance. The Masterclass programme was attended by around 25 senior participants from various industry sectors from across the country.





Shantanu Ghosh, Former Global Business Leader - Enterprise Solutions, Genpact and Subhashis Nath, Sr Vice President and Enterprise Risk & Compliance - Service Line Leader, GENPACT and Mentor Global Risk Management Institute



## **YLC Online Sessions**

Inspiring and building Leaders of the Future







(L-R) Ambi M G Parameswaran- Independent Brand Strategist and Founder, Brand-Building.com; Laeeq Ali, Co-founder & Chief Brand Architect – Bloombox Brand Engineers & YLC Member and Anusha Shetty, Chairperson and Group CEO- Grey Group

AIMA Young Leaders Council organised an online session on 'Art Matters & Is Reflected in Every Aspect of Our Lives' on 16th October 2020. Mr Sanjoy Roy, Managing Director Teamwork Arts was the speaker of the session. Ms Bindu Subramaniam, Founder SaPa in School, YLC Bengaluru Chapter Chair & Mr Anubhav Nath, Director Ojas Arts and YLC Member was the Co-Chair of the session.

Another Session was organised with Mr Ambi M G Parameswaran- Independent Brand Strategist and Founder, Brand-Building.com and Ms Anusha Shetty – Chairperson and Group CEO-Grey Group on 23rd October 2020. The theme of the session was 'Bouncing Back From Rejection: Coming Back from Setback'. Mr Laeeq

Ali, Co-founder & Chief Brand Architect – Bloombox Brand Engineers & YLC Member was the moderator of the session.

Mr Amol Sahdev, YLC Member, Classical Singer (Jungle Book Theme song singer) and Mr Ambi Subramaniam, Co-founder SaPa in Schools & YLC member was the speaker of the session





Anubhav Nath, Director Ojas Arts and YLC Member and Sanjoy Roy, Managing Director Teamwork Arts







(L-R) Ambi Subramaniam, Co-founder SaPa in Schools & YLC member; Bindu Subramaniam, Singer Composer, Founder SaPa in Schools, YLC Bengaluru Chapter Chair and Amol Sahdev, YLC Member, Classical Singer (Jungle Book Theme song singer)

on the theme 'Changing Dynamic for Artists online'. The session was moderator by Ms Bindu Subramaniam, Singer Composer, Founder SaPa in Schools, YLC Bengaluru Chapter Chair.

CNBC-TV18, Co-Author of Young Turks, YLC Co-Chair Tech Startup was the moderator and the session was very well received by the participants.

AIMA YLC conducted an online session on 'Spiritual & Capitalist Businesspreneur' on 6th November 2020. Mr Alok Kejriwal, CEO & Co-Founder-Games2win, and Author of the book Why I stopped Wearing my Socks & The Cave was the speaker of the programme. Ms Syna Dehnugara, CBO LetsVenture, Features Editor





Syna Dehnugara, CBO, Lets Venture, Features Editor CNBC-TV18 & YLC Co- Chair Tech tartup and Alok Kejriwal, CEO & Co-Founder, Games 2 win

#### IN LIGHTER VEIN

#### AIMA | IN LIGHTER VEIN | OCTOBER 2020



## Kissa Kurte Ka

Roshanara Club is perhaps the finest property in Old Delhi. Acres of lush green lawns, stately palm trees, lovely pool, sprawling club house, tennis courts, cricket ground... It is literally an oasis in the midst of a sea of squalor. My father-in-law is an old member of this hallowed institution and we've had many enjoyable outings there.

The one I remember most was the time we couldn't eat in the dining room because children were not allowed there. We had to sit out on the lawns and make do with sandwiches and pakoras. Ever since, it's become a joke in the family; we always tease our little fellow that this propah club doesn't admit (little) chimps!

Last time we went there was a special occasion. Our elder son had got engaged and the grandparents wanted to meet his fiancée. The club was a natural choice and Daddy went there on the previous evening to make arrangements. He reserved a good table and even ordered an elaborate meal. Not taking any chances this time, he also checked regarding kids' entry in the dining hall and was assured that this rule had long been relaxed.

We landed there on a lovely Sunday afternoon. Mummy, Daddy, our boys, our newly acquired daughter, my wife and I. Daddy was in his element; he had worn his best suit and there was a perceptible bounce in his gait. He started tipping generously from the car park itself - so there were many salaams and the young lady was duly impressed. Guest register was signed with a characteristic flourish and we all trooped into the club house. Suddenly, the maitre d'club came running up to me and whispered that kurta-pyjama was not part of the accepted dress code on the club premises and so I couldn't enter!

"This is ridiculous", I almost shouted. I had worn my best silk kurta, a nice starched pyjama and Jaipuri jooties. I have attended many formal dinners even diplomatic do's - in this attire and couldn't fathom that it wasn't good enough for a lazy Sunday afternoon at an oldworld club.

I couldn't accept the fact that kurta-pyjama, the dress made elegant by Rajiv Gandhi, the dress which is accepted even at state banquets - in India and abroad - was taboo here. This was sacrilege. How could they do this?

We marched into the secretary's room; the good Colonel was very polite and apologetic but couldn't do much to ease our predicament. We tried everything; told him about the special occasion, the long distance we had come from, our old association with the club. Daddy's friendship with many managing committee members .... But he was firm. "Orders are orders, Sir, I have no authority to make exceptions" was all he could say.

After much arguing we were offered two choices. They could pack up our food or set up a table on the terrace. Having driven over 25 kms, the first option didn't appeal. We opted for the second. The Colonel was true to his word; he organised a neat table, assigned two dedicated waiters and also humored us by pointing out that we had a panoramic view of the ongoing cricket match.

From our sun-kissed perch we espied guys in shorts & T-shirts, women in slit skirts and bermudas, kids in-and even out of -"chaddis"; yet the godforsaken rules didn't permit me, resplendent in my best silk kurta, to step in. So we sat on the terrace, warding off files with one hand and eating with the other; while the two dutiful bearers stood guard with long poles to make sure that

eagles didn't swoop down for a free meal. There was only one consolation; the Club still serves good food.

The happiest person that day was our younger son. The little devil felt vindicated. He wasn't the only one responsible for making the family stay out of the club dining room!



by Krishan Kalra Past President, AIMA





## 21<sup>st</sup> National Management Quiz 2020 - ONLINE

New Segments on HR and Women-only Introduced along with NMQ

## **NMQ**

The quiz will consist of questions from the world of brands, business, marketing, advertising, HR, management theories, personalities and current affairs.

## **HR Quiz**

HR segment will quiz competitors on HR theories, concepts, terms and the entire ecosystem.

## Women's Quiz

The Women-only segment would have a mix of past and present in all fields of business, history, science, sports and current affairs.

#### **Eligibility criteria**

AIMA invites participation from entrepreneurs, employees of private and public sector and academicians from professional institutes. There is no age criteria and no limit in the number of teams participating from an organisation.

#### Participation fee (per team)\*

| 1-2 Team   | 3-5 Teams  | More than 5 |
|------------|------------|-------------|
| ₹ 12,000/- | ₹ 10,000/- | ₹ 8,000/-   |
| (per team) | (per team) | (per team)  |

Plus 18% GST, GST No. AAATA 1644 AST001, PAN No. AAATA 1644 A

\*Each Team consists of 2 members Registrations will be confirmed upon receipt of payment only

**Bank Transfer Details:** 

**Bank**: ICICI Bank Ltd **A/c No.**: 000701220419 **Branch Name**: NBCC Branch **IFSC Code**: ICIC0000548

| Regionals | Date of event                   |  |
|-----------|---------------------------------|--|
| Eastern   | 23 <sup>rd</sup> November, 2020 |  |
| Western   | 26 <sup>th</sup> November, 2020 |  |
| Southern  | 28 <sup>th</sup> November, 2020 |  |
| Northern  | 01 <sup>st</sup> December, 2020 |  |
| A         |                                 |  |

Grand Finale - 4<sup>th</sup> December, 2020

**Quiz Master - Ajay Poonia** 

**Account Name**: All India Management Association

M ICR No.: 110229069

Top three teams in each segment would be awarded with trophies, certificates and gift hampers.



# Stay Cool Under Pressure — Without Appearing Cold

November 05, 2020 | by Anne Sugar



DreamPictures/Getty Images

The American Institute of Stress reports that 40% of workers believe their jobs are "very or extremely stressful." During the pandemic, this perception has intensified; an American Psychological Association survey reports that the economy is a "significant" source of stress

for seven in ten adults. Yet not everyone feels the effects of stress the same way. If you're a manager who handles stress with ease, while your boss and team become ever more tightly wound, you may give the impression that you don't care about the work or your colleagues.



Being cool under stress is an asset, but your colleagues may read your unruffled nature as "nonchalance" or indifference. This perception could hurt your career trajectory. Here are three ways to change it:

#### Address the Situation

Public speaking is a stressor for many — but not all — people. If you don't sweat presentations, you may view a virtual town hall, for example, as an easy way to highlight your department's story. But if you aren't exhibiting outward signs of stress, your manager could assume you aren't taking the presentation preparation seriously.

If this describes you, over-communicate with your boss: tell him or her that you know it's important, and that you're on the case. Never assume your manager knows what you're thinking. When others around you feel stress, address the situation head-on. For example: "I know budget planning time is crucial to the success of our department. Because our Executive Leadership Team session will be difficult, I am meeting daily with the planning group so that our numbers are correct and we are prepared for tough questions."

#### **Teach Your Process**

Many leaders have coping mechanisms that help them handle stress. These include overpreparing, changing their mindset, repeating positive affirmations, biting off small chunks of big tasks, and taking imperfect action. Whatever methods you employ, one aspect of your job as a manager is to help your team alleviate stress, so it's important to share your process. Remember that your teammates might mistake your level-headedness for aloofness. If

you share your stress-alleviation techniques, your team and manager will see that you care for the wellbeing of your peers.

For one leader I coached, meeting with the Chief Revenue Officer was a stress trigger. His solution was to overprepare; this helped meetings run smoothly. My client then coached his peers to duplicate his approach: to finish their work at least a week in advance, share the data with a peer to test for errors, and practice the conversation at least three times before the meeting. While that may seem like a lot of extra work, it improved their meetings.

Some leaders mitigate stress by simply doing something. Acting on one small piece of the puzzle can produce feelings of accomplishment. One manager shared with me that he felt a new business unit was being set up for failure because not enough people were assigned to it. The manager understood that he had to push forward and succeed without additional resources. He coached the team in place to stay calm under pressure by taking steady action on whatever needed doing. While this approach didn't turn the business unit around, the team was motivated to handle what they could until they gained more members.

#### **Be Empathetic to Others' Stress**

If you struggle to understand why everyone around you is stressed, you risk seeming indifferent. One leader I worked with couldn't understand outward stress behaviors: he expected his team to have individual plans to manage their stress, as everyone transitioned to work at home. Another Senior Vice President shared this mindset, and his 360° review



demonstrated that his team viewed him as "uncaring." To soften this impression, I coached the leader to ask the question: "What can I do to help you?" This small change — and the answers it elicited from his team — helped the SVP understand how team members felt in stressful

situations, why they felt that way, and what he could do to help.

By being empathetic to others' stress levels and teaching them your own coping mechanisms, you show that you care. This care will yield dividends both for you and the department.

#### Abut Author

Anne Sugar is an executive coach and speaker who works with senior leaders in technology, marketing, and pharmaceutical companies. She is an executive coach for the <u>Harvard Business School Executive Program</u> and has guest lectured at MIT. You can reach her at annesugar.com.

#### Disclaimer:

 $This \ article \ is \ republished \ with \ permission \ from \ Harvard \ Business \ Review. \ https://hbr.org/2020/11/stay-cool-under-pressure-without-appearing-cold? ab=hero-main-text$ 











#### **Dates & Regions (Online Rounds)**

Southern & Western - Training Round - 30 November 2020

Prelim - 1 - 2 December 2020

Eastern & Northern - **Training Round** - 9 December 2020

- **Prelim** - 10 -11 December 2020

National Finale - 15 December 2020

Opportunity for the champion to make wild card entry to NMG finale (2021)

#### For Registration Contact

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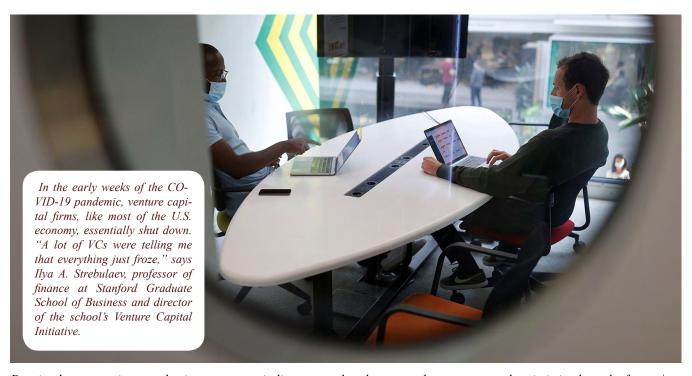
D – (+91) 011-24608513, E-managementgames@aima.in | W: http://simulation.aima.in | W: www.aima.in



## VCs and COVID-19: We're Doing Fine, Thanks

A survey of more than 1,000 venture capitalists finds that investors predict only a tiny dip in portfolio performance — and that the cash spigot remains open.

September 22, 2020lby Lee Simmons



Despite the coronavirus pandemic, venture capitalists report that they are as busy as ever and optimistic about the future. | Reuters/Christian Hartmann

Indeed, an April report by the National Venture Capital Association warned of a looming "capital crunch," saying that "investment in the startup ecosystem is expected to drop significantly" as investors shy away from these "high-risk and illiquid" companies.

"Fasten your seatbelts," the authors wrote. "It's going to be a bumpy ride."

As it turns out, the ride has been surprisingly smooth. In a newly released survey of more than 1,000 venture capitalists, representing some 900 firms. Strebulaev and his coresearchers found



that VCs are as busy as ever. And they are, in fact, remarkably optimistic about the future.

While the pace of new investments did slow to 71% of normal in the first half of 2020, that figure included the initial weeks of paralysis. For the second half, VCs say they expect the pace to be over 80%. That's a lot better than in the last two recessions. After the dot-com crash of 2000, VC investments fell to 50% of normal; in the Great Recession of 2008 they fell to 70%.

What's more, respondents say that half of their portfolio companies are either unaffected by the COVID-19 pandemic or are actually benefiting from it. Only 10% of portfolio companies are "severely negatively affected," they report. Overall, VC funds anticipate only a tiny dip in their financial performance.

All of that, in turn, seems likely to keep the tap open on capital flow, which is great news for entrepreneurs.

#### **A Research Pivot**

The survey, which was conducted in June, was originally planned as a follow-up to a similar survey the coauthors did five years ago. That work, which revealed new insights into an industry that likes to work behind the scenes, became the most frequently cited research paper ever on venture capital over the last few years.

"It seemed like time for an update," Strebulaev says. "Venture capital funds typically have a 10-to 12-year horizon, and the investment period during which funds form their portfolio is about 3 to 5 years, so we wanted to do another survey and see how the industry is doing." Preparations

for the survey were underway at the usual unhurried academic pace when the pandemic hit. "We realized we absolutely must do this right now."

With help from alumni offices at the Stanford, Harvard, and Chicago business schools, the researchers quickly pulled together contacts and sent out a new questionnaire. The response rate was high, and the surveys came back fast — it seemed that VCs wanted as much as anyone to know what others were seeing and thinking. Instead of months, it took 10 days to complete.

The new survey asked many of the same questions as the first one, to see how the industry had evolved. One interesting development, Strebulaev notes, is that corporate VC divisions, which are a growing segment of the venture capital sector, have become much more like traditional stand-alone VC funds in their operations. "It shows that corporate VC has really grown up," he says.

Another finding, which should put an even bigger smile on the face of entrepreneurs, is that the contractual terms of VC funding have become more founder-friendly (as opposed to investor-friendly). The researchers looked at a number of deal parameters affecting cash-flow rights, control, and liquidation rights and found this trend to be consistent across the board.

#### **What Capital Crunch?**

That's surprising in the face of a recession and widespread uncertainty. If the predicted capital shortage had materialized — if investors had tightened their purse strings or shifted toward more liquid investments — you'd have expected to see VC deal terms shift in the opposite



direction, Strebulaev points out.

"It's a story of supply and demand, as in any market. Clearly there's been an increase in demand for startup capital in the past five years. You see it in Silicon Valley; you see it around the world. There are so many disruptive new ideas, new companies. There are innovation hubs that didn't exist ten, even five years ago. But the supply of funding has grown even more."

The reason, he thinks, is that more investors are looking to profit from what they see as a time of rapid change and high growth potential. "The number of VC funds has continued to grow, and at the same time, you now have other financing options springing up. At the early stage, there are a lot of active angel investors, crowdfunding platforms, ICOs, and so on. At later stages, private equity funds, sovereign wealth funds, even mutual funds are competing with VCs to bankroll startups."

The upshot, Strebulaev says, is that for entrepreneurs seeking capital, it's still a buyer's market, despite the pandemic.

#### How VCs Are Spending Their Time

Of course, this is not just about money. The venture capital business model is unique in that VCs remain deeply involved in managing their portfolio companies, working much closer to the ground than other investors. As a result, they really know the businesses and are able to guide founders through the white-knuckle process of building a company.

Strebulaev's original survey found that VCs worldwide worked 55 hours a week on average. In the new survey, that was up to 58

hours. As before, the single largest use of their time, at one-third, is working with existing portfolio companies — 19.4 hours a week. Now, presumably, that work is done by remote conferencing rather than in-person meetings.

I've talked to a lot of venture capitalists, and they all tell me that this may be the best time to be around — there are so many interesting investments right now.

#### Ilya StrebulaevAruna Ranganathan

Individual VCs also spend 14.4 hours a week on average sourcing new deals and 6.4 hours networking. These figures are slightly lower than in 2015, and most respondents say it's harder to find and evaluate new investments during the lockdown. That's not surprising, since VCs are used to meeting with investment candidates in person.

"It's a face-to-face business," Strebulaev says, "You're evaluating not just a product and a business model but also the people, the management team and leaders. You really want to look them in the eye."

Nevertheless, the survey's respondents expect to invest at 81% of their normal pace in the second half of this year, which should alleviate fears that the hands-on style of venture capital investment is unworkable in the coronavirus era.

"Maybe VCs found out that while face-to-face is fantastic, their business model can survive the



lockdown," Strebulaev says. "You can't sit down with entrepreneurs and look them in the eye, but maybe the Zoom eye is almost as good as real life."

#### Why It Matters

That's good news for everyone, Strebulaev says, because while venture capital is a relatively small industry, it has a huge influence on the long-term health of the economy. "VC firms are in large part responsible for the private innovation that happens in this country," he says.

Of the thousands of American firms that went public over the past 40 years, 43% of them were venture-backed, Strebulaev notes, including 9 of the top 10 in terms of current market cap.

"VCs were the first institutional investors in Microsoft, Apple, FedEx, Google, Facebook, Uber, Intel, even Starbucks," Strebulaev says. "Without venture capital, many of these companies would not exist. Companies that bring a truly new product to market have tremendous opportunities but also face tremendous uncertainty. You're dealing with an unknown product in an unknown market, and startups are statistically likely to fail. No other financial intermediaries are as well positioned to invest in these conditions."

Compare that to Europe or Japan, where venture capital didn't emerge until recently, Strebulaev says. "They don't have a Google or Apple or Intel. So I'd argue that for most of us, venture capital is very important in our everyday life — both in terms of the income and jobs created by economic growth as well as our lifestyle — and most people just don't realize that it is in a large way due to venture capital's contribution."

#### **Reasons for Optimism**

Strebulaev says it's reasonable to hope that the funds' positive outlook is a bellwether for the economy as a whole. Yes, part of that confidence may reflect the fact that VCs are long-term thinkers. Even in normal times, they don't expect their portfolio companies to be profitable at first, so a business downturn might not loom as large in their view as for the average investor.

But mainly, Strebulaev says, they're optimistic because they see plenty of opportunities ahead. The current recession is fundamentally different than, say, the dot-com crash of 2000; in that case, there was a loss of confidence in the very idea of digitizing the economy. The tech sector seemed to have failed, and the term "disruption" became a punch line. That's no longer the case.

If anything, the opposite is true. The pandemic has abruptly changed how we live, in ways that often require more tech mediation. (Who would have thought video conferencing would become a daily necessity for so many people?) That may be part of the reason why VCs report that half of their portfolio companies are either unaffected by the pandemic or have benefited from it.

And there's more to come. "I've talked to a lot of venture capitalists here in Silicon Valley," Strebulaev says, "and they all tell me that this may be the best time to be around — there are so many interesting investments right now. People are sitting at home coming up with new entrepreneurial ideas."

That's not to say every startup will become a unicorn. When VCs say they expect their funds' performance to hold steady through the cur-



rent crisis, those aggregate numbers conceal the fact that there are winners and losers. But it's always been that way: Most new companies fail, and the VC business model has always relied on throwing dozens of darts in the hope of hitting one or two bull's-eyes.

#### Disclaimer:

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# Champions of change

### Inspiring, Creating and Innovating

With a vision to be a leader in Management Development AIMA facilitates individuals and organisations to realise their potential. And in its endeavour to shape the management destiny of the new age India, AIMA has constituted **YOUNG LEADERS COUNCIL** for young leaders. A non-lobbying platform to mentor and nurture young leaders for the next wave transformation.







Peer to Peer Networking



Professional development



Best Practice Sharing



#### AIMA NEWS FROM LMA's

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#### **Allahabad** Management Association

Allahabad Management Association organised a workshop on Skype on the topic 'How to carry through effectively in a group discussion' on 14th October with Mr Vibhav Bajpai, Director, H P 4 and President AMA. He gave tips on body language, dress code, team work, initiating and how to conclude in a group discussion. The session was participated by 46 students. The presentation was well taken and beneficial for the students.



Mr Vibhav Bajpai, Director, HP4, President AMA addressing the workshop

#### **Baroda** Management Association

#### **32nd Annual Management Convention**

Baroda Management Association organised its 32nd Annual Management Convention on 16th & 17th October on the theme 'Survive, Revive and Thrive to Boost Economy – Post COVID 19'. Ms. Minaxi Vaishnav, President of BMA in her welcome speech explained the need for this very specific theme of the convention that industries and business are reeling under uncertainties in the prevailing conditions, so strategic view points from national and international leaders would add greater value to the way forward for businesses.



Inauguration of 32nd Annual Management Convention



Mr Harsh Pati Singhania, President, AIMA and Vice Chairman & Managing Director, JK Paper Ltd

Mr. Harsh Pati Singhania, President, AlMA, the Chief Guest of the event was welcomed by Ms. Minaxi Vaishnav, BMA President. Mr. Singhania in his highly inspiring key note speech mentioned that India needs free flow of foreign investment and also needs global market, suitable trade agreements are required to avoid backlash. The other speakers included Mr. Sam Pitroda, Internationally respected Telecom Inventor, and Entrepreneur-USA spoke about the 'Role of Hyper Connectivity in shaping the future of India'; Sister BK Shivani, Practitioner of Rajyoga Meditation of the Brahma Kumaris enlightened the participants by talking

about 'Leading better Way of Life - Lessons from the Pandemic'; Mr. P Balaji, Chief Regulatory & Corporate Affairs Officer, Vodafone Idea Ltd explained the 'Role of technology and Leadership in the New Normal'; Mr.

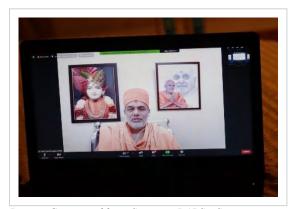


Dhirendra Rana, Managing Director, Bisvisory (EA) Ltd. Nairobi, delivered a session on 'Re-Validation of Business Strategy Post Covid-19'; Mr. Pranjal Sharma, Economic Analyst, Advisor and Author discussed about 'Future of Work in Post Covid World'; Mr. Christopher Anand Daniel, Advocate & Partner, Advocatus Law Firm –Singapore had a session focused on 'Challenges and Opportunities in Performance of Contractual obligations, in current situation'; Ms. Rekha Sethi, Director General of AIMA spoke at length about 'Agile leadership: Surviving crisis and transforming to thrive' and that brought closing of first day of the event.



Ms Rekha Sethi, Director General, AIMA

The speakers for the second day were Mr. Lee R. Lambert, CEO, Lambert Consulting Group, USA who spoke about 'Organisational Strategy And Project Delivery'; Pujya Gyanvatsaldas Swami, BAPS Swaminarayan Sansthsa illuminated the audience by speaking about 'Stay Motivated & Overcome Adversities'; Mr. Lalit Sharma, COO, KEI



Pujya Gyanvatsaldas Swami, BAPS Swaminarayan Sansthsa

Industries Ltd spoke about 'Devising strategies for protecting Global Supply Chain and overall operations in crisis' and Mr. Sameer Anjaria, President & COO, Lifestyle International Pvt. Ltd shared insights and deliberated on 'Covid & Beyond - Implications for Retail and Ecommerce'. Lastly Mr. Gaurang Joshipura, Chairman, Annual Management Convention, BMA gave the summary for the two day's event and made the closing note. There was also a Management Quiz conducted by Mr. Kushagra Manawat and the winners for the same were declared during the event. The event was held virtually and the participation of the audience and their involvement was commendable.

#### **Friday Evening Talk**

Baroda Management Association organised an evening Talk on 'Be Aware & Avoid Cyber Fraud' on 9th October with Mr. Chetan Shah. He discussed that now a days online banking, online transactions, digital payment, plastic money, online purchase - Transactions through Smartphone has become mandatory and part of everyone's life which has also become heaven for the Hackers to do Cyber Fraud which is a major risk for all Indian citizens. Hence it is required to increase the awareness towards such frauds and take necessary precautions to avoid this. The session showcased various tips and tricks to protect all our online transactions.



An evening talk with Mr Chetan Shah



An evening talk was organised on 'Navratri Management in digital era' (Triveni Mahasangam) - Culture + Technology + Management on 16th October with Mr. Nachiket Shah. He discussed how Navratri was celebrated in small Sheri in past and then it was taken over by the large ground in a very big scale and now it has come back to Sheri and in small scale. Lastly he concluded by giving a picture of how the augmented reality, virtual reality and mix reality with latest electronics devices, will bring the change in the celebration of Navratri festival.



An evening talk with Mr Nachiket Shah



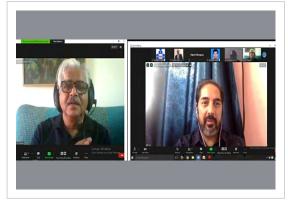
An evening talk with Aalok Bhinde

BMA organised an evening talk on 'Digital Marketing - SEO' on 23rd October with Mr. Aalok Bhinde. He talked about what is Digital Marketing; Tools of Digital Marketing about SEO Basics, Keyword Strategy, SEO Strategy and Measuring SEO Efforts.

#### **Bharuch District** Management Association

#### **Interactive Session**

BDMA organised an interactive session on 2nd October on 'Gandhian Thoughts on Decentralised Economy' on the occasion of 151st Birth Anniversary of Mahatma Gandhi with Mr Tulsi Tawari an eminent Author & Former Co-chair - Innovations Screening Committee, Niti Ayog and Member in Board of Governors – IIT, Bhilai in close conversation with Mr. D. Balasubramaniam, Financial Advisor & Management Consultant. Mr. Tawari explained the 'concept of decentralised economy (Sone ki Chidiya -India) in line with Gandhian thoughts. The talk was well appreciated by the participants.



(L to R) Mr Tulsi Tawari in conversation with Mr. D. Balasubramaniam

#### **Women's Forum**

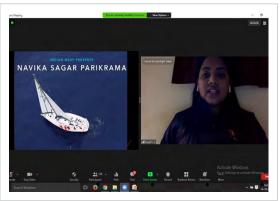
Women's Forum has initiated a series of sessions called 'Courage Unlimited' – Stories that Inspire. The Inaugural session of the series was organised on 14th October by BDMA jointly in association with various social organisations of Bharuch: Rotary, Rotaract, Interact, InnerWheel etc with esteemed guest speaker Lt. Cdr. Patarlapalli Swathi, Member of the crew – 'INSV TARINI' from Indian Navy. Lt. Cdr. Swathi P. shared her experience of 'Navika Sagar Parikrama' undertaken by adventurous Team 'TARINI' – A team of 'Six Young Women Naval Officers' who went



around the world for sea expedition (Circumnavigation) of around 21600 miles in 254 days. The session was attended by 170 participants and was well appreciated.

#### **Webinar**

A webinar was organised on 16th October on the topic 'COVID-19 Outbreak in Bharuch & Workplace Guidelines' with the speakers Mr. V. S. Tripathi, District Health Officer, Bharuch; Dr. Suketu Dave, Chief Medical Officer – Patel Welfare Hospital, Bharuch; Mr. J. B. Dave, Dy. industries Commissioner & GM – DIC, Bharuch and Mr. Y. T. Pavagadhi, Manager, R.M. & Member Secretary – COVID Committee, Bharuch. Mr. Tripathi briefed on



Lt. Cdr. P. Swathi seen sharing her presentation at Women's Forum

the COVID situation in Bharuch District with statistics while Mr. J. B. Dave presented the existing operational scenario of industries in Bharuch. Dr. Suketu Dave briefed about the various types of tests and differences for basic understanding. Mr. Pavagadhi briefed about the testing figures of Bharuch and steps taken by the COVID committee. The session provided immence interaction of audience from industires with District Authorities. The talk was well appreciated by all.



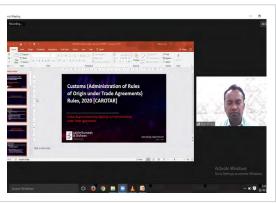
Mr. V. S. Tripathi addressing the session



Dr. Suketu Dave interacting with participants

#### **Finance & Taxation Forum Meet**

Finance & Taxation Forum organised an Interactive session on 22nd October on rule 'CAROTAR 2020 – Customs (Administration of Rules of Origin under Trade Agreements) Rules 2020' by the speaker Adv. Manish Jain from Lakshmikumaran & Sridharan Attorneys, Ahmedabad. Adv. Manish elaborated in detail about the latest of 'CAROTAR 2020' – with background, intentions & repurcussions associated with it. The session was attended by more than 40 professionals and made interesting in terms of resolving queries.



Adv. Manish Jain sharing the presentation.



#### **IT Forum Meet**

Information & Technology Forum organised its 1st meet of BDMA year on very relevant topic - 'Cyber Security on Social Media' on 30th October with Mr. Sanjay Gore, PECB & TRECCERT Certified Trainer. Mr. Gore explained in detail about Social Media & its types; advantages & challenges being faced by extensive use of social media; FOMO & Dopamine; cyber security and precautions needed while using social media. The session elaborated very detailed narration with lot of practical examples and well appreciated by all.



Mr. Sanjay Gore addressing the IT Forum



Mr. Rajat Dey sharing his views at 46th HR Forum Meet

#### **46th HR Forum Meet**

HR Forum organised its 46th Meet on the topic 'Innovations in New Normal' on 31st October with an esteemed speaker Mr. Rajat Dey, Sr. V. P. – Grasim Industries Ltd, Veraval. Mr. Dey pointed various innovations we have either been part of or created , observed and being practiced in prevailing COVID-19 pandemic - Now popularly referred as 'New Normal'. The session was atteneded by 50 HR professionals. The session was interactive and received excellent feedback from the participants.

#### **Bhopal** Management Association

#### **Leader Speak Series**

Bhopal Management Association organised its Leader Speak Series on the topic 'Living by Giving' on 7th October with the speaker Mr. Rajeev Agrawal, Industrialist, Life Coach, Master Facilitator, Mentor, High Performance Motivator, and Trainer by passion. The welcome address was given by Mr. N.K. Chhibbar, Hon. Secretary, BMA and the session was moderated by Dr. Aditya Gupta, Placement Officer, IIFM. The vote of thanks was given by Mr. Pradeep Karambelkar, Co-Chairman, BMA and coordinated by Mr. Aamir Khan, Centre Coordinator, BMA. The session was well appreciated by the participants.



Mr. Rajeev Agrawal addressing



BMA organised another Leader Speak Series on the topic 'New Trends in Digital Marketing' on 17th October with Mr. Swapnil Tripathi, expert in Digital Marketing, Online Education and Skill Development, Founder of My Skill. The session was moderated by Dr. Aditya Gupta, Placement Officer, IIFM and the vote of thanks was given by Mr. R.G. Dwivedi, Co-Chairman, BMA. The programme was attended by Mr. Pradeep Karambelkar, Co-Chairman, BMA; Mr. N.K. Chhibbar, Hon. Secretary and 30 members of BMA. The session was coordinated by Mr. Aamir Khan, Centre Coordinator, BMA.



Mr. Swapnil Tripathi addressing

#### **Bombay** Management Association

#### **HR Convention**

BMA organised its eighth session of the HR Convention titled 'Business raising a toast to HR' which was aimed to provide CEOs, CHROs, business heads, HR leaders, practicing managers, consultants, and students, ideas about how to leverage human capital.

The sub-theme was 'Finding congruence in HR between CEO, CFO and the CHRO agenda'. The industry stalwarts Mr. T.K. Srirang, Group Chief HR Officer, ICICI Bank and Mr. Ramakrishnan Mukundan, MD & CEO, Tata Chemicals shared many interesting perspectives and practical insights on 3rd October. The session was facilitated by the eminent HR leader Mr Yogi Sriram.



Mr. Yogi Sriram, Advisor to CEO & MD Mr. TK Srirang, Group Chief HR Officer, Mr. Ramakrishnan Mukundan, MD & CEO, Group HR, Larsen & Toubro addresseing the ICICI Bank participants





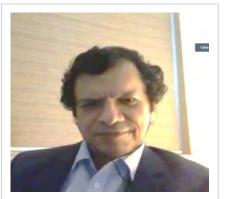
Tata Chemicals



BMA conducted the concluding session of the annual HR Convention on the theme 'The New Age CHRO - What are the imperatives?' on 10th October with the eminent speakers Dr. Ranjan Banerjee, Dean, S. P. Jain Institute of Management & Research and Mr. Ashutosh Telang, Chief People Officer, True North. The session was facilitated in a very involving manner by the eminent HR Leader Mr Yogi Sriram. Prof Mani, BMA President thanked all the speakers & participants who made this a great learning experience. The session was very interesting and engaging and the participants enjoyed it thoroughly.



Prof. RSS Mani, President, BMA & VP-ITM Dr. Ranjan Banerjee, Dean, S. P. Jain Institute Mr. Ashutosh Telang, Chief People Officer, Group



of Management & Research, addressing the True North, addressing the participants participants



#### **Gandhi Jayanti Special Conclave**

BMA celebrated the 151st birth Anniversary of Bapu on 2nd October in the august presence of his great-grandson and the Founder President of Mahatma Gandhi Foundation, Mr. Tushar Gandhi. The webinar was organised with the support of the leading NGO, DBM. Mr Gandhi shared some wonderful thoughts on attitudes & skills essential for leaders and management professionals even in today's date and age. The session was very informative and the participants enjoyed it thoroughly.



Mr. Tushar Gandhi, Founder President of Mahatma Gandhi Foundation during the session.



#### **Webinars**

The session by Ms Jaya Row, the eminent Vedanta Scholar taught us how to build inner reserves to withstand the onslaught of the world and achieve the impossible. The session was very informative and participants were fully engaged in this insightful session. The welcome address was given by Mr Shailesh Haribhakti, former BMA President.



Ms. Jaya Row, Vedanta Scholar addressing the participants



Mr. Shailesh Haribhakti delivering the welcome address

A webinar was held on 9th October on 'Governance Conclave: Family Business & Succession Planning' by Surana & Surana International Attorneys, Chennai.

The session moderator was Dr. Vinod Surana, Managing Partner & CEO, Surana & Surana International Attorneys, Chennai. The speakers were Mr. Sanjay Mehta, Partner, Surana & Surana International Attorneys; Ms. Sonu Bhasin, Business Author, Independent Director, Founder FAB-Families and Business; Ms. Raji Raju, Angel Investor, Chennai; Mr. Vijaykumar B. Lodha, CMD, M.B. Sugars and Pharmaceuticals Ltd, Malegaon; Mr. Paul Andrews, CEO & Founder Family Business United, London and Mr. Ajit Kumar Chordia, MD, Olympia Group, Chennai. It was facilitated by BMA President, Prof RSS Mani and very well received by the participants.



Dr. Vinod Surana, Managing Partner & CEO, Surana & Surana International Attorneys, Chennai



Mr. Sanjay Mehta, Partner, Surana & Surana International Attorneys addressing the participants



Ms. Sonu Bhasin, Business Author, Independent Director, Founder FAB-Families and Business





Ms. Raji Raju, Angel Investor, Chennai



Mr. Vijaykumar B. Lodha, CMD, M.B. Sugars and Pharmaceuticals Ltd., Malegaon



Mr. Paul Andrews, CEO & Founder Family Business United, London



Mr. Ajit Kumar Chordia, MD, Olympia Group, Chennai

The session on 'Life Skills to Ride the Tide in association with ConsciousLeap' was held on 16th October by Ms. Shubhi Mehta, Certified Coach and Life Skills Trainer. It was facilitated by President, Prof RSS Mani. The Q&A session was very engaging and attended by 82 participants.

BMA in association with ITM Group of Institutions oragnised a session on 23rd October on 'Mindfulness for Educators' with Mr. Shyam Iyer, CPF and Founder & CEO, 60 Bits Consulting and Ms. Kala Diwanji, CPF and Co-Founder, 60 Bits Consulting. Mindfulness helps improve our concentration and reduce ruminative thinking that contributes to the high levels of stress that is so prevalent in our society. It can help ease stress and



Ms. Shubhi Mehta, Certified Coach and Life Skills Trainer addressing the participants

fosters positive emotions and helps provide resilience against negative experiences.



Mr. Shyam Iyer, CPF and Founder & CEO, 60 Bits Consulting, addressing the participants



Ms. Kala Diwanji, CPF and Co-Founder, 60 Bits Consulting



A webinar was organised on 30th October on 'Virtually Engaging Learning Activities'. The facilitators were Shyam lyer - Founder & CEO, 60 Bits Consulting and Ms Kala Diwanji – Co-Founder, 60 Bits Consulting. Some of the aspects discussed were how to make your online sessions and meetings more interactive, engaging, enhance retention of the content and learning and experiencing virtual activities that can be used on any virtual platform. It was facilitated by President, Prof RSS Mani.

BMA conducted the 28th edition of Wednesday Wisdom Webinar on 7th October on 'Stress-Free Living through Holistic Well-being' by celebrity speaker Dr. Aditi Govitrikar, Famous



Webinar on Virtually Engaging Learning Activities

Actress & Super Model, Wellness expert & counselor. Some of the takeaways from the programme are the mantra which we have to tell our self 'I am Happy', daily exercise is required for our health and meditation will help us to reduce our stress. The programme was facilitated by the former BMA President, Mr. Suresh Mhatre and was moderated by Prof RSS Mani, BMA President. The session was attended by over120 participants.



Dr. Aditi Govitrikar addressing the participants



Former President BMA, Mr. Suresh Mhatre

BMA conducted the 29th edition of Wednesday Wisdom Webinar on 14th October on 'Winning the battle with Cancer' by eminent oncologist Dr. Prasad Raj Dandekar, Head of Radiation Oncology, Sir H N Reliance Foundation Hospital. The session addressed all the challenges faced by patients and how to overcome them. The programme was facilitated by BMA Executive Committee Member, Mr. Shripad Ranade and moderated by Prof RSS Mani, BMA President. About 85 participants participated in the session.





Dr. Prasad Raj Dandekar addressing the participants



Mr. Shripad Ranade facilitated the session

BMA conducted the 30th edition of Wednesday Wisdom Webinar on 'Creating Value by Building Trust' by Mr. Farhad Forbes, Co-Chairman, Forbes Marshall Ltd on 21st October. It was an inspirational and enlightening session full of practical experience. The session was facilitated by BMA's Former President Mr. Ashok Sharma. It was attended by 85 participants.

A weninar was held on 'Outlook for EXIM Trade Post Pandemic' by Mr. Jayyannt Lapsiaa, President of AILBIEA Partner UM Khona & Co. A few of the major concerns faced by the EXIM industry are trust, mobility, and liquidity. The webinar addressed the challenges faced by the EXIM industry and its way forward. The session was very engaging and attended by 75 participants.



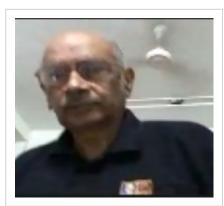
Mr. Farhad Forbes, Co-Chairman, Forbes Marshall Ltd addressing the participants



Partner UM Khona & Co



Q&A



Mr. Jayyannt Lapsiaa, President of AILBIEA Mr. Indrapal Singh, Former President in the Mr. Ernest Fernandes, Former President in the Q&A



BMA conducted the session on 'Higher Education in India – The Way Ahead' on 17th October with BMA President, Prof RSS Mani, Vice President of ITM Group and industry expert Mr. Chintan Oza, Top 50 Global Thought Leaders & Influencers in Blockchain & 5G in collaboration with TMI Community. It was an insightful session and the participants enjoyed it thoroughly.



Prof RSS Mani, President BMA & VP-ITM Group



Mr. Chintan Oza, Top 50 Global Thought Leaders & Influencers in Blockchain & 5G

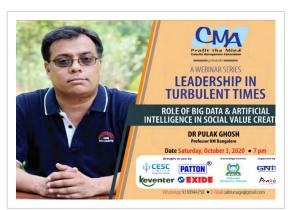
#### **Calcutta** Management Association

#### **Leadership Lectures**

Calcutta Management Association organised a session under its webinar series – Leadership in Turbulent Times. On 3rd October, Dr Pulak Ghosh, Professor, IIM Bangalore, spoke on 'Role of Big Data & Artificial Intelligence in Social Value Creation. On 10th October a lecture was organised with Dr Krishnamurthy V Subramanian, Chief Economic Advisor, Government of India. He spoke about 'Indian Economy Post COVID 19'.



Dr Krishnamurthy V Subramanian, Chief Economic Advisor, Government of India



Dr Pulak Ghosh, Professor, IIM Bangalore, Leadership in Turbulent Times



#### **Chandigarh** Management Association

Chandigarh Management Association conducted online elections on 18th October. The voting was held in the virtual mode by abiding by all the protocols necessary during Covid times. The elected members of the Executive Committee 2020-2021 were President, CA Uma Kant Mehta; Vice President, Mr. Karun Kashmiri; Secretary, Dr Ashwani Vig; Jt. Secretary, Mr. S B Khullar; Treasurer, Mr. R K Nayyar.



Newly elected Executive Committee of CMA

#### **Delhi** Management Association

#### **NOWE @ DMA Foundation Day**

The Network of Women Entrepreneurs celebrated its 2nd Foundation Day on 5th November a landmark in the history of NOWE@DMA on WebEx under the leadership and guidance of Ms. Veena Swarup, Former Director HR, EIL and Chairperson, NOWE@DMA.

Mr. Rajan Pandhi, Director, DMA welcomed the participants and shared a movie on the journey of NOWE@DMA of the last two years. Dr Tripti Toor shared the objectives of NOWE@DMA with the members. Ms. Swarup shared that NOWE has been formed as a game changer to enhance learning, networking, mentoring



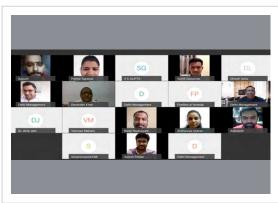
Women Entrepreneurs on the occasion of celebration day

for Women Entrepreneurs through knowledge sessions, meeting with investors, venture capitalists and other specialists in various areas of value to entrepreneurs. Ms. Swarup launched the social media handles of NOWE@ DMA along with All India Women Entrepreneurs Award 2020 questionnaire. It was attended by large number of women and budding entrepreneurs and the vote of thanks was given by Mr. Rajan Pandhi.



### **Webinars**

DMA organised its 2nd Session on 10th October of inspirational webinar series @DMA on 'Application of Data Analytics'. Mr Rajan Pandhi, Director, DMA welcomed the key speakers Dr. Kamal Murai, Assistant Professor, Centre for Climate Change and Sustainability Studies, Tata Institute of Social Sciences; Mr. Omveer Singh, Data Science Manager, Citi Bank; Mr. Devender Khari, Founder, DKOP Labs and SEM, Agnisys Technology; Mr. Paras Mishra, CEO, Gen Z Software Solutions and the fellow participants.



Participants attending the session

In the welcome Address, Mr. Devender Khari, shared that the

technology has affected everyone life in the current scenario. Data Analytics, Artificial Intelligence and Machine Learning's are the buzz word for a long time. There are huge possibilities that are yet to be explored, he felt that in the future these three technologies together have a huge impact in our lives. Mr. Omveer Singh discussed about the financial resource management technology using voice enabled user interface using Artificial Intelligence and Machine learning. The session was moderated by Mr. Paras Mishra and the queries raised by the participants were answered during the Q&A session by Mr. Omveer Singh. The session concluded with a vote of thanks by Mr. Pandhi.

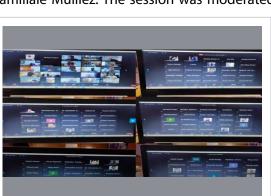
Founder and Chairman.

Associates Ltd.

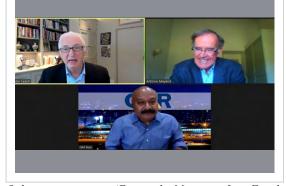
Peter

Leach

Delhi Management Association in collaboration with Parampara Family Business Institute a non-profit research and educational institute under the charitable arm of GMR, GMR Varalakshmi Foundation organised fifth session titled 'Togetherness in large multi-generational family firm: Is it impossible to stay together in the long run?' in the online symposium, 'Essential Mantras for Family Business' on 17th October. The session featured Antoine Mayaud, Chairman of CreAdev, Board Member of Association Familiale Mulliez. The session was moderated by Peter Leach,



Session on 'Leveraging the Industrial Relations Code, 2020'



Online symposium 'Essential Mantras for Family Business'

The Mulliez family has successfully managed to keep together over 800 family shareholders from the 3rd to 6th generation are one of the largest business groups in Europe. The session attracted around 400 registrations. The speaker and the moderator discussed various issues related to keeping all family members together in the business. Antonie Mayaud pointed out that 'There can be no family cohesion without business

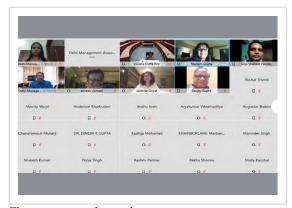


performance. There can be no long-term performance without strong family cohesion and involvement. The participants found the session very good and outstanding.

Good People Relations and XISS Ranchi with the support of Delhi Management Association organised a Virtual Panel discussion on 22nd November on 'Leveraging the Industrial Relations Code, 2020' with Dr Yogi Sriram, Advisor to CEO and MD, Group HR, L & T Limited; Mr. Pramod Mahatme, Vice President, Industrial Relations, Wipro Group; Mr. C Niranjan Rao, Advocate, AP/Telangana, High Courts and Labour Law Advisors. The session was moderated by Mr. P Dwarakanath, Group Director-Human Capital, Max and Dr. G.P Rao, Founder, Good People Relations was the session curator. The speakers shared their views on highlights of the code, impact on the stakeholders, Challenges in implementation, role of HR/IR and role of professional bodies and academia can help in implementation. The session concluded with a vote of thanks by Dr Kumar Mohit Spring, Sr. Faculty, Department of HR, XISS. The session was highly interactive and very well attended by over 280 participants.

DMA hosted a knowledge sharing session on Aligning CSR with NEP2020 on 23rd October highlighting the emergent need to align the ongoing and forthcoming CSR programmes in education with NEP2020 and areas where effective interventions are required immediately. The workshop was conducted under the aegis of CSR and Sustainability Committee of DMA, Chaired by Dr Neelam Gupta, Founder President and CEO of AROH Foundation.

The Guest of Honour was Ms. Nidhi Pundhir, Director, HCL Foundation and the key speakers were Mr. Amitav Virmani, CEO, The Education Alliance; Ms. Jaishree Goyal, Chairperson,



The participants during the session

Angelique Foundation; Mr. Sanjay Gupta, Managing Trustee, Chetna an NGO and Dr. Vineeta Dutta Roy, Head, CSR and Sustainability, BIMTECH. In her welcome address, Dr Neelam Gupta spelt out that the ambitious National Education Policy is offering a bouquet of Choice, Chance & Change, but how it unfolds would depend upon good implementation and execution.

Ms. Nidhi Pundhir, the Guest of Honour also appreciated the spirit of NEP2020 and said that it was a much-

needed and very well-articulated policy emphasising rightly on the need of paradigm change in the education system. Mr. Rajan Pandhi, Director DMA, thanked the distinguished panelists and the participants in his valedictory remarks for an interactive and stimulating session.

### **64th Annual General Meeting**

Delhi Management Association held its 64th Annual General Meeting virtually on 30th October and was chaired by Dr. Yogesh Misra, President, DMA. Mr. Rajan Pandhi, Director, DMA shared strings of successes and achievements during the financial year



64th AGM of DMA



2019-20 in his presentation and members appreciated the new initiatives taken by DMA. The Director thanked the President, Members, Past President, Managing Committee and Functional Committees for their support & contribution to DMA.

Delhi Management Association organised a webinar on 'Effective interviewing for Competency Assessment' on 31st October with Dr. Yogesh Misra, Vice President, Thomas Assessments; Dr. S. Prabakar Kamath, Chief Mentor, Here and Now and Mr. Surajit Banerjee, Management Advisor. On behalf of DMA and chairperson of HR Committee, Ms. Mita Brahma, Advisor - Strategic HR, NIIT and Chairperson, HR Committee, DMA welcomed the eminent speakers and the fellow



Webinar on 'Effective interviewing for Competency Assessment'

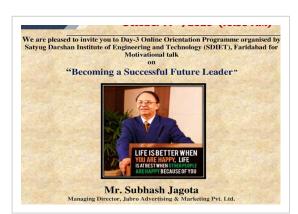
participants. Dr Kamath explained about the iceberg model, Knowledge, Skills and attitude, quoting Arjun's example in explaining the competency, Generic, Functional and Position specific competencies. Mr. Surajit Banerjee briefly explained the Cultural fitment in the organisation.

The session was moderated by Mr. Debasis Satapathy, GM – HR, NBCC and Co-Chairperson, HR Committee, DMA. The session was highly interactive and very well attended by the participants. The session concluded with a vote of thanks by Mr. Rajan Pandhi, Director, DMA.

# Faridabad Management Association

Faridabad Management Association in collaboration with Satyug Darshan Institute of Engineering & Technology conducted a virtual session on 'Becoming a Successful Future Leader' on 14th October by Mr. Subhash Jagota, Managing Director, Jabro Advertising Pvt Ltd and Senior Vice President - Faridabad Management Association on the occasion of the orientation programme of the University. It was attended by the industry, faculty, students and parents.

FMA in collaboration with Satyug Darshan of Engineering & Technnology organised a virtual webinar on 21st October by Dr. Anubha Walia, Founder & CEO of PRISM on the topic 'Orientation Creedo'



Session on 'Becoming a Successful Future Leader' with Mr Subhash Jagota

(Expectations, Intrapersonal, ABC of Students cum Professionals, Values) on the occasion of orientation programme of the University. It was well attended by the faculty, students, industry and professionals.



FMA supported the initiatives of Good People Relations & XISS, Ranchi for a virtual webinar on 22nd October on 'Leveraging' IR Code 2020'. The event was curated by Mr. GP Rao, Founder, Good People Relations and moderated by Mr. P. Dwarkanath, Former Chairman, GSK Health Care. The speakers for the session were Mr. Yogi Sriram, Advisor to CEO & MD, Group HR, L&T Ltd; Mr. Pramod Mahati, Vice President, Industrial Relations, WIPRO and Mr. C. Niranjan Rao, Advocate, AP/Telengana High Court & Labour Law Advisor. The event had a massive presence of industry leaders from leading industries, HR professionals, consultants and academia.



Panel discussion on 'Leveraging the IR Code 2020'.

# **Ghaziabad** Management Association

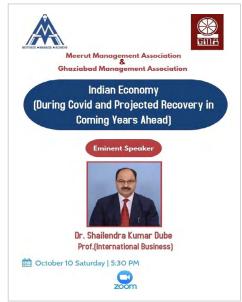
### Webinar

A webinar was organised in association with the Meerut Management Association on 10th October on the theme Indian economy during COVID and its projected recovery in the coming years ahead' by Dr. S K Dubey, Ex- Professor, International Marketing, IMS, Ghaziabad and now a freelance consultant. It was attended by about 31 participants.

### Workshop

The Student wing of GMA, STUGMA, in collaboration with IMS Ghaziabad University organised a workshop on 'Resume Writing and Interview Skill' on 16th October for the students pursuing postgraduation and graduation courses in Ghaziabad by Ms. Priyanka Sadhna, Chairperson, Career Development Centre & Ms. Raunak Bhardwaj, Assistant Professor, CDC. The welcome address was

> given by Mr Vinay Executive Gupta,



Speaker- Dr Shailendra Kumar Dube

Director, GMA shared his insights about resume writing as an important document for presenting oneself professionally. Ms. Bhardwaj explained CV format, difference between functional & chronological resume and relevance of applicant tracking system. Ms. Priyanka Sadhna explained the person job fit theory and person organisation fit theory emphasising that with right set of competencies, candidates can sail through the interview successfully with the help of some real life examples. The session was well attended by about 250 student members 40 (444) of GMA from different colleges.



Workshop in progress



GMA organised a two and a half hour free workshop on 18th October on 'Managing Stress for Higher Performance & Work-Life Balance'. The speakers of the session were Dr. Deepak Singh, Pan Campus Area Chair-Marketing and former Associate Dean- Academics at Jaipuria Institute of Management, Noida and Prof. Amita Srivastava, Director at Brencis Centre for Research Training and Consultancy, Ghaziabad India. The purpose of the session was to equip corporate leaders with the information they need to examine the existence, strength and direction of relationships between work-life conflict, job performance, perceptions of social support and workplace stress in organisational set-up. It was attended by around 40 participants from GMA.



Session in progress

# **Goa** Management Association

The Post Graduate Department of VVM's Shree Damodar College of Commerce & Economics, Margao in collaboration with Goa Management Association organised the first Industry Interact Programme on 17th October through Google Meet on the topic 'Business Dynamics'. The main objective of this programme was to bridge the gap between academia and industry. The speakers of the session were Mr. Amin Ladak, Chairman of Goa Management Association and Mr. Nilesh Dessai, Hon. Secretary of Goa Management Association and Chief Manufacturing officer at Zuari Agro Chemicals Ltd.

The welcome address was delivered by Professor and Principal



Industry Interact Programme

of the college Mrs. Prita D. Mallya, where she stressed on the need to promote closer interaction between academics and industrial fields so as to produce students ready for industry ready. Ms. Seema Dharani, Asst. Professor in Commerce, PG Dept, gave a brief overview of the programme and its relevance to the students. Mr. Ladak, began the session with a brief introduction of GMA and its role in stimulating thoughts and efforts towards the promotion and development of management through various activities. Mr. Nilesh Dessai gave a brief insight into business dynamics and the need to put theoretical knowledge into practice i.e College to Corporate.



The speakers addressed the queries raised by the students with regards to the impact of ongoing pandemic on small businesses. The session was very informative and beneficial to the students attended by 60 participants. The vote of thanks was given by the Vice- Principal and Programme Coordinator Dr. Rodney D'silva.

# **Guwahati** Management Association

G M A monthly meeting was organised on 31st October on the theme 'Role of cooperative in Rural Economy' with Dr Pranab Baishya, Institute of Co-Operative Management, Guwahati. Mr Bibhuti Dutta, Hony Jt Secy, G M A conducted the webinar and Mr S B Sharma, President, G M A welcomed the participants. Dr Baishya explained what is a cooperative society and how it differs with other voluntary associations. To become a cooperative society, the association must meet seven charters of the International Cooperative Alliance. The charter conditions are ownership of members of the society, resource mobilisation, minimum number of ten persons to form a society, voluntary nature of the association. The state Government in middle 70's had taken a bold initiative to cover the entire rural population under cooperative by forming Gram Panchayat Samabay Samiti covering all households including family members in a Panchayat under the G P SS scheme. But those had gradually become Government bodies to dole out freebies, and politicians had crept into. The vote of thanks was offered by Mr Bibhuti Dutta.

# **Hyderabad** Management Association

### **MSME Meeting**

Hyderabad Management Association conducted a Virtual Panel Discussion on 3rd October on 'MSMEs: The Government of India Schemes & the Missing Links' with Mr. Srinivas-ZM South, NSIC; Mr. Sanjeev Kumar Saini, Asst. Director, Ministry of MSME, MSME-Development Institute, Hyderabad; Mr Sanjay Jain, General Manager, Small Industries Development Bank of India; Mr Balbheem Vaidya, AGM, SBI with a purpose of sensitising the members, particularly MSMEs & the professionals working therein. Ms Kavitha Rajesh, Vice President, HMA presided over the panel discussion. The response was overwhelming with 80 participants taken part in the panel discussion. The vote of thanks was given by Mr Ramchander, Secretary, HMA and Dr A.R. Aryasri, MC Member and Convenor MSME & Research was the convenor for the panel discussion.



Panel discussion on 'MSMEs: The Government of India Schemes & the Missing Links'



### **Youth Development Programme**

HMA organised a session on 'Youth4Jobs: Evolving and Scaling Up a Disability Inclusion Mode' with the speaker Ms. Meera Shenoy, Founder & CEO Youth4Jobs which focuses on mainstreaming disabled in education and employment. Ms. Shenoy shared her challenging, transformational journey in setting up Youth4Jobs and scaling it to be the largest in the country. Today Y4J is a one stop shop for companies with a presence in 28 states and delivers a range of customised services for companies to experience the business advantage of hiring disabled.

### **Inauguration of Industry Readiness Programme**

The launch of the Hyderabad Management Association's Industry Readiness Programme was inaugurated on 10th October by Mr. Navin Mittal, IAS, Commissioner Collegiate Education & Technical Education, Government of Telangana. The other Guests of Honour were Prof V Venkata Ramana, Vice Chairman, TSCHE; Prof D N Reddy, Chancellor, Malla Reddy University; Mr. S Sivakumar, Group Head Agri & IT Businesses, ITC Infotech India Ltd.

HMA Industry Readiness Programme is driven by Dr Sriharsha Reddy, Co-Convenor Student Development Programme, Dean of IMT Hyderabad and Mr. Jaywant Naidu Convenor Student Development Programme. This will be a 42-hr/60days programme stretched over 2 months. The objective is to prepare participants to face the real world of Corporate/Entrepreneurship and get ready to bridge the gap between academics (theory) & working environments practice. At the end of the Industry Readiness Programme, students should be able to demonstrate many of the above-mentioned skills and attributes.

Mr. Ramesh Vemuganti Corporate Trainer, Quality Assurance expert in Higher Education to Bangladesh, Faculty, CEO and Coach spoke about the qualities of a good professional on 10th October.

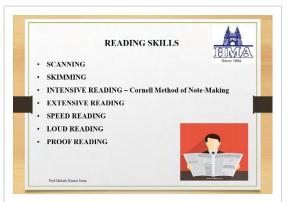
Mr. Amar Chegu a Certified Management Consultant, Heads Cosmic Management Services Pvt. Ltd., explained a successful



Speaker Ms. Meera Shenoy, Founder & CEO Youth4Jobs



Industry Readiness Programme



Enhancing Reading Skills

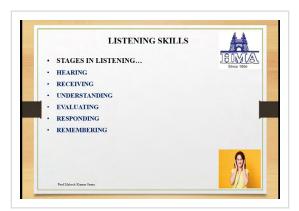


Manager understands and works intelligently towards managing personal energy levels that enable engagement with work on 11th October.

Mr. Amar Chegu spoke on working in teams - distinguishing groups from teams; aligning and integrating effort with others and ways to nurture professional relationships and maintain team effectiveness on 17th October.

Prof Mahesh Kumar Soma Area Head, Soft Skills & Business Communication, IBS spoke on Effective Communication (Reading) on 18th October. He also highlighted the various types of reading like scanning, skimming, intensive reading, extensive reading, proof-reading and loud reading.

On 23rd October, Prof Mahesh Kumar Soma spoke on Effective Communication (Writing) and explained about the methods or approaches for drafting written documents which enhance the visual appeal like FLAT (Formatting, Layout, Artefacts Tone) and HABITS (Headings, Artefacts, Bold Italics, Typeface, Spaces).



Presentation on Listening

WRITING SKILLS

- FLAI DOCS
- HABITS APPROACH
- POSITIVE EMPHASIS
- AVOID NEGATIVE FOCUS WRITING-eg.docs
- CORRECT EMPHASIS
- BE SPECIFIC
- RELEVANT not REDUNDANT
- BREVITY
- AVOID COMPOUND SENTENCES
- TRANSITION-PARAGRAPHS
- ACTION VERBSLSRW-eg.doc
- YOU ATTITUDE
- Forthbank France Son

Presentation on writing

Prof Mahesh Kumar Soma spoke on Effective Communication (Listening) on 24th October and explained the importance and various types of listening namely active, attentive, critical, informative, appreciative and selective listening.

On 31st October Prof Mahesh Kumar Soma spoke on Effective Communication (Speaking) and explained the importance of speaking skills especially the oral communication which comprises of body language (55%), paralanguage (38%) and language (7%).



Presentation on speaking

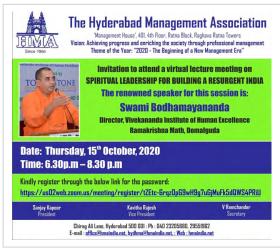


### **Lecture Meeting**

HMA organised a session on 15th October with Swami Bhodamayananda, Director, Vivekananda Institute of Human Excellence on 'Spiritual Leadership for Building a Resurgent India'. Swami Bhodamayananda's discourse touched on why we are; what we are today and what we lack – earnings are high but morals are low. He stated that we should work towards a more equitable human being towards a society with the essence of spirituality as the guiding force. He talked of Dr Abdul Kalam and what his values and how he lived.



Session on 'Stress Management & Relaxation Techniques'



Swami Bhodamayananda 'Spiritual Leadership for Building a Resurgent India'

### **MDP**

Hyderabad Management Association organised a session on 29th October with Prof Mahesh Kumar Soma on 'Stress Management & Relaxation Techniques'. He explained the importance of stress, the sources and symptoms of stress and how to manage it at the psycho-somatic level: Mind Level, Body Level and Intellectual Level. Breathing techniques were also explained and it was a great experiential learning session for all the participants.

### **Student Development Programme**

HMA in association with St Josephs Degree & PG College organised an online Student Development programme on

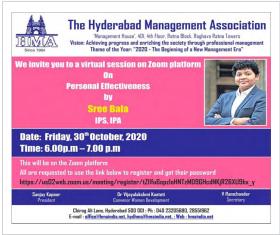
29th October on the topic 'Management Education: Relevance, Challenges and opportunities in post Covid arena'. The Principal of St. Joseph's Degree and PG College Father, Dr. D. Sunder Reddy welcomed the participants and Mr Sanjay Kapoor, President, HMA spoke about the activities undertaken by HMA during the Covid times. Prof. Vandana Samba, Director, Research and FDP for the College invited Prof. Bholanath Dutta, Founder, President of MTC Global to give the opening remarks. Md. Siddique Alam Khan, Associate Professor from Dhaka International



University, Bangladesh spoke about the recent trends and the lack of online education opportunities for many students due to poor internet and hardware facilities. Ms. Tanuja Abburi from Beyond Pinks highlighted the need for students to get serious about online opportunities and emphasised about a goal-oriented approach in management education for achieving success. Dr. Chetan Srivastava, Associate Professor, School of Management Studies, University of Hyderabad spoke about the present scenario and the possibilities ahead.



Session on 'Management Education: Relevance Challenges and opportunities in post Covid arena'



Session on 'Personal Effectiveness'

### **Women Development Programme**

HMA organised a session with Sree Bala, IPS, Additional Director, Telangana State Police Academy on 30th October on 'Personal Effectiveness'. One can be personally effective if one has goals and also the vision to chase them. In this rapid changing world, we should always be a learner. We should know how to be a team player as well as be a leader. Setting standards for oneself and should have someone to look up to, something to look forward to and someone to chase. To be effective we have to know how to go about our job.

### **Faculty Development Programme**

Hyderabad Management Association and St Joseph's Degree College organised an online Faculty Development programme on 31st October on the topic 'Management Accounting Practices: Sustainability reporting and contemporary developments'. Prof. Vandana Samba, Director, Research and FDP for the College welcomed all the participants and Father Dr. D. Sunder Reddy, Principal of St. Joseph's Degree and PG College expressed the need for faculty to be aware of all new accountancy practices. Mr. Sanjay Kapoor, President HMA, felt that this topic was very relevant in the present times for bringing in corporate disclosures.



Session on 'Management Accounting Practices: Sustainability reporting and contemporary developments'



The speaker, Mr. G. Ananthakrishnan Govindan, Partner BDO explained the concept of Sustainability reporting. He explained the different areas of Sustainability reporting in terms of areas like environment, energy, social responsibility. The second speaker, Mr. Sundeep Mittal from Fin Advantage Consulting explained the basic concept of 'Cloud' technology. He further went on to explain the need and benefits of 'Cloud Accounting'.

# **Indore** Management Association

### **Mentoring from CEOs**

Indore Management Association organised Mentoring from CEOs, a webinar for management professionals & students on 8th October on the topic 'Is virtual the new reality?' with the speaker Mr. Ram Sareen, Founder & Chairman, TUKATECH, TUKAWEB, TUKACENTERS.



Speaker Mr Ram Sareen, Founder & Chairman TUKATECH. TUKAWEB. TUKACENTERS



Mr Amit Agrawal, Vice President at DU -Emirates Integrated Telecommunication Company

### **Centre of Excellence**

Indore Management Association organised Centre of Excellence, a webinar on 15th October on the topic 'Corporate Ladder: Shaping your Journey, Challenges and Opportunities' with the speaker Mr. Amit Agrawal, Vice President - Emirates Integrated telecommunication Company (DU), Dubai.

### **Contemporary Learning**

Indore Management Association organised contemporary learning on 28th October on the topic 'Women in Leadership' with the speaker Mr. Manish Jain, HR Leader, Cummins Turbo Technologies, India.



Speaker - Mr. Manish Jain





Speaker- Dr. Nitin Merh, Associate Professor – IT, SVKM'S NMIMS, Indore

Mentor - The Impact Learning'.

IMA Student Chapter organised a webinar for Pharma professionals & students on 28th October on the topic 'The Inflection Point' with Mr. Amber S. Arondekar, Founder &

### **IMA Student chapter -COE**

Indore Management Association Student Chapter organised a webinar for Management professionals & students on 22nd October on the topic 'Business Analytics: Scope and Trends' with the speaker Dr. Nitin Merh, Associate Professor – IT, SVKM'S NMIMS, Indore.



Mr.Amber S. Arondekar during the session

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One Min Idea Contest, Ideate in the Accelerative Business Strategies Hunt!

### **IMA One Min Idea Contest**

Indore Management Association organised One Min Idea Contest, Ideate in the Accelerative Business Strategies Hunt! on 3rd October on the topic 'Change and Innovation in the Business Strategies during Lockdown'. The participants were IMA corporate members and professional Start-Up. The contest was won by Ms. Saniya Jeswani, MD, Perkant Technologies Pvt Ltd, Indore and Runner-Up was Ms. Ishita Bansal, Ivaana, Indore.

### **IMA Management Development Programme**

IMA organised a MDP for Corporate members and Individual professionals on 9th October on the topic 'The algebra of emotions - a new approach to self-management' with the trainer 'Emotional & Social Intelligence' expert -Dr. Sandeep Atre.



The trainer, Dr. Sandeep Atre





The trainer, Mr Jitesh Manwani

### **IMA Exclusive Session**

Indore Management Association organised an exclusive session for Gold and Platinum members and professionals on 16th October on the topic 'Just keep it up: is change overrated?' The Trainer for the session was Business Coach Mr. Jitesh Manwani.



Speaker -The Corporate trainer, Ms Abha Anand

### **IMA Staff Development Programme**

IMA organised a Staff Development Programme for Corporate members and IT Professionals on 23rd October on the topic "Business Communication: - Business Letters & Common Errors" with the Senior Corporate Trainer Ms. Abha Anand.

# **Lucknow** Management Association

### Online Panel Discussion

Lucknow Management Association joined hands with HR Association of India for an online panel discussion on 1st October on the theme 'Preparing for tomorrow- Engaging with Empathy' with Professor Himanshu Rai, Director IIM Indore; Mr. Vinay Sharma, President HR & Administration, Trident Group India and Mr. Jonathan D' Souza, Head HR, Welspun Group. The introduction of the speakers was given by Mr A.K. Mathur, Vice President, LMA.

### Online Presentation and Conversation

Lucknow Management Association organised an online presentation and conversation by a Lucknow based young entrepreneur Mr Ahmad Faraaz, Co-Founder of a Start-up Elixar Systems on 5th October on 'Building Scientific Spirit among students through Augmented



Professor, Himanshu Rai, Director, IIM Indore addressing the members





Mr Ahmad Faraaz addressing the participants



Mr. Vinayak Nath, MD, Venture Catalyst

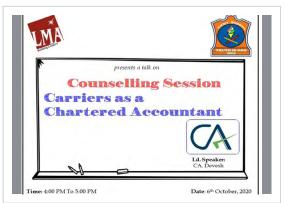
Reality' under joint auspices of LMA with UP Angel network in collaboration with Centre for Entrepreneurship and family Business, Jaipuria Institute of Management. Dr Deepak Singh, Professor of Computer Science, Jaipuria Institute of Management was in conversation with Mr Ahmad Faraaz and also moderated the session. The session was attended in large numbers by students and young entrepreneurs and the welcome address and the introduction was given by Mr A K Mathur, Vice President, LMA and moderator Dr Dheeraj Mehrotra, Secretary LMA proposed the vote of thanks.

### **Mega Pitch Programme**

Lucknow Management Association partnered with TiE Lucknow Chapter and Venture Catalysts in a pan India Mega Pitch programme for start-ups. The shortlisted startups were invited to make their presentation in two parallel sessions on 27th September and the top 10 were selected in the final round on 3rd October. The Jury comprised Mr. A.K. Mathur, Vice President, LMA; Mr. Ashish Kaul, President, TiE Lucknow Chapter; Mr. Vinayak Nath, MD, Venture Catalyst; Mr. L.K. Jhunjhunwala, Chairman, K.M. Sugar Mills & President U.P. Angel Network; Prof Alok Dhawan, Director, Indian Institute of Toxicology Research; Ms. Khair Ull Nissa, Executive Director Global World Trade Centre; Mr. Manish Khemka, Co Chairman PHDCCO and Mr. Sudhanshu Rastogi, MD, My Place Coworking.

### **Webinars**

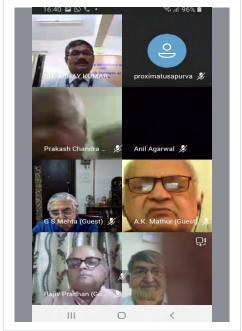
LMA – YMF in association with Army Public School, Nehru Road organised a webinar on 'Career Alternatives for Commerce Students with a focus on Chartered Accountancy' on 6th October 2020 via Zoom with the speaker CA Devesh Agarwal, Chartered Accountants, and Coordinator YMF- LMA. Around 40 students participated in the session.



Webinar on 'Career Alternatives for Commerce Students with a focus on Chartered Accountancy'



LMA organised an informative webinar on Manual Banking or Internet Banking: Beware of mal-transactions on 6th October by Mr. Abhay Kumar, Asstt. General Manager & Faculty, State Bank Institute of HRD, Indore. The vote of thanks was given by Mr A K Mathur, Vice President, LMA and Mr Rajiv Pradhan moderated the session.

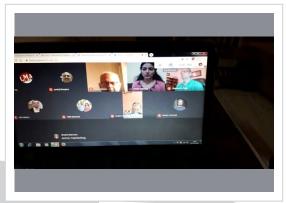


Participants during the webinar



Dr Dheeraj Mehrotra addressing the participants

Lucknow Management Association organised a knowledge sharing webinar on 10th October on 'Five S: The Japanese Quality Plan towards Excellence' by Dr Dheeraj Mehrotra, a Corporate Trainer, Academic Evangelist, Author, TEDxSpeaker, a President of India Awardee Educationist and Limca Book Record Holder and Secretary LMA. The welcome address and introduction was given by Mr A.K. Mathur, Vice President, LMA and Qazi Meraj Ahmad proposed the vote of thanks.



Online session for Self Growth on 'Connect to Yourself'

Lucknow Management Association organised a three day online session for Self Growth on 'Connect to Yourself' by Heartfulness Institute from 10th to 12th October by CA Pankaj Bhargava, a Practicing Chartered Accountant & Past Chairman of Lucknow Branch of ICAI made the oral presentations and Ms Shalini Mehrotra, Zonal Coordinator, Heartfulness Institute Lucknow took the practical meditation sessions during the programme. The session was moderated by Mr A.K. Mathur, Vice President, LMA.



### **Investor Awareness Webinar**

Lucknow Management Association joined hands with AWOKE India Foundation and NSE for an Investor Awareness webinar on 'Future of Financial Management & Covid-19' on 12th October by the speaker Mr. Pravin Dwivedi, President, AWOKE India Foundation and Sr. Vice President LMA.



Speaker- Dr Dheeraj Mehrotra, Academic Evangelist, Author & National Awardee

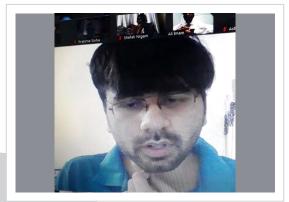


Mr. Pravin Dwivedi, President AWOKE India Foundation and Sr. Vice President, LMA.

### **Knowledge Sharing Session**

LMA organised a knowledge sharing session on 15th October on IKIGAI 'The Japanese Secret to a Long & Healthy Life' by Dr Dheeraj Mehrotra, a Corporate Trainer, Academic Evangelist, Author, TEDx Speaker, a President of India Awardee Educationist and Limca Book Record Holder and Secretary LMA. Mr Rajiv Pradhan introduced the speaker & moderated the session and Mr A K Mathur, Vice President, LMA proposed the vote of thanks.

LMA organised a webinar on 19th October on Ladder of Love 'How Leaders and Professionals can manage their teams successfully' by Mr. Andrew Shepherd, Corporate Coach & Trainer. The vote of thanks was given by Mr A K Mathur, Vice President, LMA and Mr Rajiv Pradhan moderated the session.



Mr Ahmad Faraaz addressing the session



Speaker Mr Andrew Shepherd addressing

Lucknow Management Association in association with St Joseph School organised an online session on 26th October on 'Learning Science through Augmented Reality' by Mr Ahmad Faraaz, Co- Founder of a start-up Elixar Systems. The moderator was Mr A K Mathur, Vice President, LMA and Mr Joseph, Principal St Joseph School proposed the vote of thanks.



### **Investor Awareness Webinar**

Lucknow Management Association joined hands with AWOKE India Foundation for an Investor Grievance Redressal webinar on 29th October by Mr Atul Agarwal, DGM SEBI; Ms Bhawika Wanchoo, Vice President Regulatory, Northern Region, NSE and Mr Ankur Mittal AVP, Northern Region, NSDL. The introduction was given by Mr A K Mathur, Vice President, LMA and Mr Pravin Diwvedi, President AWOKE India Foundation proposed the vote of thanks.



Webinar on 'Investor Awareness Programme'

# **Meerut** Management Association

### **Webinars**

Meerut Management Association organised a webinar in association with Ghaziabad Management Association on 10th October 2020 via Zoom on the theme 'Indian Economy During Covid and Projected Recovery in Coming Years Ahead' with the speaker Dr. Shailendra Kumar Dube, Prof. International Business. The moderator was Mr. Manish Jain, Sr. Vice President, MMA. Members exchanged questions and additional inputs as a part of knowledge sharing session. The webinar was widely appreciated by all the participants.



Speaker, Dr. Shailendra Kumar Dube delivering his lecture



The trainer, Dr. (Ms.) Priyanka Dalmia

Meerut Management Association organised a 44 days programme on SAP in association with MIET Business School via Google Meet with Dr. Ms. Priyanka Dalmia, MIET Business School.



A webinar was organised by Meerut Management Association on 31st October on the theme 'Attitude is Everything' with the speaker Prof. Dr. Alapati Srinagesh. The moderator was Mr. Ankur Jaggi, Former President, MMA. Members exchanged questions and additional inputs as a part of knowledge sharing session. The webinar was widely appreciated by all the participants.



Prof. Dr. Alapati Srinagesh delivering his lecture

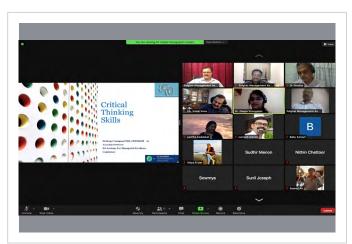
# Pala Management Association

Pala Management Association has conducted two executive committee meetings and a Public Awareness Programme during the month of October. All the meetings were conducted in digital format using zoom platform.

The Public Awareness Programme was held on 31st October for the benefit of students, teachers and parents. The topic of the programme was 'Stress Management for students during the Pandemic'. Dr C K Shylaja, MD (Psy), M.Sc (Psy), MBA - a renowned Psychologist, faculty at many Government-run programs and Medical Superintendent at District Ayurveda Hospital, Idukki was the speaker of the session. The session was very well received by the PMA Member, teachers, students and parents.

# **Palghat** Management Association

Palghat Management Association organised a webinar on 27th October titled 'Critical Thinking for Managers'. The session was presented by Dr Deepa Venu Gopal, Associate Professor, DJ Academy for Managerial Excellence, Coimbatore. At present the world is going through unimaginable changes and one of the management skills to handle this type of crisis is the idea of critical thinking which can make a decision maker well equipped to face management challenges. By doing this it not only helps the organisation but the individual also. The webinar discussed on ego centrism and socio centrism and gave an idea on how to define the problem correctly. The session was well attended by the members.



Participants during the webinar



# **Quilon** Management Association

Quilon Management Association conducted a webinar on 'Attitude Is Everything' on 15th October through Zoom with Chief Guest and Keynote Speaker Prof. Dr. Alapati Srinagesh, International Corporate Trainer in Soft Skills & Management. Mr. Sreeraj. C, Secretary General, QMA, welcomed the members and the session was chaired by Dr. Riji G Nair, President, QMA. The introduction was given by Prof. Biju. K, Secretary, Programmes, QMA, and Dr. Alapati explained the importance of changing the mindset and to transform the common people into total quality individuals. He explained the tools, methods for the same with simple stories and examples. He narrated the lives of successful, great leaders like Chanakya, Gandhiji etc. The vote of thanks was given by Mr. Jayachandran, Treasurer, QMA.



A webinar on 'Attitude Is Everything' by Prof. Dr. Alapati Srinagesh

# **Rajkot** Management Association

Rajkot Management Association & Gujarat Employers Organization (GEO) organised an online webinar on the theme 'Employability Post Covid Era' on 14th October. Dr. S. K. Raijada, Chief Mentor, Piramal Glass Pvt. Ltd and Dr. Prashant Nair, Cofounder, Asynithis (Indus partners) were the speakers of the session.

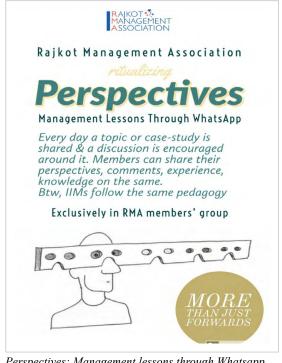
The session covered health saviour, Human aspects, more specifically labour & Government Intervention. Participants from different industries, consultants, academicians, professionals participated in the programme.



Employability Post Covid Era



Rajkot Management Association conducted a brain storming session 'Perspectives' (Management lessons through whatsapp) for RMA members. Everyday a topic/ case study was shared & discussed on whatsapp. A new perspective on Maslow's hierarchy of needs; Monetary incentives: when it works and when doesn't; Finding the right fit for your company; Marketing case study: Railroad laundry service; Smart designs and neuroscience affecting Human Behaviour; Work stress, hard work and success: different perspectives and leadership lessons from Nitin Gadkari were the topics shared and discussed online. The daily sessions was held successful with actively participations from RMA members & individuals.



Perspectives: Management lessons through Whatsapp

# **Rohilkhand** Management Association

The Executive Committee meeting of Rohilkhand Management Association was held on 10th October through Zoom. The programme organised by RMA for the placement of job seekers in collaboration with Narain Consultancy and Radio Mantra was shared with the members. Out of 90 registrations, 40 candidates were shortlisted and 28 candidates joined the job. It was decided that an actual programme with maximum 20 participants on the topic 'Coming upto business now' will be organised shortly ensuring social distancing, use of mask and other precautions.



Dr Manish Sharma; Dr Vivek Sharma; Dr Saurabh Saxena; Dr Swatantra Kumar & Mr Qadir Ahmad



# **Thrissur** Management Association

### **Extra Ordinary General Meeting of TMA**

Extra Ordinary meeting of TTMA was held on 20th October through Zoom. President, CA Sony C L proposed several amendment in existing byelaw of the association and unanimously approved by the members. Around 40 members attended in the EGM.



Prof. N Ravichandran, Former Director, IIM Indore & Prof. Retd. IIM Ahmedabad

TMA hosted a webinar on 31st October by an entrepreneur Mr. Arjun Jayaram, who runs a very successful fintech start-up in California, USA on the title 'God's Own Country to Silicon Valley: An Entrepreneur's Journey'. Mr. Jayaram shared the experiences and lessons learned from his entrepreneurship journey. He narrated the journey from his heart with passion and in a very down to earth way. The webinar was well received by the audience and TMA received plenty of positive feedback.



Extra Ordinary Meeting of TMA

### **Webinar**

TMA organised a ZOOM webinar on the topic Managerial Effectiveness on 28th October with Prof. N Ravichandran, Former Director, IIM Indore & Prof. Retd. IIM Ahmedabad. The event was attended by around 140 members.



Speaker- Mr. Arjun Jayaram addressing the members



Ms. Aditi Anoop, Team Leader Go Agri -Agri Web

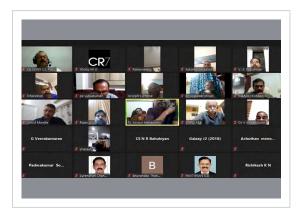
### 10th TMA – HYKON Business Place Contest 2020

10th TMA –HYKON Business Place Contest 2020 was held virtually on 31st October. Er. Christo George, Hykon CMD &TMA Past President presented the cash prize and TMA President CA Sony C L handed over the certificate. The team from Shardaya Institute of Management Studies won the first prize.



### **TMA Management Voice**

TMA Bimonthly magazine 'Management Voice' Volume three was released on 31st October through ZOOM by CA. Sony C L. President, TMA. The Chief Editor Mr. Ranjan Sreedharan briefed about the Volume 3.



Extra Ordinary Meeting of TMA



Release of TMA Management Voice Volume 3

## **Demise of TMA Managing Committee Member**

TMA conducted a condolence meeting on 29th October on the demise of Dr. James V A, Ex- AGM, South Indian Bank Ltd & TMA Managing Committee Member. Dr. James Vellanikkaran has been a very active member of TMA for the last several years. During his association with TMA, he has made important

contribution to the activities of TMA. To condole his sad and sudden demise, members of TMA Managing Committee spoke of the valuable services and contributions made by Dr. James in the activities of TMA.

# **Trivandrum** Management Association

The 34th Annual General Body meeting of Trivandrum Management Association was held on 9th October in a hybrid format with some members attending physically and others via virtual platform at TMA House. The members unanimously elected and declared Mr. Rajesh Jha, MD & CEO, Adani Vizhinjam Port Pvt. Ltd as President and Mr. Sunil Kumar. A, General Manager, Kerala Infrastructure Investment Fund Board, as Hon' Secretary for the year 2020-2021. The other Office Bearers are Sr. Vice-President, Mr. C. Padmakumar, Former CMD, Terumo Penpol Pvt Ltd; Vice-President, Mr. Suresh



Mr. Rajesh Jha, President, TMA



Mr. Sunil Kumar. A, Hon. Secretary, TMA

Kumar. B, Former Electrical Inspector, Department of Electrical Inspectorate, Govt. of Kerala; Joint Secretaries Mr. C.U. Babu, Senior Consultant, AFC India Ltd and Mr. Unnikrishnan Gopinath, CEO, Metrocorp Trading company and Treasurer Mr. Sasi. B, Asst. General Manager, KIMS Healthcare Management.



# **Vaikom** Management Association

A webinar was held on 27th October by Prof S Balasubramonian, Fellow of All India Management Association and Director, CRG, Coimbatore on the subject 'Challenges on the Post Pandemic Changes'. He presented his observations and findings on the multi-faceted global experience of the pandemic crisis. He presented his solutions to tide over the situation and manage changes the global society is encountering. The moderator of the session was Er P. Rajendraprasad, President, VMA. The programme was attended by Er A. Saifuddin; Er T. Rajendran; Mr VG Krishnakumar and many others who shared their views. Prof S Balasubramonian







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# **AIMA Events Calendar**

| Event  | Programme Chairman /Director   | Venue        | Date                              |
|--|--|--------------|-----------------------------------|
| AIMA Masterclass Series<br>New Age Leadership  |  | Online       | 21 November 2020                  |
| National Management Quiz   |  | Eastern      | 23 November 2020                  |
|  |  | Western      | 26 November 2020                  |
|  |  | Southern     | 28 November 2020                  |
|  |  | Northern     | 01 December 2020                  |
|  |  | Grand Finale | 04 December 2020                  |
| Thirty Third LeaderSpeak session on 'Management System and Competitiveness in India'       | <b>Mr R C Bhargava</b><br>Chairman of Maruti Suzuki India Ltd  | Online       | 25 November 2020                  |
|  | Mr Harsh Pati Singhania<br>President AIMA and Director, J K<br>Organisation and Vice Chairman &<br>Managing Director, JK Paper Ltd |              |                                   |
| AIMA Masterclass Series<br>Brands and Consumption  |  | Online       | 28 November 2020                  |
| Young Manager's Simulation   |  | Southern     | 30 November - 02<br>December 2020 |
|  |  | Northern     | 09 - 12 December<br>2020          |
| HRM Conclave   | SY Siddiqui<br>Executive Advisor<br>Maruti Suzuki India  | Online       | 03 December 2020                  |
| 2nd BusinessUnusual Series<br>Agile innovation: Surviving Shocks and<br>Shaping the Future |  | Online       | 11 December 2020                  |
| 9th Innovation Practitioners Case Study<br>Contest, Awards and Summit                      |  | Online       | 18 December 2020                  |
| Corporate Management Olympiad  |  | Online       | December 2020                     |
| 2nd BusinessUnusual Series<br>Adaptive Strategy : Winning by Changing                      |  | Online       | 15 January 2021                   |
| 2nd BusinessUnusual Series<br>Disruptive Technologies and Industry 4.0                     |  | Online       | 22 January 2021                   |
| 2nd BusinessUnusual Series Instant karma:<br>Marketing at the speed of byte                |  | Online       | 05 February 2021                  |

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| Event   | Programme Chairman /Director | Venue      | Date             |
|---|------------------------------|------------|------------------|
| Regional Management Conclave with<br>Hyderabad Management Association               |                              | Online     | 10 February 2021 |
| 2nd BusinessUnusual Series<br>The Great Reset: Leadership in a<br>Transformed World |                              | Online     | 12 February 2021 |
| 65th Foundation Day and 15th National<br>Management Day                             |                              | New Delhi* | 20 February 2021 |
| National Competition of Managers  |                              | Online     | February 2021    |
| 2nd BusinessUnusual Series<br>Programme on HR Leadership                            |                              | Online     | 05 March 2021    |

<sup>\*</sup> Subject to the Covid situation at that time

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