

AIMA

ALL INDIA MANAGEMENT ASSOCIATION



4th NATIONAL COMPETITION FOR MANAGERS

MANAGING CHANGE: ACHIEVING EXCELLENCE

Prize Sponsor



Venue Host



MANAGING CHANGE: ACHIEVING EXCELLENCE

Change is the only constant they say!

But in the times we live change is happening at a very rapid pace and is disrupting all possible functions of management – be it Manufacturing, HR, Finance, Marketing and above everything the business models of the organisations themselves.

The key element to manage and emerge as the winner is to envisage and preempt change and make changes in the business models, technologies and operations.

Given this background, we call professionals from all functions within an organisation across all industries to share with us the way the operations of their functions have changed

- How Manufacturing is adapting to newer technologies like AI, Robotics to Machine Learning to enhance its quality and production output?
- How HR and L&D teams are changing the ways by which they recruit, train, induct, compensate and incentivise their Human Resources?
- How Finance use new age fintech tools to optimise resources in terms of their usage and work more efficiently and contribute to better ROIs for the organisations?
- How Marketing uses new age technologies like AI and Big Data to target customers and delight and retain them longer?
- How can the management has adopted a flexible and nimble footed approach to manage change and emerge even stronger through this process?

In light of all the above, please present the following

- What are the short, medium and long term challenges that your division/ department/ function and organisation face in the light of the potential changes? (max 2 slides)
- Which technologies or new processes that are prevalent in your field to deploy to face these challenges? (max 2 slides)
- Share the vision of the future for your division/ department and the steps it is taking to emerge winners in the future? (max 2 slides)
- What are the major initiatives being taken by your division/ department to incorporate to new ways? (max 3 slides)
- Wrap up (max 1 slide)

How do you Benefit

- Interact with the bright and talented contenders who they compete with in a highly stimulating environment
- Build leadership qualities, hone presentation skills and learn to work as a team
- Gain a broader perspective into the strategic and tactical aspects of the business environment they work in
- An opportunity to interact, and learn from the reviews and inputs of an eminent jury comprising luminaries from academia, the corporate world, management consulting, and the media etc.

The Format

- Each team will get a total of 10 minutes for the oral presentation. The panel of judges will then subsequently ask questions. It is mandatory that both the team members participate in making the presentation.
- After first 8 minutes of the presentation by any member of the team, there would be an indication of remaining 2 minutes to complete the presentation. If any team stretches the presentation beyond the time limit of 10 minutes, there would be negative marking.
- The teams will make the presentations before the panel of judges in the respective regional centres-Mumbai or Delhi. Thereafter, the Jury will select top teams in the following categories:

- **PSUs**
- **Private & Others**

Evaluation Criteria

- Clarity and substance of presentation
- Teamwork and synergy in presentation
- Contribution to effective managerial thinking and performance
- Ability to communicate with and respond to questions effectively from the judging panel

Eligibility Criteria

- A two-member team of executives from the same organisation is eligible to participate
- Organisations / Institutions are also free to nominate as many as teams as they wish

Date of the Competition

Region	Date
Mumbai	18 th February, 2020
Delhi	20 th February, 2020

GRAND
FINALE Delhi
26th February, 2020

The winning teams will be awarded cash prize, trophy and certificates

Participation Fee

No. of Teams	AIMA / LMA Members	Non- Members	Academician
1 Team	₹ 30,000 Per Team	₹ 32,000 Per Team	₹ 27,000 Per Team
2 – 4 Teams	₹ 28,000 Per Team	₹ 30,000 Per Team	₹ 25,000 Per Team
5 Teams or above	₹ 26,000 Per Team	₹ 28,000 Per Team	₹ 23,000 Per Team

Terms and conditions:

- GST will be charged extra
AIMA GSTIN No. 07AAATA1644A1ZH AIMA PAN No.: AAATA 1644 A
- Registration will only be confirmed on receipt of participation fee
- The fee paid is non-refundable/non-adjustable, though participation by a substitute is allowed
- Each team will be required to send the mandatory non-refundable entry fee, along with the registration form
- The fee should be sent by a crossed demand draft/cheque in favour of All India Management Association, New Delhi
- For online registration, please visit www.aima.in

About AIMA

All India Management Association (AIMA), as the national apex body of management profession in the country is committed to enhancing the competence of management profession through its multifaceted activities. AIMA has a broad base of 68 Local Management Associations including two cooperating LMAs abroad, with a membership of over 30,000. AIMA is represented on the Boards of India's premier Business Institutions and also represented on Boards of Government bodies including the AICTE, National Board of Accreditation, National Productivity Council to name a few. In addition, AIMA brings to the Indian managers, the best management practices and techniques through numerous foreign collaborations with professional bodies and institutions.

2019 Winners



Year	PSU	Private
2019	Winner : NTPC Runner-up I : BHEL Runner-up II : HPCL	Winner : Ashok Leyland Runner-up I : Yes Bank Runner-up II : Mahindra & Mahindra
2018	Hindustan Aeronautics Ltd	Ashok Leyland
2017	BPCL & SAIL	Yes Bank

For registration & further details, please contact :

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