

An SIIB Publication

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# REKINDLE

## AUGUST 2023



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## WORD OF THE MONTH

“ pulchritudinous ”

"Synonym for beautiful"

# Partition Horrors Remembrance Day

August 14, 2023



On August 14th, a series of significant events were conducted at SIIB, fostering a sense of unity, remembrance, and national pride. The day commenced with a flag-hoisting ceremony that exemplified the collective spirit of students, faculty, and staff. Coming together to raise the flag and sing the national anthem highlighted the institution's commitment to celebrating the nation's identity and unity. The flag-hoisting ceremony served as a symbolic reminder of the country's rich history and the values it stands for.

Furthermore, to commemorate "Partition Horrors Remembrance Day", an enlightening exhibition was organized. This event aimed to engage everyone in acknowledging the historical significance of the partition and its impact on the nation. Also by participating in the exhibition, the SIIB community displayed solidarity in understanding the shared history and lessons that shape the present.

Thereafter a thought-provoking video was presented on "Har Ghar Tiranga" showcasing the journey our country has taken to become strong and united. The entire community came together to witness this visual representation of India's growth story, underlining the importance of preserving and celebrating the nation's achievements.

These events together highlighted the institution's strong commitment to promoting feelings of national pride, unity, and awareness of history among the SIIB community. By participating in these activities the entire community reaffirmed their dedication to upholding the values, history, and goals of the nation.

# 77th Independence Day Celebration

August 15, 2023



On August 15th, 2023, SIIB conducted an event where the students of SIIB, SCMHRD, and SCIT came together in to celebrate the 77th Independence Day with great zeal. The event was conducted in alignment with the Azadi Ka Amrit Mahotsav initiative which resonated with the spirit of freedom and togetherness. The celebration began with the dignified unfurling of the national flag, accompanied by a moving rendition of the national anthem. Dr Asmita Chitnis, Director SIIB, and Lt. Col. Prakash Kadam, Campus Administrator, delivered motivational and thought-provoking speeches while highlighting the significance of India's democracy and the importance of tax compliance. A special moment of recognition was also dedicated to the hardworking staff of the campus who play a pivotal role in the institutes' operations. Felicitations were extended to acknowledge their tireless efforts and commitment.

Moving forward, the celebrations were elevated by vibrant cultural performances by the cultural committees iBeats (The Official Dance Club of SIIB) and The Richman & Co.(The Official Band of SIIB). The performances beautifully captured the essence of freedom, unity, and diversity.

The event concluded on a cheering note as the Directors of SIIB, SCMHRD, and SCIT distributed sweets to children, symbolizing the shared joy of the occasion. The event left a lasting impression of patriotism and pride, echoing the belief that the future of the nation is indeed in safe hands.

# TIMELINE OF WORKSHOPS

- 5th August- Workshop by Mr. Sushmit Mukerji and Mr. Snehil Verma
- 5th August- Workshop by Mr. Pratik Gaikwad
- 5th August- Workshop by Mr. Vivek Khatri
- 5th August- Workshop by Ms. Sayantani Basu
- 9th August- Workshop by Ms. Manisha Keshari
- 17th August- Workshop by Mr. Sachin Gupta
- 18th August- Workshop by Ms. Pooja Singh and Mr. Niraj Shukla
- 19th August- Workshop by Ms. Samreen Fatma
- 19th August- Workshop by Mr. Kapil Nema
- 19th August- Workshop by Mr. Amit Godbole
- 23rd August- Workshop by Mr. Vimal Panjwani

# TIMELINE OF GUEST LECTURES

- 17th August- Guest Lecture by Mr. Madan Mohan G

# Getting Ready for the Consulting Job

August 5, 2023

**Our services**

- 1 Assurance**
  - Assurance services
  - Financial Accounting Advisory Services (FAAS)
  - Climate Change and Sustainability Services (CCSS)
  - Forensic & Integrity Services
- 2 Consulting**
  - Strategy & Transformation
  - Finance
  - Customer & Growth
  - Risk
  - Supply Chain & Operations
  - Technology
  - Cybersecurity
  - Sustainability
  - Organization & People
- 3 Strategy and transaction**
  - Investment Banking Advisory
  - Transaction Diligence
  - Turnaround and Restructuring Strategy/Corporate Debt Advisory
  - Private Equity
  - Valuation, Modeling and Economics
  - Project Finance and Infrastructure
  - Capital Market Services\*
  - Transaction tax
  - EY-Parthenon
  - Strategy
  - Transaction Strategy and Execution
- 4 Tax**
  - Business Tax Services
  - People Advisory Services
  - Indirect Tax Services
  - International Tax and Transaction Services
  - Global Compliance and Reporting
  - Tax, Technology and Transformation

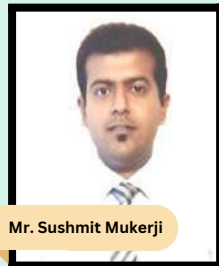
\*Transaction tax is a specialist service provided by an optimal mix of tax and transaction professionals. It pertains to M&A deals and other related corporate restructuring from a tax, regulatory and commercial perspective.  
\*Capital Market Services are provided by EY Merchant Banking Services P. Ltd. a SEBI Registered Category 1 Merchant Banker

## Mr. Sushmit Mukerji

Senior Manager,  
Digital Government Advisory,  
EY

## Mr. Snehil Verma

Manager,  
EY Advisory Services



Mr. Sushmit Mukerji



Mr. Snehil Verma

*"The work of Infosys in IT services and consulting, with an emphasis on its people-centric approach, was highlighted during the session. The students were taught the importance of soft skills, behavioral skills, and technical skills, and they were encouraged to join Infosys."*

On 5th August 2023 Mr. Sushmit Mukerji and Mr. Snehil Verma conducted an online workshop for the students of MBA-IB, Marketing Batch of 2022-24, on the topic "Getting Ready for the Consulting Job".

Mr. Mukerji and Mr. Verma began the session by introducing EY's wide range of services, which encompassed assurance, strategy & transaction, consulting, and taxes. They highlighted the pivotal role of data interpretation in crafting effective strategies within the consulting domain. One of the key takeaways were the three core pillars of consulting: business consulting, technology consulting, and risk consulting. This breakdown gave students a comprehensive understanding of the diverse dimensions of consulting.

The workshop also delved into the various sectors that consulting firms focus on, spanning sectors such as automotive, consumer products, e-commerce, oil & gas, government & public sector, telecommunication, and financial services. An engaging discussion on EY's contributions to India's Government and Public Sector further broadened students' insights into the field's real-world applications. They speakers underscored the importance of effective communication skills and adeptness in group discussions, which are critical for success in the consulting profession.

In sum, the workshop "Getting Ready for the Consulting Job" not only equipped MBA-IB (Marketing) students with a comprehensive understanding of the consulting landscape but also provided them with actionable insights to embark on a successful consulting career. The guidance and expertise shared by Mr. Mukerji and Mr. Verma have proven invaluable in preparing students for a dynamic and rewarding journey in the consulting domain.



## Mr. Pratik Gaikwad

Lead Strategy- Retail & New Business Division,  
UPL



Mr. Pratik Gaikwad

*“The students learned strategic planning, Blue Ocean Strategy, and aligning personal growth with organizational vision, fostering innovation, and recognizing untapped market spaces. The session stressed aligning personal growth with strategic objectives.”*

On 5th August 2023, students from the MBA-AB and MBA-SCM, of Batch 2022-24 had the privilege of attending a workshop by Mr. Pratik Gaikwad. The workshop aimed to provide attendees with a comprehensive understanding of strategic planning, the Blue Ocean Strategy, and the pivotal distinction between employee performance and potential.

Mr. Gaikwad initiated the workshop with a comprehensive exploration of strategic planning. Drawing from real-world examples and interactive discussions, participants gained valuable insights for devising effective growth paths for organizations. The workshop elucidated various strategic models and frameworks, highlighting the importance of aligning strategies with an organization's vision.

The major highlight of the workshop was an enthralling analysis of the Blue Ocean Strategy, exemplified through the captivating Marvel Case Study. Mr. Gaikwad navigated participants by recognizing untapped market spaces, fostering innovation, and stimulating new demand. The case study experience ignited creativity among students while motivating them to transcend competition and discover innovative avenues for industry transformation. Participants were introduced to effective performance management techniques and learned to identify and nurture latent potential within their workforce.

The session emphasized the significance of aligning individual growth trajectories with the organization's strategic objectives and concluded with the interactive doubt-solving session.

# Future of Fintech & Crypto

## Indian fintech unicorns

- ◆ 20+ Fintech unicorns
- ◆ 1/3<sup>rd</sup> are Profitable
- ◆ Zerodha most profitable fintech unicorn

Sector	Market Share (%)
Payments	42.0%
Insurtech	14.2%
Neobanking	3.0%
Lendingtech	8.0%
Investment tech	9.0%
Fintech SaaS	8.0%
Cryptocurrencies	8.0%

## Mr. Vivek Khatri

Presales Solutions Architect,  
Wipro

Mr. Vivek Khatri

*“The session emphasized the transformative potential of fintech, highlighting its technological emphasis and ability to reshape financial services. Overall, students gained valuable insights into the evolving landscape of fintech and its multifaceted implications for their careers.”*

On August 5th, 2023, Mr. Vivek Khatri, conducted a workshop for the students of the MBA-IB, Finance Batch of 2022–24 on the topic "Future of Fintech & Crypto".

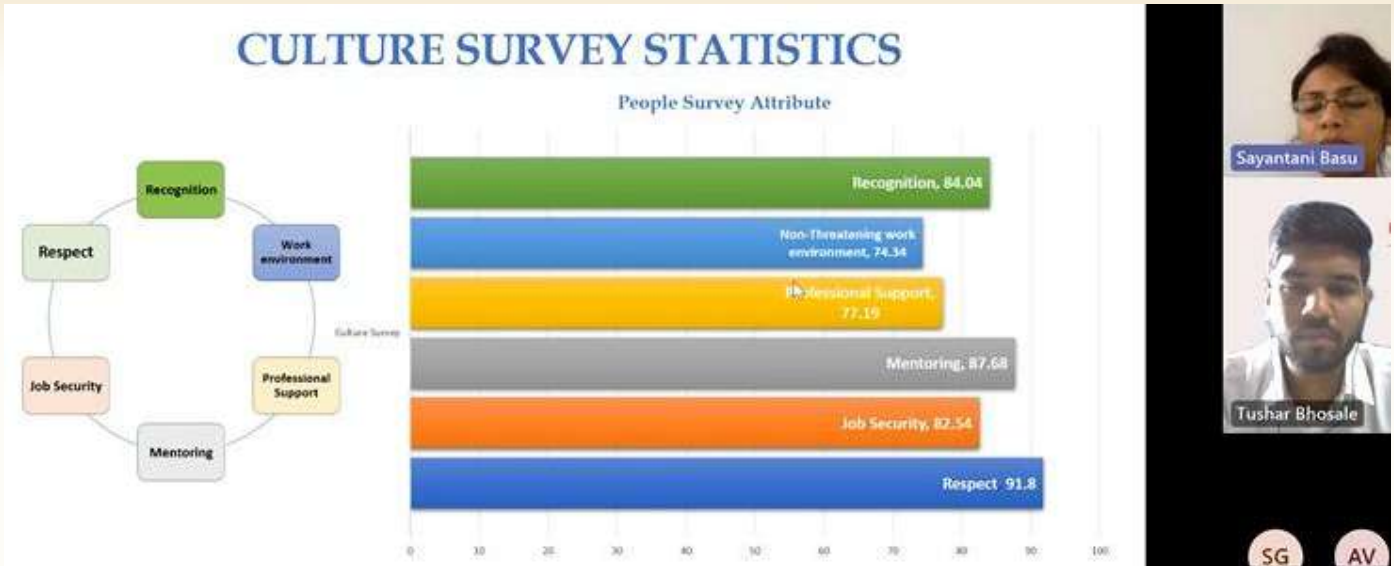
Mr. Vivek navigated through the realms of fintech, unveiling its technological underpinnings such as blockchain, AI, and analytics. He illuminated how these advancements revolutionise financial services, underlining their potential to reshape processes and client experiences. The workshop thoughtfully analyzed emerging trends, fostering an understanding of the dynamic landscape and potential career avenues.

An intriguing segment of the session focused on the diverse impact of fintech on various dimensions: individuals, operational procedures, and financial structures. The discussion explored the promise of versatile customer services, catalysed by fintech innovations.

In emphasizing the transformative potential of fintech, Mr. Vivek Khatri also shed light on the critical importance of countering fraud and ensuring robust cybersecurity measures. This crucial aspect underscored the need for a secure digital infrastructure to uphold customer trust and safeguard sensitive financial data.

Mr. Vivek Khatri's workshop on the "Future of Fintech & Crypto" provided valuable insights into the technological evolution of finance and its multifaceted implications. The session's engaging discussions on trends, career prospects, and security concerns provided a holistic view of this rapidly evolving domain, equipping the students with a deeper understanding of fintech's promising trajectory.





## Ms. Sayantani Basu

Deputy General Manager  
Human Resources,  
Sprng Energy



Ms. Sayantani Basu

*“The session emphasized HR's transformation into a strategic collaborator and provided practical insights on attrition management, talent development alignment, and the importance of Diversity, Equity, and Inclusion (DEI) in workplace culture.”*

On August 5th, 2023, Ms. Sayantani Basu, Lead HRBP at Sprng Energy, conducted an engaging online workshop for the HR students of Batch 2022-24. The workshop's focal point was delving into the "Role of HR Emphasizing Real Life Scenarios" with the overarching goal of translating theoretical HR concepts into practical and actionable insights.

Ms. Basu's extensive cross-sectorial industry experience offered a glimpse into the diverse HR landscape, resonating with students and igniting their enthusiasm. The workshop artfully underscored the transformative journey of HR from a traditional support function to a dynamic strategic collaborator. Real-life scenarios, dissected and analysed, brought to light the pivotal role HR professional's play in fostering positive work environments and contributing to the attainment of an organization's overarching goals.

A focal point was attrition management, engaging participants in discussions and case studies. Strategies for retention and employee engagement were explored, equipping students with pragmatic tools. Additionally, Ms. Basu underscored the alignment of talent development with organizational goals and the critical role of Diversity, Equity, and Inclusion (DEI) in shaping inclusive workplaces.

In conclusion, the workshop provided the students with enriched perspectives, armed with the knowledge and confidence to embrace the dynamic world of HR. The workshop not only emphasized the practical aspects of HR management but also ignited a passion for contributing effectively to organizational success through adept HR practices.

# What We Really Want From Our Career

**S STRENGTH**  
Include your strengths that you currently have

- **Skills** - using successfully and are relevant or important to your career development (such as communication, team work).
- **Personal qualities** you bring to work and study such as enthusiasm, integrity, motivation.
- **Experience** which is relevant or required to your next steps
- **Qualifications** which help you stand out.

**W WEAKNESS**  
Include weaknesses you are keen to address

- **Skills** which you think are important to your career development but you are less confident about. Focus on gaps and areas where you would find it difficult to signal to an employer.
- **Experience** which you would need for your next steps but haven't gained so far.
- **Qualifications** which would help you stand out or are required or an advantage for career areas you are considering.

**O OPPORTUNITY**  
Identify opportunities available to develop your career/skills

- **Co-curricular** opportunities to develop skills alongside your studies such as mentoring programmes, volunteering, skills development programmes.
- **Work experience** you bring to work
- **Training** opportunities which could help develop relevant skills/knowledge/qualifications.

**T THREATS**  
Identify external threats to developing your career/skills

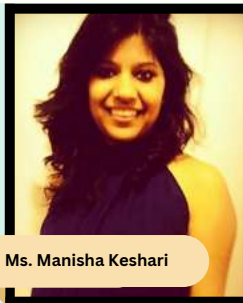
- **Job market/economic challenges** such as placement opportunities, redundancies in the sectors of interest, economic challenges in locations you are considering.
- **Practical challenges** such as limited access to funding, financial constraints, time available, other commitments.
- **Other** such as recession/global pandemic.

teams.microsoft.com is sharing your screen. Stop sharing Hide

Manisha Keshari (External)

## Ms. Manisha Keshari

Associate Vice President - HR,  
Damco Solutions.



Ms. Manisha Keshari

*“The session emphasized the transformative impact of coaching in helping individuals unlock their potential and achieve career goals, with real-world examples illustrating its effectiveness. It also highlighted the significance of self-assessment through SWOT analysis for strategic career development.”*

On August 9th, 2023, Ms. Manisha Keshari conducted a workshop for the Batch 2022–2024 on the topic "What we really want from our career" using coaching as a tool. The session revolved around dispelling myths about coaching, exploring the impact of coaching on individuals' lives, and highlighting real-world examples of successful coaching relationships.

Ms. Keshari began the session with an exploration of the concept of coaching. Coaching was described as a process aimed at guiding individuals toward realizing their full potential, enhancing performance, and achieving their goals. She explained how a coach plays a vital role of a 'Drishta' or 'Guru,' offering guidance and wisdom to facilitate the coachee's personal and professional growth.

Ms. Keshari further gave real-life example of Bill Gates being coached by Bill Campbell to illustrate the effectiveness of coaching in achieving outstanding results and also touched upon the coaching relationship between Rajkumar Sharma and Virat Kohli, highlighting the role of coaching in shaping the careers of successful individuals. The coach guides individuals through the journey of exploration and deflection, helping in recognize one's competencies, capabilities, and what truly matters. Following that, the coach highlight the importance of performing a SWOT analysis (Strengths, Weaknesses, Opportunities, Threats) for career positioning. This strategic exercise helped individuals gain a comprehensive understanding of their current position and chart a path for growth.

The session concluded with a role-play between a coach and coachee, demonstrating how coaching can help individuals map their path toward their desired destination, which illustrated the collaborative and transformational nature of the coaching process.

# Generative AI & Tools

## Large Language Model

The diagram illustrates the process of creating a Large Language Model. It starts with three pre-trained models for English, Math, and Hindi. These are then specialized into Science (Math/Bio), Commerce, and Arts. Finally, they are fine-tuned for specific tasks.

## NLP & Generative AI – History

*Human tech-era analogy inspired by Rongyao Huang:*

- Prehistory: NN-free NLP
  - Bag of words ([Harris, 1954](#))
  - tf-idf ([Salton, 1983](#))
  - Topic models, e.g. LDA ([Blei, Ng & Jordan, 2003](#))
- Bronze Age: language embeddings & deep learning
  - word2vec ([Mikolov et al., 2013](#))
  - DNNs (e.g., RNNs, LSTMs, GRUs) map embedding → outcome
- Iron Age: LLMs with attention
  - Transformer ([Vaswani et al., 2017](#))
  - BERT ([Devlin et al., 2018](#)), T5 ([Raffel et al., 2020](#)), GPT-3 ([Brown et al., 2020](#))
- Industrial Revolution: RLHF
  - InstructGPT ([Ouyang et al., Mar 2022](#)), ChatGPT (OpenAI, Nov 2022)
  - GPT-4 (OpenAI, Mar 2023), Anthropic, Cohere
  - [Flan](#) (June 2023), [Llama2](#) by meta (July 2023)

VERITAS

## Mr. Sachin Gupta

Deputy General Manager  
Human Resources,  
Sprng Energy



Mr. Sachin Gupta

*“The session emphasized the practical applications of Generative AI and provided guidance on developing the necessary skills to excel in this dynamic field. It inspired and motivated students to explore AI learning opportunities and prepare for the AI-driven future.”*

On August 17th, 2023, MBA - IB Finance, and Supply Chain Management students of Batch 2022-24 attended a workshop by Mr. Sachin Gupta on "Generative AI & Tools."

Mr. Sachin Gupta commenced the workshop by delving into the capabilities of AI platforms. He provided live demonstrations of AI applications, showcasing their versatility and real-world applications. This hands-on experience allowed students to grasp the practical aspects of AI technology.

The workshop was centered on Generative AI. Mr. Gupta emphasized its role in creative content generation, problem-solving, and automation. Mr. Sachin Gupta went on to guide the attendees through a structured learning path to help them enhance their proficiency in Generative AI and related tools. He provided insights into the skills required to excel in this field, including programming languages, machine learning techniques, and data analysis.

In conclusion, the session not only broadened their horizons regarding the applications of AI but also offered guidance on how to develop the necessary skills to succeed in this dynamic field. The workshop was a significant step toward preparing the students for the challenges and opportunities the AI-driven future presents.

The students expressed their gratitude to Mr. Sachin Gupta for his insightful session, which inspired and motivated them to embark on their AI learning journeys.



**Mr. Niraj Shukla**

VP, NICR

**Ms. Pooja Singh**

Deputy Manager, NCDEX



Mr. Niraj Shukla



Ms. Pooja Singh

*"The work of Infosys in IT services and consulting, with an emphasis on its people-centric approach, was highlighted during the session. The students were taught the importance of soft skills, behavioral skills, and technical skills, and they were encouraged to join Infosys."*

On August 18th 2023, a workshop was conducted by Ms. Pooja Singh and Mr. Niraj Shukla for the students of MBA-AB, Batch 2022-24 on "Commodity Trading." The workshop aimed at spreading investor awareness about the commodity derivatives market. The workshop commenced with an introduction to commodities, highlighting their significance in our daily lives. Attendees were given a clear understanding of what commodities are and how they play a crucial role in economies around the world.

Mr. Niraj Shukla elaborated on the factors influencing commodity prices, including supply and demand dynamics, geopolitical events, weather conditions, and economic indicators. Attendees gained insights into the interconnected nature of these factors and how they impact price fluctuations. Attendees were guided through the advantages of futures contracts in managing price risks, speculative trading, and safeguarding against market volatility.

Further in the session, Mr. Shukla introduced the concept of options trading in commodities. Call and put options and their relevance in risk management and strategic investment decisions were also explained. Furthermore, attendees were given an in-depth understanding of the structure of commodity exchanges in India, explicitly focusing on NCDEX. The transparency, efficiency, and accessibility offered by exchange-traded commodities were also highlighted.

In the last segment of the session, Ms. Pooja Singh presented essential guidelines for effective commodity derivatives trading and underscored the significance of thorough research, prudent risk management, and staying informed about market trends. The regulatory framework governing commodity derivatives trading in India was also discussed.

# Varaha and its Operations

**Agriculture**  
Credits from Regenerative agriculture practices such as DSR, Zero-Till, residue incorporation and cover cropping

**Agroforestry**  
CO<sub>2</sub> sequestration captured from Timber and fruit tree plantations

**Livestock**  
Avoided CH<sub>4</sub> emissions through feed, breed and manure management

**Forestry and Mangroves**  
Improved soil and biomass enabled sequestration

**CREATING DIVERSIFIED NATURE BASED CARBON OFFSETS**

**varaha**

Participants in the Zoom meeting: Meghana Thota, Prashanth Da..., Krishnapriya, Samreen Fatma, Saurabh Bhise, Opika Jayaraj, Prasad Muley, Siddharth Bha..., and 51 others.

## Ms. Samreen Fatma

Senior Human Resources Manager,  
Varaha



Ms. Samreen Fatma

*“The session focused on Varaha's ambitious goal of mitigating 1 billion tons of CO<sub>2</sub> by 2030 through regenerative agriculture and carbon credits. Students learned about sustainable practices and technology-driven monitoring to contribute to climate change mitigation.”*

On August 19th 2023, a workshop was organized by Ms. Samreen Fatma for the students of Batch 2023-25 on Varaha's Carbon Offset. Ms. Fatma commenced the workshop with a clear statement of purpose: “to mitigate 1 billion tons of CO<sub>2</sub> from the atmosphere by 2030”. It set the stage for exploring how we can achieve this ambitious goal.

Students were introduced to the core concept of carbon credits generated from regenerative agricultural practices. The focus areas included DSR, Zero-Till farming, residue incorporation, and cover cropping. Agroforestry was also emphasized, highlighting the carbon sequestration potential captured from timber and fruit trees. Livestock management practices that reduce CH<sub>4</sub> emissions through feed, breeding, and manure management were discussed, as well as how improved soil and biomass enable carbon sequestration in forestry and mangroves.

Ms Fatma further emphasized Varaha's approach to creating diversified nature-based carbon offsets, providing students with multifaceted strategies to tackle climate change. This technology enabled continuous spatio-temporal monitoring of the growth stages of various crops, along with crop identification, practice validation, and phenology monitoring. While detailing the critical step of data collection and modelling, the workshop provided insights on creating on-chain carbon credits while ensuring transparency and integrity. State-of-the-art technology was also highlighted as the backbone of monitoring practices in agroforestry, forestry, and mangroves.

The workshop instilled a sense of responsibility and commitment to sustainability, aligning perfectly with our institution's dedication to promoting national pride, unity, and awareness of global climate challenges.

## Introduction to the Industry



Commodity trading involves the buying and selling of raw materials such as Oil, Gas, Gold, and Agri products. Discover the basics of commodity trading, including the risks and benefits.



### Mr. Kapil Nema

Associate Executive Director,  
Dalmia Bharat Sugar &  
Industries Ltd



Mr Kapil Nema

*“The session helped students equip with insights into the pivotal role of commodities traders, the dynamic nature of the market, and essential skills like financial acumen and risk management crucial for success in this industry. It also provided guidance for career growth in commodities trading.”*

On 19th Aug 2023, students of the Batch 2022-24 attended a workshop by Mr. Kapil Nema, Associate Executive Director, Sugar Business at Dalmia Bharat Sugar & Industries Ltd. The event aimed to provide a holistic understanding of commodities trading, from the role of traders in multinational corporations to the skills required for success and career growth prospects in this dynamic industry.

Mr. Kapil highlighted that traders are responsible for critical decisions about buying and selling commodities. Students gained insights into this pivotal role's significant responsibilities and inherent challenges. The session transitioned into a discussion on how students could shape their careers for growth in the commodities trading sector. He then provided an overview of the commodities industry, covering its vast and diverse landscape. The session underscored the dynamic nature of the commodities market, where significant profits and losses are possible, making it imperative for traders to stay well-informed and vigilant.

In the final section, the event addressed the fundamental skills necessary for success in commodities trading. These skills encompassed financial acumen, risk management, analytical thinking, and effective communication. Mr. Kapil also addressed the doubts of students and explained how a marketing professional could get a role in trading companies.

The session provided a comprehensive overview of commodities trading, from traders' indispensable role to career growth strategies. Students left with valuable insights into the industry's complexities, essential skills, and career prospects. This event served as a stepping stone for students aspiring to make their mark in the dynamic world of commodities trading.

# Central and Eastern Europe - Insider Perspective and Entrepreneurship Learnings

August 19, 2023



## Mr. Amit Godbole

Director,  
PRAMIT



Mr. Amit Godbole

*“The workshop provided valuable insights into the significance of cultural awareness, clear objectives, and market research in achieving entrepreneurial success, especially in the diverse markets of Central and Eastern Europe. It emphasized the importance of adaptability and self-awareness for thriving in international business environments.”*

On 19th August 2023, Mr. Amit Godbole delivered an engaging workshop to the students of MBA- Finance and Marketing Batch of 2022-24 on the topic "Central and Eastern Europe - insider perspective and Entrepreneurship learnings" in which he shared transformative insights drawn from his entrepreneurial journey.

Mr. Godbole inaugurated the workshop with a captivating exploration of his experiences in Central and Eastern Europe, Syria, the United States, and the Soviet Union. This segment served to amplify the importance of comprehending local customs and business practices as ways to succeed in diverse international markets. He emphasized that clear objectives and keen self-awareness are foundational to entrepreneurial success.

Mr. Godbole highlighted Slovenia's robust GDP per capita, showcasing its impact on the local business environment. Croatia's allure is centred on its natural beauty and vibrant tourism potential, presenting opportunities for economic growth. Also, he talked about Estonia's technological advancements and innovation-driven economy, hinting at the potential of emerging tech markets. He also shared Romania's affordable living standards for shaping effective business strategies. The discussion on Russia unveiled its socio-political complexities, emphasizing the profound influence of such dimensions on business climates.

Lastly, He highlighted the importance of cultural sensitivity, adaptability, clear goals, and self-awareness. He also stressed the importance of market research and dedication in achieving success in the ever-evolving business world. In conclusion, Mr. Godbole's workshop was insightful and informative, providing students with knowledge and insights on entrepreneurship and global perspectives.



## Mr. Vimal Panjwani

Founder & CEO,  
Agrivijay



Mr. Vimal Panjwani

*“The session highlighted the progression of Agrivijay's business plan, emphasizing the importance of a clear problem statement, foundational elements, and a comprehensive business plan with market analysis and financial projections.”*

On the 23rd August, 2023, a workshop was organized for the students of Batch 2022-24 at the SIIB auditorium. The speaker for the event was Mr. Vimal Panjwani, the CEO of Agrivijay, an esteemed company in the agricultural sector.

Mr. Panjwani highlighted the progression of Agrivijay's business plan, transitioning from a basic idea to a comprehensive strategic framework. He discussed the company's collaborations with the Government of India and NITI Aayog, which played a pivotal role in its growth. The workshop underscored the importance of formulating a clear problem statement and foundational elements like vision, mission, expected compound annual growth rate (CAGR), and nature of business. Mr. Panjwani also outlined the essential components of a comprehensive business plan, including market analysis, diverse team formation, go-to-market strategy, and financial projections.

A highlight of the session was a mature pitch deck presentation. This pitch deck encompassed solutions, product range, value proposition, business model, target customers, TAM, impact assessment, and ESG compliance.

The session concluded with an engaging Q&A, allowing students to interact with Mr. Panjwani and gain deeper insights into business planning.

In essence, the workshop by Mr. Vimal Panjwani provided the students with valuable insights into the evolution of a business plan, the importance of various components, and the real-world application of these principles. The workshop undoubtedly enriched the students' understanding of strategic business planning and inspired them to apply these lessons to their entrepreneurial pursuits.



# Career Building and Growth Opportunities in the Agriculture Input Sector

August 17, 2023



## Mr. Madan Mohan G

Director,  
Crop Strategy &  
New Products Launch, India  
Marketing Head,  
Sri Lanka & Bangladesh  
FMC Corporation



Mr. Madan Mohan G

*“The session emphasized the importance of informed career choices in the agriculture input sector and the need for a blend of technical expertise and soft skills for professional growth and impact. It also encouraged professionals to become trusted advisors through practical solutions.”*

On 17th August 2023, MBA – Agri Business students of Batch 2022-24 & 2023-25 attended an online guest lecture by Mr. Madan Mohan G, on the topic "Career Building and Growth Opportunities in the Agriculture Input Sector." Mr. Madan started the session by emphasizing that the agriculture input sector in India plays a pivotal role in ensuring food security and sustainable agricultural practices. As the backbone of the nation's economy, it offers numerous career avenues for those seeking professional growth, job satisfaction, and impactful contributions.

The lecture highlighted the importance of making informed job choices early in one's career. In the agriculture input sector, aligning one's skills and aspirations with the initial job selection can open doors to rapid advancement and personal fulfilment. Mr. Madan acknowledged the value of pursuing an MBA while actively working in the agriculture input sector. Integrating prior industry insights into academic pursuits enriches the educational experience and deepens understanding of real-world challenges. Professionals must blend hard and soft skills to excel in the agriculture input sector. Technical knowledge of crop science, fertilizers, pesticides, and modern agricultural practices (hard skills) is complemented by soft skills like effective communication, problem-solving, and teamwork, vital for collaboration, understanding customer needs, and driving innovation.

The session concluded with the message that professionals can make a meaningful impact and contribute to the advancement of the agriculture sector by choosing the right job, honing technical and soft skills, and building connections. In addition, professionals can establish themselves as trusted advisors and build lasting relationships by offering practical solutions.

# ReFit Global

## A Journey from scrap to sustainability

E-Cell  
Column



Sakshi Patel (Member of E-Cell)

According to Apurva Chandra, the secretary of the Ministry of Information and Broadcasting, India has approximately 1.2 billion mobile phone users and 600 million smartphone users. Instead of having a smartphone scrapped or thrown away after use, you might refurbish it. Buying a refurbished phone might be a decent idea for someone on a low budget. It is also beneficial for the environment as it reduces electronic waste. But what prevents us from buying a refurbished gadget is 'Quality.'

Saket Saurav and Avneet Singh, while working at Shopclues and LG, realized this problem and the potential of the refurbished tech market in India. ReFit started its entrepreneurial journey in 2017 from Delhi with a vision to minimize electronic waste by promoting the recycling and refurbishing shunned second-hand gadgets.

The founders started the ReNew portfolio, a category dedicated to refurbished mobiles, and eventually launched ReFit Global with their investment. Additionally, customers can anticipate various electronic products such as televisions, laptops, and appliances.

Startup believes that a positive can be extracted and waste can be transformed into a new and appealing product of comparatively higher worth and lesser monetary value for a customer. To match pace with the digital transformation needs and make high-cost gadgets affordable, ReFit is doing a small part of the big job, which aims to add value to human lives and minimize environmental pollution.

The startup acquires phones exchanged on e-commerce platforms like Flipkart and Amazon and from popular brands such as Oppo, Xiaomi, and Vivo. Then, each device undergoes a rigorous quality check through ReFit's Mobile Diagnostics Application, ensuring it meets 37 quality parameters. Once refurbished, these devices are distributed through an extensive network of offline retail partners. The startup claims to have sold over 1.5 million phones, with a significant 80% sourced from Flipkart.

# Entrepreneurial Intention

## The Effect of Business Education

E-Cell  
Column



Aakanksha Desai (Member of E-Cell)

Entrepreneurship has undoubtedly emerged as the driving force behind innovation, growth, and job creation. Entrepreneurial intentions involve the orientation of an individual towards being self-employed or owning a venture. They are assumed to predict one's choice to establish a business. Intent, being a human behavior, can be impacted by several factors. However, there have been cases where such a plan is formed only a short while before the decision to be an entrepreneur is taken. Business education plays a decisive role in shaping an individual's mind to embark on an entrepreneurial journey.

Historically, the traditional career path involved pursuing education, securing a stable job, and striving to rise the ladder. However, the upsurge of entrepreneurship has disrupted this norm. A recently conducted study by Global Entrepreneurship Monitor (GEM) found that individuals with higher levels of education are more likely to consider entrepreneurship as a career option. This data is supported by the fact that 71% of entrepreneurs, especially young entrepreneurs, have pursued a tertiary education.

A fascinating trend has emerged wherein the more an individual learns about how businesses are set up and their evolving patterns, the less likely they are to envision themselves as employees. This happening is a testament to the power of entrepreneurial education. It is worth noting approximately 30% of the batch from IIMs and 40% from Harvard Business School aim to start a business of their own.

A mindset is present in the youth of today. The generation emphasizes creating assets and the concept of treating a business as an asset. Many management books, and theories, talk about entrepreneurship as an asset while a 9 to 5 job is a liability. A business education formally educates in terms of profitability, managing businesses, and risk-enduring approaches that ultimately favor entrepreneurship. These factors lead to positive viewing of entrepreneurship among business students. To conclude, business education forms a canvas guiding one's mindset to the uncharted waters of entrepreneurial intentions.

# Feather in The Cap



Mr. Tanay Ranjan Panda is an eminent alumnus from the batch of 2005-07. He has recently been promoted as Country Head- UPL Vietnam & Cambodia. He has more than 16 years of global experience in Product development, Sales & Marketing in the Global Agrochemical market.

In his previous role, he served as the R&D Head of UPL ASEANZ (Australia, New Zealand, and Southeast Asia) and UPL Global Portfolio Manager – Insecticide. He was instrumental in setting up the Agricultural Research Development Station in Indonesia & Product Development Structure in UPL, Southeast Asia.

He has demonstrated a history of working in Business Planning, Portfolio Management, and Market Development. In his current role, he handles the P&L Responsibility of Vietnam & Cambodia. We wish Mr. Tanay Rajan Panda all the best for his future endeavors.



**Mr. Tanay Ranjan Panda**

**Country Head- UPL Vietnam  
& Cambodia**

**Batch 2005-2007**

# Feather in The Cap



Mr. Ashish Verma is an eminent alumnus from the batch of 2003-05. He has recently been promoted as the Director – Technology Consulting at Ernst & Young. He has more than 18 years of global experience in large scale IT implementation projects, Public Financial Management (PFM), Skills and service delivery in Government ecosystem.

In his previous role, Mr. Verma has led various transformation initiatives globally across India, Afghanistan, Bangladesh and Bhutan and has been associated with NSDL in implementation of nation-wide of implementation of key projects like “Tax Information Network for Income Tax Department” and “Automation of SEZs for Ministry of Commerce” apart from EY.

At EY, in last 11 years he has led Digital PFM for EY businesses in Technology and Consulting and created multiple assets for Government in effective management and monitoring of Public Finances. We wish Mr. Ashish Verma all the best for his future endeavors.



**Mr. Ashish Verma**  
**Director – Technology**  
**Consulting, Ernst & Young**

**Batch 2003-2005**

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[alumni@siib.ac.in](mailto:alumni@siib.ac.in)

Website:  
[www.siib.ac.in](http://www.siib.ac.in)