

An SIIB Publication

REKINDLE

JULY 2024



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WORD OF THE MONTH

" Effulgence "

Brilliant radiance; dazzling brightness

FOUNDATION DAY







On 15th July, 2024, students, faculty, and staff gathered to celebrate 32nd Foundation Day with a grand ceremony. The event began with the lighting of the lamp, symbolizing the presence of Goddess Saraswati.

This was followed by the welcoming of esteemed guests: Dr. Asmita Chitnis, former Director, SIIB; Guest of Honor Mrs. Anupama Arvind Azad, Vice president of the Talayan Institute of Music; Mrs. Anjali S. Rao, a renowned violinist; the talented musicians Mr. Nitin Daithankar and Mr. Anmol Nigam (renowned shehnai players), Mr. Amritanshu Dutta (an expert on slide guitar); the mesmerizing Tabla players Mr. Aniruddha Deshpande, Mr. Sandeepan Mukherjee and Mr. Sourabh Gulavani; and vocalist Mrs. Manju Pendharkar. Dr. Alka Maurya, Director of SIIB, and Dr. Prakash Rao, Deputy Director of SIIB, graciously facilitated the guests.

Contributing to the delightful ambience, Dr. Alka Maurya, Director, SIIB acknowledged the contributions of everyone who helped build the strong foundation of SIIB and encouraged the aspirations of the students. Subsequently, Dr. Asmita Chitnis addressed to the audience, extending her best wishes to the students for their future endeavours.

FOUNDATION DAY



Taking the stage, Mrs. Manju Pendharkar greeted the audience. Her voice resonated as she shared a quote by the great sitar maestro Pandit Ravishankar: "What is sound when stretched, Music. Movement, when stretched, is dance. The mind when stretched is meditation, and life when stretched is celebration." With these profound words setting the tone, she invited the esteemed shehnai maestros, Mr. Nitin Daithankar and Mr. Amol Nigam, along with the Tabla maestro, Mr. Aniruddha Deshpande, to enthral the audience with their melodious fusion of Indian classical music.

Mr. Daithankar, a fourth-generation shehnai player and owner of a renowned band that introduces youngsters to fusion music through captivating performances, joined forces with Mr. Nigam, another international performer.

Accompanying them was Mr. Deshpande, a gold medallist in MA Tabla and a professor at Symbiosis Viman Nagar, who boasts two decades of experience honing his craft under the guidance of Pt. Arvind Kumar Azad. Together, they delivered a breath-taking performance of Raag Vairaagi Bhairav, leaving the audience mesmerized.

Next, the audience welcomed Mr. Amritanshu Dutta, an Indian side guitarist, accompanied by Mr. Sandeepan Mukherjee, a tabla master. They performed Raag Nat Bhairav, captivating every soul. Each note and movement transported the audience to a realm of pure artistry and emotion.

Following the captivating performance, the stage transitioned to welcome the esteemed violinist, Mrs. Anjali S. Rao, accompanied by the talented Tabla player, Mr. Sourabh Gulavani. Mrs. Rao, a renowned violinist and recipient of numerous national and international accolades, took center stage. Her soulful violin notes intertwined flawlessly with Mr. Gulavani's rhythmic Tabla beats, creating a mesmerizing symphony. The audience was spellbound, completely captivated by the musicians' passionate performance.

FOUNDATION DAY



The festivities reached a joyous peak, with the audience cheering wildly for the performers. All the musicians converged on stage, each wielding their master instrument. With a captivating twist of Bollywood flair woven into the classical masterpiece, Raag Bhairavi, they created a symphony that vibrated through the air.

The audience, utterly enthralled, erupted in a thunderous standing ovation, filling the auditorium with the rapturous applause.

The 32nd Foundation Day celebration of SIIB was a great success. The audience enjoyed the artistry and renowned sense of unity among the SIIB family.

The spellbinding performances by esteemed and accomplished musicians showcased the vibrant heritage of Indian classical music, where traditional and modern melodies intertwined to create a captivating symphony.

As the festivities drew to a close, attendees left with a renewed sense of appreciation for the institute.

Committee and Cultural Club Announcements

Corporate Relations Team



Soumya Nag Choudhary, Priyesh Singh, Yashashwi Sharma, Vansh Dhir, Shivam Dutt Gautam, Nancy, Kiran Sara Thomas, Krishnapriya Rammohan, Akshat Sethia, Shruti, Pradeepthi S, Aman Kumar, Chandrakanth H R, Sushanth S K, Anisha Sangamnerkar, Tanushree Bhindwale, Pavni Arora & Smruti Ramachandran

Alumni Relations Team



Ujjwal Verma, Ananya Sharma, Vaibhav Shukla, Amishi Verma, Ruhi Gore & Soham Sharma

Public Relations & Media Team



M Purnendra Kumar, Abhinav Singh, Akshita Chhoker, Harshita Tyagi, Ananya Dubey, Ujjwal Gupta, Shivanshu Singh, Maitri Dave, Chaitanyamayi Pandey & Itishri Aggarwal

Committee and Cultural Club Announcements



E-CELL

Kunal Korde, Shruti Fulzele, Ishant Arya, Nandini Doshi, Tushar Khandelwal, Abhinav Bhausaheb Khot, I.Jaswanth Sai & Lagnajeet Tripathy

IGNISENSE

Deepali Yadav, Kumkum Mantri, Swayandipta Das, Esha Bajaj, Saiyukta Nimbalkar, Rupaam Saha, Suraj Rahane, Rohan Navnath Jagadale, Simarjeet Singh, Rajashmita Roy, Garima Bora, Sreejita Roy, Samyukta Nair, Nitish Chauhan, Aditya More, Rishav Paul, Shashwat Singh, Dharmil G., Harsh A., Sejal B., Divyanshi S.



KSHITIJ

KSHITIJ

Inchara S, Anuja Ghatela Advait K., Tejashree D., Noorbhasha Jasmin , Vedant Dave, Darshan Pradip Bhole, Eesha Joshi, Saumya Warhadkar, Sanket Timane, Sreejani, Varshun Kaul, Manasa Avula, Amritesh Singh, Dhananjay JaiPrakash Nair

SPORTS COMMITTEE

Akash Pandey, Piyush Mandloi, Purvesh Sahukar, Rishav Khandelwal, Rohan Singh Chauhan, Sanket Vilas Desai, Saswat Swayam Pragyan, Shreyash Sahasrabuddhe, Aryananda S, Deekshith Kumar D, Mansi Arya, Sucheta, Bishal Das



Committee and Cultural Club Announcements



I-BEATS

Nischal Karn, Aditya Kumar, Sanghamitra Nanda, Akash Pandey, Rajashmita Roy, Jahanvi Thakre, Saumya Sengar, Anuja Ghatale, Maitri Dave, Shreyanshi Sarkar, Samanwita Das, Mukul, Aryananda SR, Kumkum Mantri, Somani Bhuvaneswari, Ankush Karn & Akshay KV

RAAG

Tejashree Deshpande, Udita Debbarma, Somya Nag Choudhury, Udit Raj, Vaibhav Shukla, Atharva Kelkar, Ujjwal Verma Mark Roy, Mukund Parashar,

Mark Roy, Mukund Parashar, Harshvardhan Joshi & Arnav Chimankar



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SPARSH

Neha Jena, Vikram Vitthal Yadav, Swati Mutnuru, Udita Debbarma, Aryan Paul, Nisu Grace Sunu, Rohit Bhattacharya, Harsh Kumar Vashisth Sayoni Sengupta, Divya Rathi & Rajiv Giri

DRISHYAM

Harsh Dwivedi, Manasvi Singh, Gargi Jajoo, Adarsh Tripathi, Nishtha, Jaswanth Inkollu, Divyanshi Sharma, Aniket Kulmethe, Saumyashree Atmadeep Upadhyay, Vedant Dave, Manish Gotpagar, M. Purnendra Kumar, Samanwita Das, Pratiksha Pathade, Priyal Khanna



Student Club Announcements



MARKADICTION

Yash Khandelwal, Anjali Singh, Mukul Pathak, Rohan Singh Chauhan, Shagun Tikoo, Aditi Bhole, Udit Raj, Shivanshi Shaw & Nupur Goyal

FinEquity

Nandini Doshi, Vikram Yadav, Harshvardhan Joshi, Nikhil Agarwal, Siddhartha Johri, Anoushka Swamy, Inchara S Gagan Hegde





INTERNATIONAL BUSINESS

Varshun Kaul, Srishti Gaipuria, Saumya Sengar, Tejashree Deshpande, Saumya Warhadkar, Simran Kaur, Akshay Ajit & Rajnandini Sonawane

HRConnect

Eesha Joshi, Aaryan Paul, Neha C, Saumyashree



Student Club Announcements



AAROHAN

Gargi Jajoo, Aryan Srivastava, Aakrit Nagari, Kaushik Patoliya, Aman Bansal & Rishika Pal

AGROBIZ

Sneha Rai, Uddhav Pradhan, Subhajit Chowdhary, Diksha Sharma, Atharva Kelkar, Atmadeep Upadhyay





E&E CLUB

Varad Patil, Arunima Kapas, Yogitha Yadav, Bishal Das, Jibin Koruthu & Anisha Sangamnerkar

Alumni Meet 2022 - 24









"A reunion is an occasion to honor enduring connections and celebrate the milestones that unite us"

The Batch of 2022-24 reunited on 29th July 2024 for an unforgettable get-together. From catching up with Director, Dr Alka Maurya, Dy Director, Dr Prakash Rao, and esteemed faculty members to creating new memories, it was a day filled with laughter, joy, and nostalgia. Here's to the bonds that last a lifetime!

TIMELINE OF WORKSHOPS

- 4th July 2024 Ms. Shruti Jalan, NCDEX
- 6th July 2024 Ms. Deepali Gunye, Versatile Professional
- 6th July 2024 Mr. Vijaykumar Chole, BVG Life Sciences
- 13th July 2024 Mr. Balaji Reddie, Versatile Professional
- 13th July 2024 Mr. Mukul Diwakar, Reliance Industries Ltd.
- 13th July 2024 Mr. Sachin Bendre, Versatile Professional
- 13th July 2024 Mr. Sandesh Banger, Hipertap Consulting
- 13th July 2024 Ms. Khyati Sahu Vyas, Versatile Professional
- 13th July 2024 Mr. Aroha Kulkarni, Ignisense EcoEnergy LLP
- 20th July 2024 Mr. Sushovan Sarkar, Hell Energy

- 20th July 2024 Mr. Arun Bhanumurthy, Deepak Fertilizers and Petrochemicals Limited
- 20th July 2024 Mr. Avishek Gupta, Weikfield Foods Pvt. Ltd.
- 20th July 2024 Mr. Mahendra Kadam, Tata Motors
- 20th July 2024 Ms. Diya Sengupta, Accenture Strategy
- 20th July 2024 Mr. Pankaj Kedia, RP Sanjiv Goenka Group
- 27th July 2024 Mr. Rahul Tiwari, Pidilite
- 27th July 2024 Mr. Dhananjay Edakhe, Inera Crop Science Ltd.

TIMELINE OF GUEST LECTURES

- 27th July 2024 Mr. Atul Jindaani, Marsh India
- 27th July 2024 Mr. Vimal Panjwani, AgriVijay
- 30th July 2024 Prof. A.F. M. Jalal Ahamed, Skovde School of Business

Introduction and Genesis of Commodity Derivatives Market



Ms. Shruti JalanManager, NCDEX



The session on commodity derivatives market and evolution highlights the dynamic nature of market regulations and we got an understanding of how SEBI's influence helps us to appreciate the regulatory environment's impact on market operations and growth.

On 4th July, 2024, Ms Shruti Jalan conducted a workshop on the topic "Introduction and Genesis of Commodity Derivatives Market" for the batch of MBA Agribusiness 2023-2025. She started by explaining to students the evolution of the commodity derivatives market in the Indian context.

She informed the students that commodities like cotton, jute, potatoes, etc. were banned before 1980 trading and later government played a crucial role in abolishing such rules further, it extended the list of trading commodities with the later merger of SEBI-FMC. She continued to explain how and when SEBI permitted the launch of options contracts and the launch of options trading & Institutional participation permission.

In addition, she provided knowledge about the commodity market ecosystem is an interconnected web of participants, markets, and processes that facilitate the trading of physical goods and financial instruments tied to those goods. It plays a crucial role in global economic stability and growth by providing mechanisms for price discovery, risk management, and efficient allocation of resources.

She also gave insights about products like oil, gold, agricultural products, and natural resources which are included in the commodity market ecosystem. She continued that the regulators of the system are SEBI/WDRA. These regulators ensure the integrity, transparency, and smooth functioning of the commodity markets, protecting the interests of investors and participants.

Advanced Key Performance Indicator (KPI)



Ms. Deepali Gunye

Versatile Professional



On July 6th, 2024, Ms. Deepali Gunye conducted a workshop for the Finance Batch at SIIB on Advanced KPIs. The session covered KPI fundamentals, their application in financial analysis, and advanced Excel tools, equipping participants with practical skills for their careers.

On 6th July, 2024, the MBA International Business Finance Batch of 2023-25 at SIIB actively participated in a workshop conducted by Ms. Deepali Gunye on the Advanced Key Performance Indicator (KPI). The session was meticulously designed to bridge the gap between theoretical knowledge and practical application, emphasizing the significance of KPIs in contemporary financial analysis.

Ms. Deepali, a seasoned expert in financial analytics, began by outlining the fundamental concepts of KPIs, stressing their role in measuring and evaluating the performance of various business processes. She highlighted the importance of selecting relevant KPIs tailored to specific organizational goals and strategies.

A significant portion of the workshop was dedicated to demonstrating the practical application of different tools on Microsoft Excel for effective KPI tracking and analysis. Ms. Deepali showcased advanced Excel functionalities, including pivot tables, conditional formatting, and data visualization techniques, which are instrumental in transforming raw data into actionable insights.

The workshop was highly interactive, with Ms. Deepali addressing queries and providing personalized guidance, ensuring that each participant could maximize their learning experience. By the end of the session, students felt more confident in their ability to leverage advanced KPIs and Excel tools in their professional careers, equipping them with a competitive edge in the financial industry.

Mega Food Park Strategy, Schemes, and Opportunities



Mr. Vijaykumar Chole

Vice President BVG Life Sciences



The session provided insights into how the Mega Food Park Scheme modernizes food processing infrastructure from farm to market, emphasizing an integrated "Farm to Fork" approach in the food supply chain.

On 6th July, 2024, the MBA Agribusiness Batch of 2023-25 at SIIB participated in a workshop by Mr. Vijaykumar Chole on "Mega Food Park Strategy, Schemes, and Opportunities". The session provided insights into how the Mega Food Park Scheme modernizes food processing infrastructure from farm to market. The "Farm to Fork" idea was introduced, emphasizing an integrated approach to the food supply chain, including retail, consumer consumption, processing, distribution, and production.

Mr Chole highlighted the Mega Food Park Scheme's (MFPS) objective is to provide state-of-the-art infrastructure, ensuring a smooth farm-to-market value chain. The plan focuses on building infrastructure close to farmers, improving logistics, and establishing centralized processing plants. He described the benefits for companies, such as market expansion, better supply chain management, and access to modern infrastructure, especially for organic products.

Mr. Chole presented the effectiveness of the Satara Mega Food Park initiative through case studies and success stories, showcasing services to esteemed clients like Rashtrapati Bhavan and the Prime Minister's House. He highlighted BVG Group's strong cooperation with government organizations for smooth regulatory approval and commercial assistance.

The session concluded with an engaging Q&A, allowing participants to ask Mr. Chole questions. Participants appreciated the detailed information and valuable knowledge, leaving with a deep understanding of the Mega Food Park program and its opportunities to enhance the food industry.

Strategic Supply Chain Model by Fisher's Model



Mr. Balaji Reddie

Versatile Professional with expertise in Supply Chain Management



The workshop focused on Fisher's Strategic Supply Chain Model, emphasizing aligning supply chain strategies with product demand to optimize performance and enhance customer satisfaction.

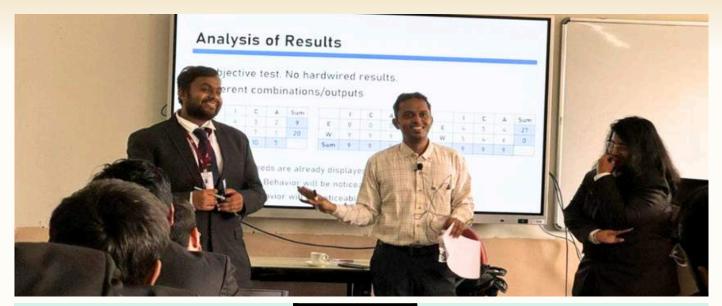
On 13th July, 2024, the Batch of 2023-25 at SIIB actively participated in a workshop conducted by Mr. Balaji Reddie on the Strategic Supply Change Model by Fisher's Model. The session aimed to provide insights on aligning supply chain strategies with product demand patterns to optimize performance and enhance customer satisfaction.

This model, created by Marshall Fisher, successfully aligns supply chain strategy by classifying products according to their demand patterns. The objective is to optimize performance and satisfy customers by customizing supply chain strategies for various product categories. Understanding the nature of demand is emphasized heavily in Fisher's model, focusing on the product life cycle, demand predictability, and supply and demand hazards. By considering these factors, businesses may manage their supply chains more swiftly and efficiently.

The workshop also emphasized the importance of a balance between the physical role of the supply chain and the role of a market intermediary. Product design, sourcing, processing, assembly, packaging, and shipping are physical activities. Market intermediation ensures that the right goods are offered at the right time and in the right place to meet the needs of consumers.

Attending the workshop provided students with in-depth information on combining product characteristics and supply chain strategy. They were better informed about optimizing operations, increasing productivity, and improving customer satisfaction by learning real-world applications of Fisher's model. Mr. Balaji Reddie's interactive discussions and practical examples gave the students the tools to succeed in challenging supply chain situations.

Public Relations



Mr. Mukul Diwakar

Business Development Team Lead, Reliance Industries Ltd.



The session focused on developing interpersonal skills essential for professional success using the FIRO-B model to predict and understand group behavior, emphasizing affiliation, control, and inclusion. It covered value systems, self-concept, and how emotions influence behavior and team performance.

On 13th July, 2024, Mr. Mukul Diwakar, a Distinguished Alumnus of 2011, conducted a workshop on Public Relations for the MBA International Business Marketing Batch of 2023-25. The session focused on developing the interpersonal skills essential for professional success.

Mr. Diwakar began by describing different people and emphasizing the value of interpersonal skills. He discussed the Fundamental Interpersonal Relations Orientation-Behavior (FIRO-B) model, created by William Schutz in 1958 for the US Navy. The model helps predict and understand group behaviour by focusing on the basic requirements of affiliation, control, and inclusion.

The workshop introduced the principles of FIRO-B and its assessment tools for interpersonal behaviour. Mr. Diwakar explained how interpersonal orientation and the satisfaction of needs beyond physiological, such as safety, competence, and acceptance, affect work relationships.

Students discussed how to perceive and consider interpersonal relationships in their development stage. Mr. Diwakar provided examples from the business world to show the FIRO-B model's real-world applications. He also led exercises to improve students' understanding of interpersonal dynamics by analyzing FIRO-B sheets.

The final topics of the workshop were value systems, self-concept, and how emotions influence behaviour and team performance. After the workshop, students gained a better understanding of the subtleties of interpersonal communication and the skills necessary to handle and negotiate business relationships more skillfully.

July 13th, 2024

Cultural Fit and Employee Selection: Implications for Organizational Success



Mr. Sachin Bendre

Generalist and HR Business Partner



The session focused on the importance of understanding workplace culture and its role in organizational success. It emphasized fostering a positive work environment, attracting top talent, and enhancing employee engagement, motivation, and retention through effective recruitment, onboarding, and induction programs.

On 13th July, 2024, the MBA International Business Human Resources Batch of 2023-25 at SIIB engaged in a workshop conducted by Mr. Sachin Bendre on "Cultural Fit and Employee Selection: Implications for Organizational Success." The session elucidated the importance of understanding workplace culture and its role in organizational success.

Mr. Bendre began by exploring workplace culture, highlighting the significance of fostering a positive work environment. He emphasized that a good cultural fit leads to increased employee engagement, motivation, and productivity, enhancing overall performance.

The workshop focused on how a robust workplace culture attracts top talent. Mr. Bendre explained that a healthy culture not only attracts suitable candidates but also enhances their experience and retention. Conversely, employees who do not fit the culture may feel isolated, reducing effectiveness and increasing turnover rates and costs for the organization.

A crucial point was the importance of establishing a reputation for a positive work culture. Mr. Bendre highlighted the need to communicate the organization's values and expectations during recruitment and onboarding. He stressed the role of induction programs in integrating new staff and ensuring alignment with the organizational culture.

In summary, the session imparted practical insights and best practices for cultivating and sustaining a positive work culture. Participants gained valuable knowledge to contribute to their future organizations by nurturing a healthy and productive work environment.

Mergers and Acquisitions (M&A): Insights and Practical Applications



Mr. Sandesh Banger

Founder and Lead Trainer Hipertap Consulting



The session focused on providing a comprehensive understanding of M&A concepts and their practical business implications, including reverse triangular mergers and their strategic impacts. It emphasized due diligence, effective communication, and negotiation skills, using real-world examples like the Twitter (X) acquisition and PVR INOX merger.

On 13th July, 2024, the MBA International Business Finance Batch of 2023-25 at SIIB participated in a workshop by Mr. Sandesh Banger, Founder and Lead Trainer at Hipertap Consulting. Titled "Mergers and Acquisitions (M&A): Insights and Practical Applications," the session aimed to provide a comprehensive understanding of M&A concepts and their practical business implications.

The workshop began with an exploration of M&A concepts, such as reverse triangular mergers and their strategic impacts. Mr. Banger emphasized understanding these concepts to navigate M&A processes, highlighting their organizational impact. He used real-world examples, including the Twitter (X) acquisition and the PVR INOX merger, to illustrate M&A processes.

Strategic motivations behind M&A, like growth and competitive advantage, were discussed, as well as challenges like cultural integration and regulatory hurdles. The importance of due diligence, effective communication, and negotiation skills in M&A transactions was emphasized.

In summary, the workshop provided practical insights and best practices for successful M&A transactions. Participants gained valuable knowledge, preparing them to navigate the complexities of mergers and acquisitions and excel in the field.

Environmental, social and Governance (ESG) in Agriculture



Ms. Khyati Sahu Vyas

Sustainability Lead Freshways



Students from the MBA Agribusiness batch participated in a workshop conducted by Ms. Khyati Sahu Vyas on Environmental, Social, and Governance in agriculture. The session covered the significance of ESG, the GHG Protocol, and career guidance, equipping students with insights and knowledge for careers in agribusiness.

On 13th July, 2024, students of the MBA Agribusiness batch of 2023-2025 enthusiastically participated in a workshop conducted by Ms. Khyati Sahu Vyas on the topic "Environmental, social and Governance (ESG) in Agriculture". The workshop aimed to elucidate the significance of ESG in the agribusiness sector and provide guidance for pursuing a career in this field.

The objective of the workshop was to sensitize the students about the importance of ESG (Environmental, Social, and Governance) within the agribusiness sector and to guide them on how to make a career in the same. Major themes included sustainability, the company-level importance of ESG, the regulatory push behind ESG, and career guidance in ESG.

Moreover, Ms. Vyas provided a comprehensive overview of the Greenhouse Gas (GHG) Protocol, focusing on its agricultural guidance and the global standard for carbon accounting. She elaborated on GHG emissions categorization by scope, illustrating the concept with examples from food companies like Britannia.

Later on in the session, Ms Vyas highlighted the crucial ESG factors for long-term and sustainable financial success, increasingly demanded by stakeholders for responsible business practices. She emphasized that ESG builds trust and reputation, attracting investments.

The workshop concluded with students gaining a thorough understanding of the critical role of ESG in agribusiness, equipping them with valuable insights and practical knowledge to pursue careers in this evolving field.

Understanding and Evaluating Options to Reduce Energy Costs



Mr. Aroha Kulkarni

Partner
Ignisense EcoEnergy LLP



Key topics included ESG management, sustainable energy practices, and strategies for evaluating cost reduction. Students acquired practical knowledge about energy systems and financial frameworks to optimize energy production and consumption effectively.

On 13th July, 2024, the MBA- Energy & Environment Batch of 2023-25 at SIIB actively participated in a workshop conducted by Mr Aroha Kulkarni on the topic of "Understanding and Evaluating Options to Reduce Energy Costs". The session aimed to provide valuable insights into managing electricity expenses and exploring strategies for cost reduction.

The workshop covered a wide array of topics such as Environmental, Social and Governance (ESG) management, ESG and sustainability, and responsible Artificial Intelligence with a bulk of the focus being on how energy may be optimally produced and utilised at the most affordable costs. The workshop seamlessly weaved finance and energy into one conceptual framework.

Thereafter, Mr. Kulkarni guided students through the various methods of evaluating options to reduce the energy costs of a company. The participants were also briefed about where the current energy systems were lacking and how distribution companies were making efforts to prevent energy wastage. Through the use of statistical models, Mr. Kulkarni demonstrated how the energy costs of a grid could be significantly lowered. He also talked about concepts like wheeling, incremental consumption rebate, wind energy and the evaluation of carbon footprints.

To conclude, the workshop equipped participants with the practical knowledge and skills necessary to implement energy cost reduction methods in real-world scenarios. Additionally, they gained insights into the financial framework of energy production, distribution and consumption in the world today.

GTM Marketing Strategy



Mr. Sushovan Sarkar

National Key Account Manager Hell Energy



On July 20th, 2024, SIIB's MBA-IB Marketing Batch attended a workshop conducted by Mr. Sushovan Sarkar on GTM Marketing Strategy, covering essential marketing concepts, risks of marketing, private labeling, and market research, offering practical insights and real-world applications within FMCG industry.

On 20th July, 2024, the MBA International Business Marketing Batch of 2023-25 at SIIB actively participated in a workshop conducted by Mr. Sushovan Sarkar on the topic "GTM Marketing Strategy". The session aimed to provide valuable insights into the goto-market strategy adopted by some leading companies in the FMCG industry.

The workshop explored important questions such as why a company want to go international, understanding what the needs in a market, how marketing benefits a business and the essential elements of marketing one needs to keep in mind when formulating their strategy; which he brilliantly explained with the help of real-life examples.

Mr. Sarkar enlightened the students about how a marketing strategy needs to be carefully planned. He talked about the risks of marketing myopia that plagues several startups and how to avoid them. Mr Sarkar also emphasised significantly the importance of private labelling and the importance of having proper channels between the manufacturers and consumers. He explained how market research and data availability could significantly set one ahead of their competitors. Additionally, he covered topics like gondola marketing, pillar branding, the importance of product packaging and colour coding of FMCG products in the market.

To conclude, the workshop equipped participants with the practical knowledge and skills necessary to implement effective marketing strategies in real-world scenarios. Additionally, they gained insights into the wider framework of marketing using which businesses intend to succeed in the world today.

Gearing to the Corporate World - Putting Them to Practice



Mr. Arun Bhanumurthy

Executive Vice President of Strategy and Transformation Deepak Fertilizers and Petrochemicals Limited



SCM and Agriculture Business Batch attended a workshop conducted by Mr. Bhanumurthy. It focused on bridging academic knowledge and corporate practice, SCM strategies, the Pareto Principle, and behavioral competency through interactive discussions preparing students for corporate challenges.

On 20th July, 2024, Mr. Arun Bhanumurthy, conducted a workshop for the students of MBA International Business, Supply Chain Management and Agri Business Batch 2023-2025 on the topic "Gearing to the Corporate World - Putting Them to Practice," aimed to bridge the gap between academic knowledge and practical corporate applications.

The session began with a brainstorming activity where students actively participated, discussing the themes of the workshop. Mr Bhanumurthy guided the discussions towards the importance of corporate mindset and the practical application of theoretical knowledge in real-world scenarios. Mr. Bhanumurthy elaborated on SCM strategies and the significance of adapting these strategies to meet corporate demands.

Students engaged in practical exercises designed to simulate real-world corporate challenges. A significant part of the workshop was dedicated to understanding the Pareto Principle (80/20 Rule) and its relevance in prioritizing tasks and resources, the five whys were explained in detail and the importance of developing behavioural competency was discussed.

The workshop provided a comprehensive overview of the practical aspects of SCM and AB, equipping students with the knowledge and skills necessary to excel in their future careers. Through interactive sessions, real-life examples, and practical exercises, Mr Arun Bhanumurthy effectively bridged the gap between theory and practice, preparing SIIB students to confidently step into the corporate world.

International Marketing



Mr. Avishek Gupta

Manager - International Business Weikfield Foods Pvt. Ltd.



Marketing students attended a highly engaging workshop by Mr. Avishek Gupta on international marketing. The session offered a comprehensive understanding of global market research, entry strategies, branding, and cultural impacts on marketing. It concluded with an Q&A, providing insights and practical advice.

On 20th July, 2024, Mr. Avishek Gupta, a seasoned expert in international marketing conducted a workshop for the students of MBA-International Business, Marketing, Batch 2023-2025 on "International Marketing." The workshop aimed to provide a comprehensive understanding of international marketing strategies and practices.

Mr. Gupta began the session by emphasizing the importance of global market research and understanding diverse consumer behaviours. He elaborated on various market entry strategies, including exporting, joint ventures, and direct investment, highlighting the pros and cons of each approach.

A significant portion of the workshop was dedicated to branding in international markets. Mr. Gupta discussed the challenges of maintaining brand consistency while adapting to local cultures. He provided practical examples of successful global brands and their strategies for localization, emphasizing the balance between global brand identity and local relevance.

Mr. Gupta also addressed the impact of cultural differences on marketing strategies. He introduced Hofstede's Cultural Dimensions theory to illustrate how cultural nuances can affect consumer preferences and purchasing behaviour.

The workshop concluded with an interactive Q&A session, where students posed questions about real-world challenges in international marketing. Mr. Gupta's insights and practical advice were highly appreciated, making the workshop a valuable learning experience for all attendees.

Union Management and Labour Economics



Mr. Mahendra Kadam

Consultant Tata Motors



Mr. Mahendra Kadam conducted a workshop where he detailed the role, structure, and challenges of labour unions, and discussed labour economics, including wage determination and the impact of unions on job security and income inequality, emphasizing policy implications and practical applications.

On July 20th 2024, Mr. Mahendra Kadam, Consultant, Tata Motors conducted a workshop for the students of MBA-International Business, Human Resource, Batch 2023-25 on the topic "Union Management and Labour Economics", exploring the relationship between labour unions and economic principles governing labour markets. He began by defining labour unions and explaining their role in advocating for workers' rights, better wages, and improved working conditions.

Mr. Kadam detailed the organizational structure and functioning of unions, including their local, national, and international affiliations. He discussed strategies such as collective bargaining, strikes, and negotiations, while also highlighting the challenges unions face, including declining membership and employer resistance, and proposing strategies to strengthen union influence.

The workshop then shifted to labour economics, starting with an overview of the field, covering labour supply and demand, wage determination, and employment levels. Mr. Kadam analyzed the impact of unions on labour market outcomes, noting their role in improving job security, reducing income inequality, and promoting social justice. He discussed relevant economic theories like human capital theory and efficiency wage theory, explaining how these theories help understand worker and employer behaviour.

Policy implications were also examined, with a focus on labour policies, government regulation, and fair labour practices. These examples provided a practical application of labour economic theories, offering a comprehensive understanding of the complexities of union management and labour economics. Mr Kadam's expertise and practical insights emphasized the importance of effective union management in achieving equitable labour market outcomes.

Measuring Governance in ESG



Ms. Diya SenguptaAPAC Market Lead, Accenture Strategy



The workshop provided valuable insights into pursuing a career in the ESG sector within agribusiness. Participants were guided on the various career paths available, the skills needed, and the opportunities that ESG principles create in the evolving agribusiness landscape.

On 20th July, 2024, Ms Diya Sengupta conducted a workshop on Measuring Governance in ESG for the MBA Energy and Environment, Batch 2023-2025. She began by introducing ESG and familiarizing the students with the concept of governance within ESG, highlighting its impact on daily operations and executive expectations. Ms. Sengupta provided detailed knowledge on mandatory reports, the implementation of ESG, challenges in ESG preparedness, shifting sustainable regulations, and effective ESG management. She further provided insights into responsible AI, emphasizing how it aids in data provision and the automation of manual work. The workshop equipped students with a comprehensive understanding of governance in ESG and the role of AI in enhancing ESG processes.

In conclusion, Ms. Diya Sengupta's workshop on Measuring Governance in ESG offered a thorough exploration of the role and impact of governance within ESG frameworks. By delving into mandatory reports, implementation challenges, and evolving sustainability regulations, Ms Sengupta highlighted the complexities organizations face in ESG preparedness. Her insights into responsible AI underscored its transformative potential in automating tasks and enhancing data management. The session also emphasized the crucial integration of non-financial metrics with financial forecasting, stressing the need for leadership to access comprehensive ESG information for informed decision-making.

Indian Financial Markets



Mr. Pankaj Kedia

Group Vice-President - Investor Relations, RP-Sanjiv Goenkar Group



On July 20th, 2024, Mr. Pankaj Kedia conducted a workshop on "Indian Financial Markets" for the MBA Finance Batch. He covered market trends, asset classes, and risk management, providing practical insights and engaging with participants through real-life examples and a Q&A session.

On 20th July, 2024, the MBA International Business Finance Batch of 2023-25 at SIIB actively participated in a workshop conducted by Mr Pankaj Kedia, VP, of Investor Relations, RP Sanjiv Goenka Group. The session, centred on "Indian Financial Markets," aimed to provide a comprehensive understanding of the Indian financial market and its recent developments.

The session began with an overview of the current market scenario, highlighting key trends and challenges. Mr Kedia delved into the intricacies of the Indian stock market, discussing factors influencing market fluctuations and sharing expert tips for making informed investment decisions.

The workshop covered various asset classes, including equities, derivatives, and mutual funds, providing participants with a comprehensive understanding of the financial landscape. Mr. Kedia also shared his expertise on risk management strategies and the importance of diversification in investment portfolios.

Throughout the session, Mr. Kedia engaged with participants, addressing their queries and sharing real-life examples to illustrate key concepts. The workshop concluded with a Q&A session, where attendees sought guidance on navigating the complexities of the Indian financial markets.

Overall, the workshop provided valuable insights and practical knowledge, empowering participants to make informed decisions in the ever-evolving Indian financial markets. Mr. Kedia's expertise and engaging presentation style made the session both informative and engaging.

Future of Marketing



Mr. Rahul Tiwari

Senior Manager- Corporate Strategy, Pidilite



As marketing strategies evolve, ethical considerations around data privacy and transparency are becoming more critical. Mr. Tiwari stressed the importance of maintaining consumer trust by adhering to ethical practices, being transparent about data usage, and ensuring compliance with regulations to build and sustain positive brand relationships.

On 27th July, 2024, the MBA International Business Batch of 2023-25 & 2024-26 at SIIB actively participated in a workshop conducted by Mr. Rahul Tiwari on the topic of "Future of Marketing." The workshop covered the various emerging trends in the field of marketing. Mr Tiwari began with an overview of current marketing practices, highlighting the shift from traditional methods to digital-first strategies.

He emphasized the increasing importance of data-driven decision-making and the role of artificial intelligence in personalizing customer experiences. His presentation included case studies demonstrating the successful integration of AI and machine learning in marketing campaigns. Mr Tiwari stressed that since the future is unknown, innovation is the only way forward.

The workshop also covered the rise of immersive technologies like augmented reality (AR) and virtual reality (VR), which are transforming consumer engagement. Mr. Tiwari provided practical tips for leveraging these technologies to create innovative and interactive marketing experiences.

Interactive Q&A sessions allowed participants to delve deeper into specific topics, such as ethical considerations in data usage and the future of influencer marketing. Overall, the workshop provided valuable insights and actionable strategies for navigating the evolving marketing landscape, leaving attendees well-equipped to adapt and thrive in the future.

Bio-Agriculture/Sustainable Agriculture



Mr. Dhananjay Edakhe

Business Head Inera Crop Science Ltd.



The workshop provided valuable insights into the critical role of digital tools and climate-resilient strategies in enhancing sustainable agriculture, highlighting practical applications and future trends. The session offered the students of Agribusiness a comprehensive understanding of sustainable agriculture.

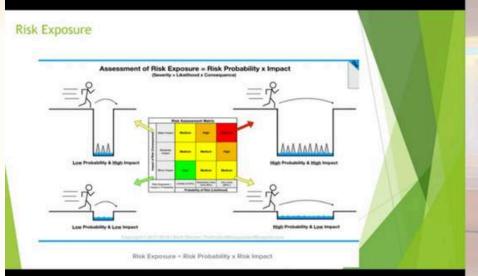
On 27th July, 2024, Mr Dhananjay Edakhe, Business Head at Inera Crop Science Ltd. by Absolute AG, conducted a workshop on "Bio-Agriculture/Sustainable Agriculture" for the MBA- Agri Business & MBA-Energy & Environment, Batch 2023-2025.

Mr. Edakhe shared insights on leveraging digital tools and climate-resilient strategies in agriculture. He emphasized the importance of technology and data-driven solutions in modern agriculture, highlighting a boost in productivity and research through significant investments. He discussed natural farming practices and the development of digital public infrastructure.

The workshop also covered key highlights in the agricultural sector, including the role of digital infrastructure in credit accessibility and support for flood irrigation. Mr. Edakhe provided practical examples of how climate-resilient crop varieties can enhance sustainability.

The session was highly engaging and informative, offering students a comprehensive understanding of current trends and future directions in sustainable agriculture. Mr. Edakhe's insights were highly appreciated, making the workshop a valuable learning experience for all attendees.

Advanced Key Performance Indicator (KPI)





Mr. Atul Jindaani

Senior Vice President Marsh India



Mr. Atul Jindaani's guest lecture on "Insurance and Risk Management" covered the corporate insurance ecosystem, risk assessment formulas, and key insights from the Global Risks Report 2023, including economic, societal, and environmental risks.

On 27th July, 2024, the batch of 2023-2025 attended a guest lecture conducted by Mr Atul Jindaani, an alumnus from the Batch of 2003-2005 and the Senior Vice President at Marsh India Credit Specialties. The lecture focused on "Insurance and Risk Management."

Mr. Jindaani covered the corporate insurance ecosystem, emphasizing risk consulting, insurance necessity, and risk exposure assessment using a formula to evaluate risks based on probability and impact.

He highlighted key points from the Global Risks Report 2023, including economic risks, societal impacts, geopolitical tensions, and environmental concerns. He also discussed notable bankruptcies and regional insolvency risks.

Atul Jindaani's guest lecture bridged theoretical knowledge and practical applications in insurance and risk management, providing valuable insights to SIIB students.

Recent Trends in Agriculture Technology Market & Catching Up with Business & Sustainability Goals



Mr. Vimal Panjwani

Founder & CEO, AgriVijay



On July 27th, Mr. Vimal Panjwani conducted a guest lecture on "Recent Trends in Agriculture Technology Market" for the Batch of 2024-26 at SIIB. He covered industry growth, funding, and his company's mission to offer renewable energy solutions to farmers. The session included engaging discussions and valuable insights into the agri-tech start-up ecosystem.

On 27th July, 2024, the Batch of 2024-26 actively participated in a guest lecture conducted by Mr Vimal Panjwani on the topic of "Recent Trends in Agriculture Technology Market and Catching Up with Business & Sustainability Goals." The guest lecture started with a welcome address by Ms Saumya Sengar, followed by an interactive session by Mr Panjwani. The lecture covered a wide array of topics that delved into the larger start-up ecosystem in India, the growing agri-tech industry, and the potential for growth in the industry. Mr Panjwani briefed the students on the various government and private institutions that fund such start-ups and how one may approach them.

Thereafter, Mr Panjwani explained how AgriVijay started their business and how they operate in the market. He showcased his array of products and services and reiterated his mission – "to make renewable and green energy products available, affordable, and accessible for all farmers."

The participants gained valuable insights from Mr Panjwani and interacted enthusiastically to learn more about the start-up environment in India. Additionally, they actively engaged in discussions throughout the lecture, enriching their learning experience.

Digital Transformation & Digital Servitization of Small and Medium Enterprises (SMEs)



Prof. A.F. M. Jalal Ahamed

Associate Professor, Skovde School of Business, University of Skovde



On July 30th, 2024, Prof. A. F. M. Jalal Ahamed conducted an online guest lecture for the MBA IB Batch on digital transformation and servitization for SMEs. The session covered digital strategies, case studies, and practical tools to help SMEs adapt and innovate in the digital age.

On 30th July, 2024, Prof. A. F. M. Jalal Ahamed, from the University of Skovde, Sweden, conducted an online guest lecture on digital transformation and digital servitization of small and medium enterprises (SMEs) for the MBA International Business Batch of 2024-26. The guest lecture began with an introductory address by Ms. Shruti Fulzele Niranjan. Prof. Ahamed then began the session, which aimed to equip the students with the knowledge and skills to navigate the digital landscape and stay competitive in the business world.

Prof. Ahamed began by highlighting the importance of digital transformation in today's business environment, emphasizing the need for SMEs to adapt and innovate. He then delved into the concept of digital servitization, explaining how SMEs can leverage digital technologies to create new service offerings and revenue streams.

Through interactive presentations, case studies, and group discussions, participants gained insights into digital strategies, digital marketing, and data analytics. Prof. Ahamed also shared best practices and success stories of SMEs that have successfully undergone digital transformation.

The guest lecture concluded with a Q&A session, where participants sought guidance on implementing digital solutions in their businesses. Then, Dr. Sucheta Jha gave a concluding address and a vote of thanks from Mr. Abhinav Singh. Overall, the lecture provided valuable knowledge and practical tools for SMEs to thrive in the digital age. Prof. Ahamed's expertise and engaging delivery made the session informative and engaging.

Feather in The Cap

Mr. Sandeep Nulkar, an esteemed alumnus from the batch of 1992-93 of SIIB, is the Co-Chair of the National Committee on Multilingual Internet & Universal Acceptance at FICCI since January 2023. He is also the Chairman of the Indic Internet & Language Technology Subcommittee and a member of the National Executive Committee for the National Language Translation Mission. Additionally, Mr. Sandeep is a member of the Regional Language Committee at the India Internet Governance Forum (IIGF) and a Senior Member of FICCI-ILIA.

A prolific entrepreneur, Mr. Sandeep is the Co-Founder of Vernac Language Technologies, Founder of BITS International, and Founder of BITS Private Limited. His leadership and innovative approach in these organizations highlight his significant contributions to the language and technology sectors.

Mr. Sandeep's latest book, Mind It! offers a tongue-in-cheek exploration of Indian English, highlighting its amusing and sometimes confusing nuances. This book has garnered high praise, including a commendation from Dr. Shashi Tharoor, who described it as "delightful." Not only has it been recognized by a notable figure, but the book also supports a noble cause, with 50% of the profits pledged to charity.



Mr. Sandeep Nulkar

Co-Chair, National Committee on Multilingual Internet & Universal Acceptance at FICCI

Mr. Sandeep encourages everyone to order Mind It! promising an enjoyable read. The book is available for preorder now, and Mr. Sandeep hopes it will bring as much joy to readers as it did to him while writing it.

Mr. Sandeep's dedication to both his professional and philanthropic pursuits is truly commendable. We wish him all the best for his future endeavors.

THE EVOLUTION OF CORPORATE COMMUNICATION





In the dynamic industry landscape, where investors navigate through the chaos of information, corporate communication becomes a vital aspect. Like Sydney J. Harris once said, "The two words 'information' and 'communication' are often used interchangeably, but they signify quite different things. Information is giving out; communication is getting through." Investor transcripts, earnings presentations, and annual reports serve as strategic narratives, distilling complexity into clarity for stakeholders. Among these communication collaterals, the Annual Report is evolving rapidly and is creating a niche industry of its own. At the dawn of the 21st century, the Annual Report shed its mundane facade, transforming from a mere financial dossier into a vibrant narrative that weaves the intricate tale of a company's journey. Going beyond the statutory obligation, it has evolved into a potent medium that communicates.

When the fact marries art The annual report usually consists of statutory documents which include the director report, corporate governance report, and financial statements. However, with the addition of a corporate overview section, which is non-statutory, the entities began communicating with the layman. By adopting a thematic approach, utilizing design language enriched with infographics, illustrations, and imagery, these reports artfully guide the company's narrative.

Infusing sustainability in the brew Corporate sustainability disrupted annual reporting, prompting a gradual shift toward disclosing Environment, Social, and Governance (ESG) parameters. Against this backdrop, Integrated Reporting gained prominence as a powerful communicator, weaving an organization's strategy, governance, performance, and future outlook.

Opening opportunity for ESG professionals The ever-changing landscape of corporate reporting has opened up new avenues for employment. With opportunities spanning report creation, data assurance, consulting, and rating, there is a huge role for the ESG professionals in the industry.

BLOCKCHAIN BEYOND CRYPTOCURRENCY





From Blockchain's first application as the underlying technology for Bitcoin, blockchain has stepped out of the shadow of virtual currencyand its impact now traversesbeyond various sectors such as Finance, Supply chain, and Healthcare.

Marco Iansiti and Karim Lakhani (professors at Harvard Business School) refer to blockchain technology as a 'foundational' model. They explain that blockchain does not offer a truly 'disruptive' model in the sense that it is not capable of undercutting an existing model with a low-cost solution; rather it resonates better as a 'foundational' model by creating new foundations for social and economic purposes.

To build upon this, another variation known as private or permissioned blockchains has emerged. This development comes because anyone can interact with public ledgers by reading from /writing to them, however permissioned or private blockchains are suitable for applications where transaction details are sought to be kept private and not made visible to the general network and the public. Examples of Permissioned Blockchains include Hyperledger and Corda.

If we talk about individual sectors, the technology is already being used by governments and major corporations for instance, Estonia is a small European nation but leads in blockchain adoption, uses it to store/manage government records, and healthcare data, and even enables its citizens to vote online, the retail giant Walmart uses blockchain to track food products throughout the supply chain, ensuring food safety and transparency for consumers, In insurance, blockchain automates claim processing and enhances fraud detection by creating tamper-proof records, exemplified by companies like Lemonade.

FACULTY ACHIEVEMENTS



Dr Viraja Bhat, Associate Professor and Head of Department of Information Technology was invited to conduct "Train the Trainer" workshop, organized and co-hosted by SAP University Alliance at the SAP Academic Community Conference India 2024.

This event in collaboration with the Academic Board APJC and ACC Melbourne 2024, was conducted in Bengaluru from 22nd July to 25th July 2024.

In addition to this Dr Viraja Bhat guest speaker at the conference presented on "Introduction to SAP S/4HANA with Global Bike".

The conference aimed to inculcate SAP technologies into academics and update the curriculum with advanced technologies.

FACULTY ACHIEVEMENTS



We extend our heartfelt congratulations to Dr. Rishi Kapal, Faculty of Marketing & HR, on the successful completion of his PhD under the supervision of Dr. Dharmesh Kumar Mishra, Professor.

This remarkable achievement stands as a testament to his dedication, hard work, and academic excellence.

His expertise will enrich the learning experience of our students, offering them invaluable knowledge and guidance.

FACULTY ACHIEVEMENTS



We extend our sincere congratulations to Dr Jeevan Nagarkar, Head of Department of Finance Department, SIIB; Dr Nisha Bharti, Head of the Department of Agri- business, SIIB; Sushant Malik, Assistant Professor from faculty of Agri Business, SIIB and student Rik Bose, MBA-International Business, SIIB for authoring a research paper published in "Cogent Finance and Economics".

This achievement has been recognized and indexed by Scopus. The study explores the relationship between Nifty indices and Ethereum cryptocurrency, observing bi-directional relationships between Nifty 50, Nifty 200, and Nifty Next 50 with Ethereum.

STUDENT'S ACHIEVEMENTS

Student Achievements

Mr. Shashank Singh from the Batch of 2022–24 (MBA-IB) participated in the X-Culture Global Symposium hosted by Mae Fah Luang University, Thailand, and successfully completed the X-Culture International Business Challenge, which was held from July 7th to 13th, 2024. Over the course of the week, he worked on a problem statement for regional Thai companies, applying his MBA knowledge to deliver practical solutions.









STUDENT'S ACHIEVEMENTS

Sports Achievements



Tushar Ahuja, an MBA-IB (Finance) student from SIIB Batch 2023-2025, won the Men's Singles category at the SIIB Table Tennis Tournament. His exceptional skill and determination earned him the 1st position and the Gold medal.

Priyal Khanna, an MBA-IB (Div A) student from SIIB Batch 2024-2026, triumphed in the Women's Singles category at the SIIB Table Tennis Tournament. Her impressive performance earned her the 1st position and the Gold medal.



STUDENT'S ACHIEVEMENTS

Sports Achievements



Tushar Ahuja (MBA Finance) and Nishant Yadav (MBA Marketing), both from SIIB Batch 2023-2025, showcased their teamwork and skill in the Men's Doubles category at the SIIB Table Tennis Tournament. Their outstanding performance earned them the 1st position and the Gold medal.

Julia Joseph and Shruti Mishra, both MBA-AB students from SIIB Batch 2024-2026, shone in the Women's Doubles category at the SIIB Table Tennis Tournament. Their impressive coordination and skill secured them the 1st position and the Gold medal.





Julia Joseph (MBA-AB, Batch 2024-2026) and Tushar Ahuja (MBA Finance, Batch 2023-2025) teamed up to excel in the Mixed Doubles category at the SIIB Table Tennis Tournament. Their dynamic partnership earned them the 1st position and the Gold medal.

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