

काशी हिन्दू
विश्वविद्यालय



BANARAS HINDU
UNIVERSITY

प्रबन्ध शास्त्र संस्थान

INSTITUTE OF MANAGEMENT STUDIES

Annual Report

(2016-17 Session)

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PART 1

1. Overview summary of the Report

Institute of Management Studies, BHU
Empowering managerial minds since 1968...

i) The Beginning:

“*Om sahanavavatu.....*” They recited. And the civilization thrived in this sacred city, Varanasi, on the banks of the holy river Ganga since time immemorial. The city known for spirituality, where the life is obsessed with unending search for truth and knowledge. It could be the City’s inherent zest for education and learning that prompted the great visionary **Pt. Madan Mohan Malaviya** to choose this holy land for establishing his dream institution - **Banaras Hindu University**, in the year **1916**.

The University achieved another milestone towards materializing the dreams of its great founder, when it started Post Graduate and doctoral program in Management in the late 1960s, precisely in the year 1968 as a Department in the Faculty of Commerce. Envisaging the increasing need for imparting quality management education and research, the University transformed the Department of Management Studies to an independent Faculty of Management Studies in the year 1984. Dedicated efforts were made to run innovative, need based programs for the corporate world under the dynamic leadership of professors of national and international repute. The Faculty has been upgraded to Institute of Management Studies vide University Notification No. R/GAD/Amend. Statute 3.A/136737 dated 16 December 2015.

Vision, Mission and Objectives:

Management education is gaining more and more importance and momentum in the today’s world we live in. Skills of professional management makes career oriented younger generation more confident and successful in achieving their dreams. Organizations also require professional hands blended with management skills to carryout their future growth plans.

In the present scenario, at Institute of Management Studies, BHU, we understand that the responsibilities and challenges before management institutions in general and that of the Institute, being one of the premier management institutions in the country in particular, are high.

Keeping all these in view, the following Vision, Mission and objectives have been set for the Institute :

Vision:

The Faculty aspires to be one of the most admired Global Centres of Excellence committed to redefining the domain of Management Knowledge and developing socially sensitive leader-managers.

Mission:

The mission of the Faculty of Management Studies is to cater to the needs of the business, industry and other vital sectors through quality education, research, consultancy and other professional services.

Objectives:

- ☞ To impart need based education to promising young talents aspiring to carve their careers in management.
- ☞ To enrich the field of management through research -both applied and conceptual, and quality publications.
- ☞ To enhance the decision making skills and the administrative competence of practicing managers through MDPs and solve their specific problems through consultancy services.
- ☞ To enrich the knowledge and skills of teachers of various Management Institutes through Quality Improvement Programs.
- ☞ To collaborate with the corporate and world class academic institutions for the furtherance of management education and research and also for bridging the line of divide.
- ☞ To inculcate the Entrepreneurial orientation in the students/ youth of the region.

ii) Need based programs :

Considering the changing requirement of the corporate world, the Institute conducted a variety of innovative management programs during these years. Besides doctoral program in management, the Institute conducted a two year full time post graduate degree program - Master of Management Sciences, later nomenclatured as Master of Business Management, and then Master of Business Administration. To facilitate imparting management education for desiring candidates who are already in job, we had conducted part time (three year) degree program in management studies (Master of Business Management). The faculty also previously launched one year part time Post Graduate Diploma in three different disciplines of management viz., Personnel Management, Marketing Management and Financial Management for working executives.

With continuous revision and innovation, the Institute has always been grooming managers capable of handling complex business operations of the day and future. After being upgraded to Institute of Management Studies in December 2015, the Institute is working on a variety of proposals to launch collaborative and innovative academic programs including B.Tech. – MBA, B.Sc. MBA, Executive MBA etc.

Ongoing Academic Programs:

- ↳ Doctoral Program in Management Studies 2- 5 years duration
- ↳ Master of Business Administration (MBA) 2 years (F/T)
- ↳ Master of Business Administration – International Business (MBA- IB) 2 years (F/T)
- ↳ MBA (Agri-Business) (Course is conducted at Rajiv Gandhi South Campus, Barkachha, Mirzapur.) 2 years (F/T)
- ↳ PG Diploma in Business Administration (PGDBA) one year (P/T)
- ↳ Diploma in Micro Finance & Entrepreneurship one year (P/T)
- ↳ Diploma in Leisure and Hospitality Management one year (P/T)
- ↳ Certificate in Health Care Management six months (P/T)

iii) Collaborations with Corporate World:

Institute is having strong linkages with corporate world. Institute has made constant efforts to invite top business executives to our Faculty for delivering guest lectures on topical issues and for interactions with our students and faculty members. Further, senior executives from industry have always been part of our key resource persons in various academic events being organized by the Faculty viz., year long lecture series, Seminars, Conferences, Workshops, Brain Storming Sessions, FDPs, MDPs and in other training programs. These academic interactions and lectures always contributed strengthening the teaching learning process in the Faculty. We have also received enriching suggestions and support from the industry in the process of curriculum revision.

Practical Training, Dissertation & Final Placement

Another area of active collaboration with the corporate world is practical training of our management students. As part of the course curriculum, our students receive 8-week practical training during summer every year. We have received tremendous support from the industry in arranging training facility for our students. As part of dissertation project also our students received great support and guidance from the industry in completing their projects successfully. Campus Placements are another important area of corporate linkages. Several reputed public and private sector organizations regularly participate in campus placement programs. They includes, Reserve Bank of India, ICICI Bank, Coal India Ltd, DHL Express, Pantaloons, Infosys, FINO, Bank of India, Dena Bank, Indogulf, iCRM, IDBI Bank, Canara Bank, Bank of Baroda, Ansal API, NCMSL, Axis Bank, Visa Steel, UCO Bank, Stag International to name a few.

Alumni Linkages :

The Alumni of the Institute is of 4500 plus community spread all over the world. The alumni association is working very actively and contributing towards strengthening the linkages with corporate world.

Collaborations :

- Allahabad Bank Chair
- Consultancy Project with Bhadohi Industrial Development Authority.
- Organized Disha - Training programs for Indian Oil Corporation Ltd.
- Corporate Training programs for Sasan Power Project (Reliance Power)
- Conducting Faculty Development Program under NIMAT Project of Department of Science & Technology, Ministry of Human Resource Development for capacity building for fostering entrepreneurship among students of technical institutions (for faculty members of technical institutions)
- Conducted in house training programs/ MDPs for several organizations including, NTPC, UPRVUNL (Anpara Thermal Power Projects), Vindhyachal Super Thermal Power Station, Kendtiya Vidyalay Sanghatan, Indian Postal Dept., etc.
- Empanelled as Training Institute for conducting National Training Programs for Franchisee and C&D employees of PVVNL (collaboration with Rural Electrification Corporation, Ministry of Power)
- Collaborated with ICICI Prulife to conduct One year PG Diploma in Management and Insurance
- Conducted consultancy projects for UNDP and Fellowship programs for WHO Health executives.

iv) Collaborations with International educational institutions:

The Institute is strongly pursuing for international academic linkages with world renowned institutions of higher education. Recently top academicians from world institutions from different countries have visited the Institute. On this initiation, the University signed MoUs with the following institutions recently:

- ↳ Ethiopian Civil Service College, Ethiopia
- ↳ Wilkes University, Pennsylvania, USA
- ↳ School of Business, Claflin University, USA (to be signed)
- ↳ University of Lausitz, Germany (to be signed)

Besides the above institutions, the Institute also collaborated with the several other international institutions for intellectual and academic partnership on various occasion. Some of the institutions are:

- ↳ School of Business, The University of Kansas, USA.
- ↳ School of Agriculture & Computer Sc., Tennessee State University, USA
- ↳ Global Strategic Management Inc., USA
- ↳ Institute of Customer Relationship Management, USA

v) Recognitions

- ↳ **DRS – Phase II SAP (Special Assistance Program) (UGC)**
- ↳ **Identified as one of the Quality Improvement Program Centres:**
Taking cognizance of its expertise and deep commitment to learning, the Institute has been identified as one of the Quality Improvement Program Centres by the All India Council for Technical Education for developing and updating the teachers of management institutions of the country in the year 2001. Since then the Faculty conducted around 30 short term (6-day) Programs on various topics under this scheme.
- ↳ **Identified as the host Institution for national doctoral fellowship in Management :**
- ↳ **Entrepreneurship Development Cell (AICTE)**
- ↳ **Industry Institute Partnership Cell (AICTE)**

vi) Contributions

Regular academic programs:

Institute has produced over 4500 management graduates since its inception who are serving in key administrative positions of private and public sector organizations across the globe. This is besides over one hundred Doctoral dissertations and several hundreds of PG diploma programs run by the Institute.

Research publications:

The Institute is having its own Research Journal : BHU Management Review – A Journal of contemporary management research (ISSN 2231 0142)

Faculty members have published over 100 books and over 500 research papers in journal of national and international repute.

vii) Outreach / Extension activities:

High profile academic events organized recently:

- ↳ **Adoption of Villages under Unnat Bharat / Samarth Gram Abhiyan**
- ↳ **Industry Academia Summit 2012** (12-13 October 2012; Jointly with BHU Placement Coordination Cell)
- ↳ **International Workshop on Marketing Paradigms in emerging economies** (4-5 December 2012) ,
- ↳ **International Workshop** on Post Economic Meltdown Era: Challenges & Strategies (Jointly with **Association of Management Development Institutions in South Asia (AMDISA – A SAARC body)**, Alliance University, Bangaluru) **4-5 February 2012**
- ↳ Conference on Inclusive Growth & Micro Finance Access (CIGMA)
- ↳ Directors' Conclave on Quality Paradigm in Higher Education
- ↳ National Workshop on Financial Administration of Institutions of Higher Education (Jointly with **Association of Indian Universities**)
- ↳ International Conference on Strategic Management of Energy, Environment & Disaster for Sustainable Development (ICONSMEEDS)
- ↳ International Conference on Agriculture and Rural Development (ICARD)

Besides, the Institute organized over **50 academic conclaves** in the recent past.

Also conducted training programs for:

- ↳ Rural Electrification Corporation Ltd.,
- ↳ HRD Cell, BHU,
- ↳ Teacher Empowerment Program by Microsoft of NMEICT, Ministry of HRD,
- ↳ FDPs of NIMAT, Department of Science and Technology
- ↳ Quality Improvement Programs of AICTE
- ↳ Management teachers training under Quality Improvement Programs of the AICTE: **Over 500.**

Business Clinic:

Setting up of Business Clinic was an innovative step taken by the Faculty. The objectives of this initiative were: to bridge the gap between the theoretical and the practical concepts of business extending learning beyond classrooms and to provide expert services to the entrepreneurs and to business units.

Community Services:

SEVAARTH For serving Humanity is a Social Club of Management Students of the Institute formed as part of the initiatives of DRS 1 Special Assistance Program of University Grants Commission. This initiative is to attract the young generations towards social cause and inculcate a sense of social responsibility among the youngsters.

Activities so far: Organizing Blood Donation Camps, Distribution of Blankets to poor patients admitted in SS Hospital, interaction with social entrepreneurs, visits to various social enterprises, Celebrated Joy of Giving Week, etc.

viii) Alumni activities:

Since inception of management programs, the University produced over 4500 management graduates who are currently serving in key positions of public and private sector organizations across the globe. BHU Management Alumni Association (BHUMAA) is playing vital role in strengthening the network of this fraternity. BHUMAA has regional chapters in India and abroad.

The Association is also contributing towards the developmental initiatives of the Institute, strengthening its linkages with corporate world, arranging training and placement to management students of the Faculty.

The Association regularly organizes its annual meet in the University campus. There annual meets are marked with Honoring eminent alumni with Distinguished Alumnus Awards for their outstanding achievements, distributing scholarships and awards to the budding managers sponsored by alumni, get together of specific batches etc.

The Director / Dean of the Institute is the Chairman and Patron of the Association.

2. A Brief report of the working of the Institute

During 2016-2017, Institute organized various developmental activities besides its regular academic Programs. These are detailed in the section 1 and in the following sections.

Events	Date
Workshop on Transacting Students' Engagements For Promoting Rural Resilience in collaboration with National Council of Rural Institutes, MHRD, Government of India.	March 30-31, 2017
Export Awareness Programme under Niryat Bandhu Scheme in collaboration with DGFT, GoI & Federation of Indian Export Organizations.	March 22, 2017
National Conference on Paradigm Shift in Agribusiness and Rural Development" (PSABRD) at Rajiv Gandhi South Campus, Mirzapur	March 5, 2017
Workshop & Panel Discussion on Union Budget 2017 (Resource Person Ms. Jamuna Shukla , Chartered Accountant, Varanasi.	February 27, 2017
Ransangram 3 (under Kalpvriksh)	February 25-26, 2017
Interaction with Mr. Vijay Vikram Singh , Alumnus & Voice over Artist	February 18, 2017
PDP Session for students and scholars by Mr. Ajay Sahoo , Director, Influencer RESSOURCE HUMAINE Solutions LLP, Delhi.	February 18, 2017
DISHA – Two-day training program for Dealers of IOCL	February 17-18, 2017
Annual Meet of BHU Management Alumni Association	February 12, 2017
Workshop on "Non Positional Leadership" Dr. B.R. Singh, Mr. Vijay Rana (Editor,	February 11, 2017
Guest Lecture For students of Diploma & Certificate Guest Speaker: Sri Nishant Gupta, General Manager, Training, Reliance Power Ltd	February 8, 2017
DISHA – Two-day training program for Dealers of IOCL	February 8-9, 2017
National Workshop on Research Methodology and Data Analysis for Research Scholars	February 6-12, 2017
UNNAYAN 2017 – Annual Sport and Cultural Events of the Institute	February 4-10, 2017
The Lima Sister City Delegation Visit. Prof. James M. Harder (President, Bluffton University), Prof. Karen Klassen Harder (Professor of Business Management, Bluffton University) and Dr. Suman Kumar Mishra MD FACE Prof. Karen Klassen Harder delivered on "Images of leadership in Business"	February 4, 2017
Vasantpanchami – University Foundation Day	February 1, 2017
<i>Degree distribution Ceremony as part of the 99th Convocation of the University (for students graduated during 2014-16)</i>	January 16, 2017

Events	Date
<i>Management Exhibition as part of RSM BHU 2016</i>	<i>December 23, 2016</i>
<i>Institute Day Observed</i>	<i>December 16, 2016</i>
<i>32nd SAARC Charter Day</i>	<i>December 8, 2016</i>
<i>NX.1 National Conference on Managing the Next Generation Organizations</i>	<i>Nov. 26-27, 2016</i>
<i>Pre-conference Workshop (as part of the NX.1 National Conference on Managing the Next Generation Organizations – 19-20 May 2016) (In association with Deen Dayal Upadhyay Kaushla Kendra, RGSC)</i>	<i>November 25, 2016</i>
<i>Interaction Session with Prof. Rohit Kapur, IIM Indore</i>	<i>November 23, 2016</i>
<i>Guest Lecture by Mr. Pradeep Chhajerh, COO, Travers Benswara Pvt. Ltd., Mumbai</i>	<i>November 15, 2016</i>
<i>Informal Interaction with Mr. Abhishek Rai, NCDEX for students of MBA and MBA IB</i>	<i>November 4, 2016</i>
<i>Guest Lecture by Mr. Vinay Singh, CEO Wealth Value pvt. Ltd., Mumbai</i>	<i>October 26, 2016</i>
<i>Workshop on Gender Sensitization</i>	<i>October 25, 2016</i>
<i>Interaction Session with Shri R. Gandhi, Sr. Dy. Governor, Reserve Bank of India</i>	<i>October 22, 2016</i>
<i>Workshop Skill Development - Value Proposition In Association with Deen Dayal Upadhyay Kaushal Kendra, RGSC Chief Guest: Sri B.K. Sikdar Director, Ministry of Skill Development & Entrepreneurship, GoI</i>	<i>October 18, 2016</i>
<i>Guest Lecture and interaction session with Dr. B.R. Singh, Director, ISPAT industries Ltd.</i>	<i>October 7, 2016</i>
<i>Guest Lecture and interaction session with Dr. Atul Parvatiyar, CEO, ICRM, Malaysia</i>	<i>October 5, 2016</i>
<i>Stock-mind Season V of in collaboration with ICICI Direct Centre for Financial Learning</i>	<i>October 1, 2016</i>
<i>Idea Game organized by Kalpavriksha in Collaboration with Ensygnia, a UK based technology firm</i>	<i>September 24, 2016</i>
<i>Guest Lecture by Shri Kamal Kumar, Sr. General Manager, Dhanuka Agritech Limited</i>	<i>September 19, 2016</i>
<i>Workshop and Hands-on Training for Research Scholars On use of ProwessIQ (CMIE)</i>	<i>August 5, 2016</i>
<i>Special Lecture Series on Social Innovation & Entrepreneurship - an initiative under DRS Level II Special Assistance Program of UGC.</i>	<i>July 18-19, 2016</i>
<i>Standup India Meet organized jointly with Dena Bank</i>	<i>July 11, 2016</i>
<i>Interaction sessions of Entrepreneurs/ senior executives with newly admitted students of MBA & MBA IB programs for session 2016-17.</i>	<i>July 11-18, 2016</i>
<i>Evening with Entrepreneurs</i> <i>An interaction session with leading entrepreneurs organized for students of Diploma and Certificate courses running in the institute.</i>	<i>April 20, 2016</i>
<i>Visit of Delegation from Purbanchal University, Nepal</i>	<i>April 4, 2016</i>
<i>Workshop and Panel Discussion on Union Budget 2016</i> Mr. Rajesh Bhatiya - Entrepreneur ; Mr. Amit Kumar - Dy. Director General Of Foreign Trade Prof. P.R.Nath - Department of Economics, BHU Prof. Rakesh Singh - HOD Institute of Agriculture Science, BHU	<i>April 4, 2016</i>

3. Details of Achievements of Activities and Programs:

- Induction program for batch 2016-17 (**Enclosure 1**)
- Visit and interaction of Sri R. Gandhi, Hon'ble Dy. Governor of Reserve Bank of India (**Enclosure 2**)
- NX1 National Conference on *Managing the Next Generation Organizations* (**Enclosure 3**)
- Management Exhibition organized as part of Rashtriya Sanskriti Samaroh (**Enclosure 4**)
- Annual Meet of BHU Management Alumni Association (BHUMAA) (**Enclosure 5**)
- National Workshop on Research Methodology (**Enclosure 6**)

- **Standup India Meet organized jointly with Dena Bank (July 11, 2016)**

Stand up India Program in collaboration with Dena Bank commenced with garlanding the bust of Madan Mohan Malviyaji and lighting of the lamp at KN Udupa Auditorium, BHU. It was followed by recitation of Kulgeet. Mr. Ashwani Kumar, CMD, Dena Bank highlighted that, one should approach banks to avail credit and not to private money lenders who charge a very rate of interest in comparison to banks. He requested people not to be afraid of paper works in case of availing loans from banks.



Mr. Kumar encouraged the beneficiaries to provide employment to others as well. He deliberated about the restructuring facility of loans that every bank provides. 'Start up India' was launched by the Prime Minister Narendra Modi few months back. 'Stand up India' scheme under which banks will give loans of up to Rs 1 crore to SC/ST and women entrepreneurs is aimed at promoting entrepreneurship among Scheduled Castes/Scheduled Tribes and women by giving loans for setting up a new enterprise.

The scheme is expected to benefit large number of such entrepreneurs, as it is intended to facilitate at least two such projects per bank branch on an average one for each category of entrepreneur.



Welcome Address was given by Mr. B.R. Dash, Field General Manager (North India Operations), Dena Bank. He stressed upon the role of employment in development of a nation. Prof. H.P Mathur, University Placement Coordinator Cell gave a brief outline about the theme of the programme. He elaborated about the scheme and said that the scheme is for promoting women empowerment and weaker sections of the society. Prof. Mathur also highlighted about the training facilities for the projects under this scheme. Presentation about the stand up India Meet was delivered by Mr. Dharmendra Sankya, Chief Manager, Dena Bank, Mumbai. Prof. Raj Kumar,

Director, Dean & Head, Institute of Management Studies, Banaras Hindu University addressed the guests and students. He told about the start up cell of the institute. Dr. Raj. Kumar also briefed about the proposed incubation centre project. A Formal vote of thanks was proposed by Mr. Suresh Buntolia, Zonal Manager (Lucknow Zone), Dena Bank. Ms. Pallavi Thacker conducted the programme. The Induction Programme was coordinated by Dr. Shashi Srivastava, Assistant Professor, BHU.

• **Initiatives under Unnat Bharat / Samarth Gram Abhiyan**

The institute is actively involved in the initiatives of **Unnat Bharat Abhiyan Cell** and **Samridh Gram Abhiyan Cell** of the University. As part of the activities, the Institute adopted following five villages near to the Campus:

1. Kanchanpur
2. Ganeshpur
3. Bachhaon
4. Gajadharpur
5. Chhitauni kot

Proposed activities include	Aims to document the following:
<ul style="list-style-type: none"> • Social Empowerment • Entrepreneurship • Sources of finance Scheme of Govt. • Literacy • Food Processing & Legal Environment • Diet & Nutrition • Tree Planting / Farming • Kitchen Garden Farming / Plantation. • Water Harvesting • Cleanliness & Sanitation 	<ul style="list-style-type: none"> • Map of the Village • Demographics of the village • Socio-economic status of the village • Craft Profile of the village • Sanskriti Profile of the village • Health index • Wealth Index • Healthy Farm Index Biodiversity • Environmental Performance index • Water harvesting index

• **Workshop on Transacting Students' Engagement for Promoting rural Resilience in collaboration with NCRI, MHRD. (March 30-31, 2017)**

The Institute hosted two day Workshop on Transacting Students' Engagements For Promoting Rural Resilience in collaboration with National Council of Rural institute (Department of higher Education), Ministry of Human Resource Development, Government of India on March 30-31, 2017.



The first day session of workshop started with inaugural session with garlanding the bust of Malaviyaji and lightening of the lamp and thereafter Kulgeet was recited. Thereafter, **Prof. Raj Kumar**, Director Institute of Management BHU formerly welcomed the Chief Guest **Prof Chudamani Gopal**, Emeritus Professor, IMS BHU, **Prof M. K. Chaturvedi**, Dean Faculty of Social Science, **Dr R. Manoj Kumar**, Member Secretary NCRI, Ministry of HRD, GOI. **Dr Mallica Mishra** Curriculum Development Specialist NCRI, Ministry of HRD, GOI and **Prof T.P. Chaturvedi** Coordinator Unnat Bharat Abhiyan Cell, Banaras Hindu University (former Dean, Faculty of Dental Sciences, BHU).

Prof Raj Kumar, Director IM BHU in his welcome speech said that management in our soul and enlightened us for this program telling about importance for this program in our curriculum which will make student involvement in development of villages. **Prof P. V Rajeev, Organizing Secretary of the Workshop (IM BHU)** told about the full two day program in brief which will be taking place on March 30 and 31, 2017, there will be total 04 Technical Sessions, with first and second session has already been completed and third and fourth session will be held on March 31,2017.

Dr. R. Manoj Kumar Member Secretary NCRI, said that rural areas are in stress and they need help of educational institute for their development. **Dr Mallica Mishra, Curriculum Development Specialist, NCRI**, focused on main objectives of program and we need to find the gap and fulfill it. The Chief Guest of this program **Prof Chudamani Gopal**, Emeritus Professor IMS BHU, said that our main moto is to incorporate education and health in rural India, she also said that there is three level strategy to combat this problem. Vote of thank for this session was given by Dr T.P Chaturvedi, Coordinator, Unnat Bharat Abhiyan Cell, Banaras Hindu University (Former Dean, Faculty of Dental Science BHU).



The second day workshop started with third technical session of this program. This session was chaired by Prof. B.K. Tripathi, IUCTE, Thereafter, panel discussion on Curriculum for rural development course started and was chaired by Prof. M.K.Chaturvedi, other key persons at this session were, Shri Ram Gopal Sarraf, Prof T.P.Chaturvedi and Dr Mallica Mishra. Further this session emphasised on how to train the student for rural resilience so that they can be fruitful to rural populations. Apart from this session also focused on certain changes to be made in student semester course curriculum which will be having to two points and will be for two semester. Shri Ram Gopal Sarraf in this session said that best management prevails only in those person who has smiling face, empathic listener, and most important is supporting attitude and attentive in every aspect of life.



Time management also plays key role in any successful decision which is to be implemented. Dr Mallica Mishra also briefly explained the objective of curriculum course and current curriculum need improvement which can be done by identifying the gap and taking necessary steps for fulfilling those gaps.

Further in query solving session it was also evaluated that whether this course should taken into main course curriculum and student should be asked to give examination or it should be just

included to creating awareness of social responsibility in them. Suggestions like conflict and community development centre should also be made. Important aspect which was touched by Prof Chudamani, Emeritus Professor, IMS BHU said that student should be allowed to go to the village as picnic where student will learn lot of thing and also find out lot of gap which exist in rural population in their development, however these session of student should be done in vacation period so that student main course classes could get hampered. In other word she said that overall and effective education can be given to the students in this manner. Mr Zenith, social worker from village also took part in this program and also told about the problems which rural population faced on daily basis.

The Workshop concluded with the valedictory function held on 31 March 2017. Prof. Raj Kumar, Director and Dean, Institute of Management Studies, BHU welcomed the guest for this valedictory session. Prof. M.K. Chaturvedi, Dean, Faculty of social science, BHU, Shri Ram Gopal Sarraf, Prof T.P. Chaturvedi, Dr R. Manoj Kumar, Secretary NCRI and Dr. Mallica Mishra, Specialist NCRI were present at this session At the outset, Assistant Prof. Anindita Chakraborty, the workshop coordinator, presented a brief report on the activities of the two days Workshop. Thereafter, the certificates were distributed to the resource persons. Vote of thanks was extended by Ms. Pallavi Thacker research scholar IM BHU.

• Workshop on Skill Development – Value Proposition (October 18, 2016)

Institute of Management Studies, Banaras Hindu University hosted a workshop on “Skill Development – Value Proposition” in collaboration with the Deen Dayal Upadhyay Kaushal Kendra, RGSC, Banaras Hindu University. The Event encapsulated the theme of “Skill India” which aims to transform the skill landscape of youth making them employable as well as igniting the entrepreneurial spark in them.

The Chief Guest of the Workshop, **Sri B.K. Sikdar**, Director, ministry of Skill Development and Entrepreneurship, Government of India spoke about the power of convention and how one can channelize it effectively to get equipped with the requisite skill-set that would enable smooth passage to either entrepreneurship or a corporate career he further asserted that this campaign has been an effective medium for exploring the possibility of career in diverse fields.



The Guest of Honor of the Workshop **Shri Jaikant Singh**, Head, Partnership and State Alliance, National Skill Development Centre, emphasized that through skill India we can reap the benefits of our rich demographic dividend and can align it efficiently with the nation’s progress towards development. ‘you are what you want to be” he further added.



Earlier, the event started with a sonorous rendition of Kulgeet by the students followed by floral tribute to Malaviya Ji. Prof. Raj Kumar, Director, Dean and Head of the institute welcomed the eminent guests by apprising them of the skill inculcation culture. The event witnessed the presence of Prof. H.P. Mathur, Prof. P.S. Tripathi, Prof. R.P. Shukla, Prof. S.K. Dubey, Dr. Shashi Srivastava, Dr. Anandita Chakraborty, among others. The Vote of Thanks was given by Prof. R.K. Iodhwal, Students' Advisor and the event was Compered by Prof. P.V. Rajeev.

- **Export Awareness Programm (March 22, 2017)**

Office of Joint Director General of Foreign Trade Varanasi and Institute of Management Studies had organized a seminar Under Niryat Bandhu Scheme on Foreign Trade on 22-03-2017 in collaboration with Federation of Indian Exporter's Organisation, Kanpur at FMS, BHU, Varanasi.



The programme was presided over by **Prof. Raj Kumar**, Director & Dean, Institute of Management Studies, BHU. The resource persons include **Dr. Amiya Chandra**, Joint Director General (Foreign Trade), Ministry of Commerce & Industry, New Delhi and **Shri Ashok Kumar Gupta**, CMD, Banaras Beads Ltd., Varanasi, **Shri Y.S.Gerg**, CEO FIEO Kanpur, and **Shri Amit Kumar**, Deputy Director General (Foreign Trade) Varanasi. Dr. Amit Gautam was the Coordinator of the program. Esteemed faculty members and management students and Scholars attended the Program.



In the beginning, **Dr. Raj Kumar** welcomed all the guests and hoped that this event would be a great success. He was of the view that foreign trade provides a great opportunity with the integration of global economies and therefore students should be encouraged to become successful entrepreneur.

Dr. Amiya Chandra, Joint Director General (Foreign Trade) discussed the different aspects of foreign trade in detail and encouraged the students to become successful entrepreneurs. **Shri Ashok Kumar Gupta**, veteran Exporter and Industrialist, shared his experience with students. He laid emphasis on the issue that India is going to provide a great opportunity which was not available before.

Shri Amit Kumar, Deputy Director General (Foreign Trade) made a presentation and explained to all the students the opportunities available before them in international trade. **Shri Y.S. Gargg** from **Federation of Indian Export Organizations (FIEO)** had explained the role of FIEO in promotion of exports. In the end, Prof. Rakha Prasad proposed the vote of thanks. Ms. Pallavi Thacker, Research Scholar conducted the event.

• **Special PDP Sessions (February 18, 2017)**

Institute of Management Studies, Banaras Hindu University orchestrated a workshop on "**Personality Development**". The Coordinator of workshop **Prof. H.P. Mathur** said that students should not just chase jobs for the sake of following the rat race but should pursue a career where their potential shines. The key resource persons of the program were **Mr. Ajay Sahoo**, Director, Influencer RESSOURCE HUMAINE Solutions LLP, Delhi and **Mr. Vijay Vikram Singh**, Voice Over Artist of Big Boss.



Mr. Ajay Sahoo, Director, Influencer Ressource Humaine Solutions LLP, Delhi (left) presented memento by Prof. H.P. Mathur (right)

The essence of **Mr. Sahoo's** address was to highlight the importance of soft skills and people skills for overall personality development. Mr.Sahoo introduced a unique concept of "cutting chai to coffee machine" under which he elaborated on the skills which a student should inculcate in oneself before climbing the corporate ladder.

Mr. Sahoo also brought out the significance of networking and career building in these changing times because today job volatility is very high.

The post lunch session was held by **Mr. Vijay Vikram Singh**, Alumni IM BHU and voice over artist of Big Boss. Mr. Singh initially reminisced his times in the campus and reiterated his journey for the attendees. Mr. Singh in his address weighed in the value of timely reality checks. He also pointed out that "passion is the key to survive" and "its never too late for anything". For Mr. Singh finding the true calling is very imperative in life.



Mr. Vijay Vikram Singh (Center), Voice Over Artist (Big Bose) with students and faculty members

Initially, the session was addressed by **Prof. Usha Kiran Rai**. The vote of thanks was proposed by **Pritivi Thakkar** and compering was done by **Ms. Shruti Maheshwari**. The workshop ended at a very high note with several questions relating to personality development and the students said that such workshops should be organized even further.

• **The Lima Sister City Delegation (February 4, 2017)**

Members of the Lima Sister City Delegation visited at Institute of Management, Banaras Hindu University. Prof. James M. Harder (President, Bluffton University), Prof. Karen Klassen Harder (Professor of Business Management, Bluffton University) and Dr. Suman Kumar Mishra MD FACE included in the team of Delegates visited the Institute.



Mr. James M. Harder is the ninth President of Bluffton University. He also served as chair of multiple committees including the University Implementation Committee, Integrated Marketing Team, Council on Strategic Planning and Strategic Planning Steering Committee. Dr. Karen Klassen Harder is a Professor of Business at Bluffton University where she teaches Organizational Behaviour and Human Resource Management courses. She also holds to her name various professional memberships with organizations of repute and also many publications. Dr Suman Kumar Mishra is a Endigologists. *He was the HOD in Department of Endigologists, BHU and founded the department in 1970.*

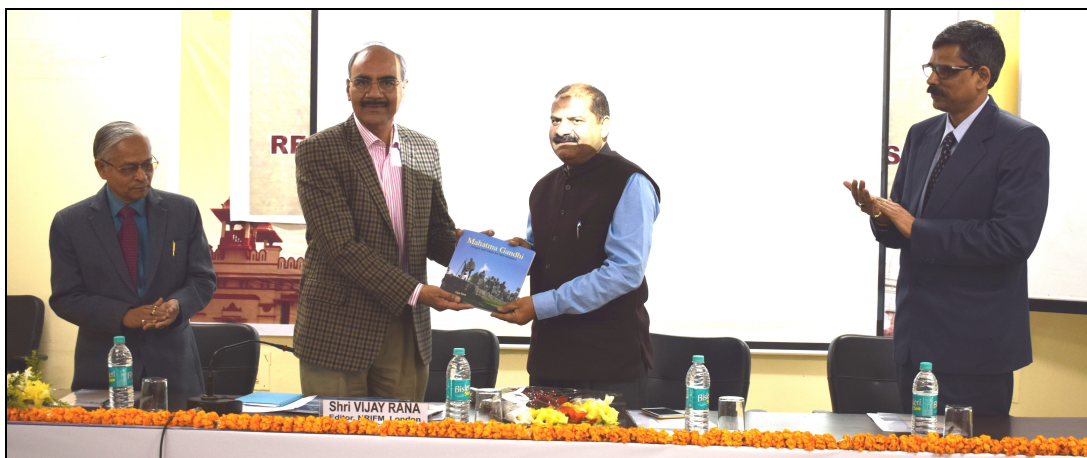


This has been an interactive session between the delegates, Faculty Members and the Doctoral Scholars in which the delegates shared their views related to the Leadership styles used at various level of Management. Dr Karen Harder throws light on various leadership traits required to manage the organization. She stated that leader acts as an instructor, relationship builder and community developer.

At the end of the session the vote of thanks has been given by Prof. Usha Kiran Rai, Institute of Management Studies, Banaras Hindu University.

• **Workshop on Non Positional Leadership (February 11, 2017)**

Institute of Management Studies, Banaras Hindu University organized a workshop on Non-positional leadership. The Workshop commenced with sonorous rendition of kulgeet by the students followed by floral tribute to **Malviya ji**. **Prof. Raj Kumar** Director, Dean and Head of institute welcomed distinguished guests. **Prof. H.P. Mathur**, Coordinator of the Workshop elaborated on the theme and discussed its importance in an organization. In the Inaugural-cum-Technical Session 1, vote of thanks was given by **Prof. S.K. Dubey** (IM-BHU).



The keynote speaker for the workshop **Mr. Vijay Rana**, Editor, NRIFM, London elaborated on the essence of leadership and pointed out that leadership is not about the title, positions or authorities but the real measures of leadership are results which necessarily does not come through an authoritative position. Actual leadership happens when people get influenced.

Prof. S.K. Dubey (IM-BHU) proposed the vote of thanks in the inaugural cum- Technical Session1 of the Workshop.



The second technical session was hosted by **Dr. B.R. Singh**, Managing Director, Strategic Management Consultants, Mumbai. Dr. Singh further emphasized on Non positional Leadership approach which focuses on the ability to make positive impact from any place in the organizational hierarchy. Dr. Singh also elaborated on Importance of smiling in changing one's attitude and power of relationship, knowledge and discipline for becoming a successful manager.



Dr. Singh also discussed about the mindset for positivity, optimism and success. The coordinator of this session is **Dr. Anurag Singh** (IM-BHU).

The third technical session was engaged by **Mr. Raj Kapur**, Advisor, JCT Electronics who further elaborated on the theme by saying that "leadership is not necessarily about committing large

sweeping acts of change, but rather taking on whatever is necessary supportive and administrative tasks-to contributing to group's functioning". Mr. Kapur added Leadership happens when people allow you to influence their lives. The coordinator of this session was **Dr. Amit Gautam** (IM-BHU).

The last technical session was hosted by **Mr. Ashok Gupta**, Senior Vice President, IDBI Capital, Mumbai who elaborated on the importance of positive psychology in one's life which act as one of important ingredient for success. Dr. Gupta added that with right set of skills the required success could be achieved. The coordinator of this session was Prof R.K. Lodhwal (IM-BHU).

The event was well coordinated by **Ms. Drishti Kumud** and **Ms. Pallavi Thacker** and compering was done by Ms. **Shruti Maheshwari** and Ms. **Pallavi Kaushal**.

• **Interactive Session on Gender Sensitization (October 25, 2016)**

An Interactive session on Gender Sensitization was organized for the students of Institute Of Management, Banaras Hindu University on 25th October, 2016 in the Seminar Hall. The Program was coordinated by **Prof. Usha Kiran Rai**.

The distinguished speakers of the session were **Ms. Ranjana Gaur**, Secretary, Social Action & Research Center, **Prof. Reeta Singh**, Chairperson, Women Grievance Cell, BHU and **Prof. Ramadevi Nimmanapalli**, Dean, Faculty of Veterinary Science & Member of Gender Sensitization Committee, BHU.



The programs was graced by Prof. S.K Singh, Prof. P.S Tripathi, Prof Alok Kumar Rai, Prof. R.K Lodhwal, Dr.Shashi Srivastava and Dr. Anandita Chakraborty among others from the institute.

The experts spoke about the issue of "Gender Sensitization" that refers to the modification of behavior by raising awareness of gender equality concerns. The speakers interacted with the students about changing behavior and instilling empathy into the views we hold about our own and the other gender.

Apart from their regular curriculum, interactive sessions of this statue enabled the students to listen people having rich experience on various social issues such as Gender issues. Such session improve their overall personality and act as motivators for a better grooming.

Prof. R.K Lodhwal, Students' Advisor, Institute of Management Studies, BHU proposed vote of thanks to the guests and participants.

• **32nd SAARC Charter Day (December 8, 2016)**

Being a member institute of Association of Management Development Institutions in South Asia, the Institute of Management Studies, Banaras Hindu University organized a Special Session on **Management Development through Regional Cooperation** to commemorate 32nd SAARC CHARTER DAY. The session was organized at 3:00 PM on 8th December 2016 in the Seminar Hall of the Institute. This program commenced with garlanding the bust of Malaviyaji and lightening of the lamp and thereafter Kulgeet was recited.



Prof. Raj Kumar, Director Institute of Management BHU formerly welcomed the delegates for this program and discussed the importance of SAARC Nations for the regional economic growth. The key speakers were **Prof M.K Chaturvedi**, Dean Faculty of Social Science BHU, **Mr Ashok Kumar Gupta**, CMD Banaras Beads, Varanasi, **Mr Ashok Kumar Kapoor**, MD R.K Impex, Varanasi, **Prof Rakesh Singh**, Dept of Agri-Economics.

Prof M.K Chaturvedi emphasized on the need of socio cultural integration for SAARC countries. Prof. Rakesh Singh discussed the key points about the establishment of SAARC and focused on the need of FTA (FREE TRADE AGREEMENT) for SAARC countries. He also stated that WTO countries are looking for Indian market through food security act.

Apart from this Mr Ashok Kumar Gupta and Mr Ashok Kumar Kapoor enlightened the participants with contemporary issues which are going on in SAARC nations including building of Gas Pipeline, development of Ports, infrastructure etc and increasing collaborations between Pakistan and China.



Vote of thanks has been given by Prof Rekha Prasad, Professor, IM BHU, and focused on strengthening the relationship between SAARC nations. This program was conducted by Dr Amit Gautam, Asst Prof. IM BHU, and he discussed about evolution and objectives of SAARC countries.

- **Guest Lectures & Interaction Sessions : Dr. Atul Parvatiyar, President & CEO iCRM (October 5, 2017)**

“It is the curiosity and the urge, to do things perfectly, which makes you successful in life”, said Dr. Atul Parvatiyar, President & CEO of Institute for Customer Relationship Management (ICRM, U.S.A) during an interactive session with students in Institute of Management Studies, BHU on Wednesday the 5th October 2017. Dr. Parvatiyar revealed his candid side while answering the questions asked by students. Apart from discussing various aspects related to customer relationship management(CRM), relationship marketing, market research and customer behavior, big data analytics and global business strategies to name a few, he also focused on the importance of learning as a continuous process in one’s life.



Answering to a question Dr. Parvatiyar said , that earning money should not be the only motto of one’s life. Equal importance and time should be dedicated by a person to hone his skills in diversified fields. He also focused on the use of technology in everyday life and also said that future of management sciences depends on the ability of the professionals, academicians and management scholars to produce quality research work.

On being asked about the difference in the teaching pedagogy specially in the field of management studies, Dr. Parvatiyar said that unlike Indian universities, American and European management institutes focus more on developing practical useful skills which help the students to specialize in one particular aspect of management. “It’s much better to know everything of one thing than to know nothing of everything”. Dr. Parvatiyar also laid emphasis on achieving one’s goals in life as early as possible because time never waits for anyone. He also laid emphasis on the importance of having a vision in one’s life which allows a person to access his success according to the goals set and to do hard work accordingly.

Dr. Parvatiyar also encouraged students to develop the skill of doing quality work and to focus on domain specialization to cater the demands of today’s corporate world. Earlier Prof. H.P.Mathur, Director, Ins. of Management, BHU welcomed Dr. Atul Parvatiyar. Prof. Rekha Prasad delivered vote of thanks at the end of session. The session was conducted by Dr. Shashi Srivastava. Prof. S.K.Singh, Prof. Usha Kiran Rai, Dr Amit Gautam, and other distinguished faculty members were also present during this session.

- **Guest Lectures & Interaction Sessions : Mr. Pradeep Chhajerh, CEO Travers Benswara Pvt. Ltd. & Ms. Indira Chhajerh, Social Worker and conductor of Possibility Workshops, Mumbai (November 15, 2016)**

A Guest Lecture was organized for students of MBA and MBA IB programs of the Institute on 15 November 2016. **Mr. Pradeep Chhajerh, Chief Operating Officer, Travers Benswara Pvt. Ltd., Mumbai was the Guest Speaker on the occasion.**



An interaction-cum-training session was organized on 15 November 2016 for students of Diploma and certificate courses running in the Institute. **Ms. Indira Chhajerh**, Social Worker and conductor of Possibility Workshops, Mumbai conducted the session.



- StockMind Season V Virtual Trading Competition (October 1, 2016)**

The institute of management studies, Banaras Hindu University in collaboration with ICICI Direct organized an introductory session of "**STOCK MIND SEASON 5**" for prospective participants on October 1st, 2016. Students from different faculties of the University attended the session. Prof. Raj Kumar, Director, Dean and Head of the Institute welcomed the Guests and students in the session. Ms. Smita Chakraborty, Marketing Head ICICI Direct (East) and Mr. Gyaneshwar Singh, Branch Manager, ICICI Direct interacted with the students and emphasized on the occasion. Mr. Singh detailed the importance of event, its role in educating the investor within the participants and its positive feedbacks from different stakeholders. Mr. Singh also highlighted the exposure in different domains through trading and its utility in providing a platform to the students to analyze the market risk and potentials.



Ms Smita Chakraborty initially talked about the stock market and mechanism of trading. She also made the participants aware of different practices used in trading such as cash and margin

trading. She shed some light on bullish and bearish market and the kind of industries and companies trading in the market. This would further help in honing various soft skills such as critical thinking, decision making, analytical abilities and taking calculated risks. She introduced the participants about the stock mind which basically is a 7 day intra college virtual trading event conducted pan India with participation from leading institutions.

Mr. Gyaneshwar Singh along with Mr. Rohit handled queries from participants and cleared their doubts about trading. Prof. H.P. Mathur, Prof. Rekha Prasad, Dr. Anindita Chakraborty were also present on the occasion. The event was compered by Ms Shruti Maheshwari and Ms Nidhi.

• **Game of Ideas in Collaboration with Ensygnia (September 24, 2016)**

On Saturday, 24th September, 2016 Institute of Management Studies, Banaras Hindu University, played the host to the event Game of Ideas conducted under the banner of student club 'Kalpavriksha' in Collaboration with Ensygnia, a UK based technology firm. It was a case study challenge where the students came up with innovative ideas of product augmentation and marketing of the product.

The event commenced at 11:00hrs where the guests, Mr. Ritesh Tiwari (Ensygnia India head), Mr. Ajay Shukla(ICICI Commercial banking head) and Mr. Ashok Kapoor addressed the gathering. After the addresses of the dignitaries the presentations initiated. A total of 32 teams partook in the event. The presentations continued until 17:30 hrs, making it a huge success.

From this pool of the finest minds of Institute of Management Studies, BHU, three teams will be selected and they will be rewarded with Cash prizes sponsored by Ensygnia. The participation by the students overwhelmed the guests and they appreciated the efforts put in by the candidates.

• **Workshop on Union Budget 2017 (February 27, 2017)**

The workshop on "Union Budget 2017" was organized by Institute of Management Studies, Banaras Hindu University (IM-BHU) on 27th February, 2017. The inaugural function began with garlanding the bust of Mahamana Pt. Madan Mohan Malviya and lighting of ceremonial lamp by chief guest.

Director, Dean and Head of Institute of Management Studies, Banaras Hindu University, **Prof. Raj Kumar** welcomed the guests **Ms Jamuna Shukla** CA Varanasi, and enlightened upon the importance of Budget and defined budget as flowing of money and funds in industrial system, business and economy. He praised the guest Ms Jamuna Shukla as a first lady CA in Varanasi, with simplicity, deep knowledge and understanding. He discussed about the budget that this is first time in the history of Indian economy rail budget has been clubbed with union budget and was presented on 01 February 2017.



Apart from this, this time budget has much more focused on Agriculture and rural development as it is need of this hour. Prof Kumar discussed about demographic profile, especially women population which has been neglected in last many years. He also focused on environment and

human value which should be taken into consideration, which is very important aspect in today's contemporary era of Indian economy.

Thereafter, in technical session, students from IM, Anup, Sonakshi, Shiv, Nidhi and Priyam gave presentations on the implication of Budget on various sectors of the economy.

This session moved further with our guest Ms Jamuna Shukla on budget discussion and its impact on Indian economy. She focused her discussion on start-up companies and this time budget also have greater focus on youth development, schemes like Pradhan Mantri Kaushal Kendras (PMKK), Skill Acquisition and Knowledge Awareness for Livelihood Promotion programme (SANKALP), Skill Strengthening for Industrial Value Enhancement (STRIVE), which are carried out to achieve the objective of making india skill capital of the world. Youth coming up with their Innovative ideas are key to any start-up, which are first accepted by DIBP and according to industrial arena. Apart from this Ms Shukla also told about cash transaction by any individual, companies or any political parties, which has now several restrictions, more and more cash transaction should be done through banking channel. Hence ultimate focus of this budget is "NO CASH"

This technical session was coordinated by Prof Rekha Prasad Coordinator Knowledge forum. Asst Prof Anindita Chakraborty and Asst Prof Shashi Shrivastav IM BHU also played crucial role in organising this event Union budget 2017.

• **Institute Day (December 16, 2016)**



Today, Institute of Management Studies, BHU has celebrated Institute Day. The Session embarked by garlanding the bust of Mahamana Madan Mohan Malviya Ji followed by Saraswati Vandna and recitation of Kulgeet. Prof. Raj Kumar, Director, Dean & Head, Institute of Management Studies, Banaras Hindu University welcomed the students, research scholars and faculty and staff members. Prof. Rajkumar briefly explained the journey of the Institute which was started in 1968 as Department till the upgradation as an Institute.

He also recalled various memories from the history of institute and also pointed out the achievements of Students. He thanked each and every contribution being made by all the previous Deans, faculties y and Students of the Institute which has made this "A day of Celebration". Various initiatives have been taken last year, such as "Start-up Cell, Newsletter and Lecture Series on Spiritual Aspect of Management. He also shared delightful moment of the institute when the Institute was honoured in welcoming Deputy Governor of RBI Mr. R. Gandhi.

Students presented Songs and Poem on the occasion. The event was attended by Senior faculty members (Prof. H.C. Chaudhary, Prof. Ashish Bajpayee, Prof. Usha Kiran Rai, Prof. Rekha Prasad, Prof. R.K. Lodhwal, Prof. H.P. Mathur, Dr. Ashutosh Mohan, Dr. Anandita, Dr. Shashi Srivastava, Dr. Rajkiran Prabhakar), Research scholars, & Non teaching staff. Vote of thanks was proposed by Prof. Rekha Prasad.

The Institute also presented its history and achievements through various presentations on the occasion. Prof. Raj Kumar extended vote of thanks to the students, scholars, faculty members and the artists, who presented various forms of art during the Exhibition.

• **Degree distribution ceremony as part of 99th Convocation of the university (January 16, 2017)**

The **Medal and Degree Distribution Ceremony** was organized in the **Institute of Management Studies, Banaras Hindu University** as part of the **99th Convocation of the University** at 2:00 PM on 16 January 2017 in the Prabandh Bhawan Seminar Hall.

Km. Stuti Kothari, student of MBA of the Institute was awarded Gold Medal in the Main Convocation Ceremony of the University held today morning. Following medals were also distributed to the top students of MBA, MBA IB and MBA AB Batch 2014-2016 on the occasion:

Sl. No.	Award / Medal	Name of Student	Exam.	
1	Kedar Nath Gold Medal	Km. Stuti Kothari	M.B.A 2016	For securing first position at MBA Examination, 2016
2	Smt. Champa Devi Gold Medal	Km. Sujata Singh	M.B.A. (IB) 2016	For securing first position at MBA IB Examination, 2016
3	Dr. S.K.R. Bhandari Gold Medal (Founder of the Management Studies Program)	Km. Stuti Kothari	M.B.A 2016	For securing first position at MBA Examination, 2016
4	Prof. AbrarAhmad Gold Medal	Km. Sujata Singh	M.B.A. (IB) 2016	For securing first position at MBA IB Examination, 2016
5.	P.L. Chaubey Gold Medal	Shri R.C. Sudhish	M.B.A. 2016	For securing first position in MBA Examination, 2016 with specialization in Marketing
6.	B.H.U. Medal	Km. Sujata Singh	M.B.A. (IB) 2016	For securing first position at MBA IB Examination, 2016
7.	B.H.U. Medal	Shri Sumit Tiwari	M.B.A. (AB) 2016	For securing first position at MBA in Agribusiness Examination, 2016`
8	Thakur Ratan pal Singh Memorial Gold Medal	Km. Stuti Kothari	MBA 2016	For securing highest CGPA

The program commenced with floral tribute to Pt. Madan Mohan Malaviya and lighting of Lamp. Scholars and students presented Kulgeet on the occasion. **About 115 students of MBA, MBA IB and MBA AB of batch 2014 – 2016 and Ph.D. Scholars** come down to the Institute from different parts of the country where they are placed to receive their respective degree.

Senior faculty members including **Prof. H.C. Chaudhary, Prof. S.K. Singh, Prof. P.S. Tripathi, Prof. Usha Kiran Rai** and academic council members from the Institute **Prof. R.K. Lodhwal** and **Dr. Ashutosh Mohan** awarded degrees to the graduants.

Prof. Raj Kumar shared the enthusiasm among the students and scholars of the institute in welcoming alumni on this occasion and thanked the alumni for attending the Convocation.

Prof. Rekha Prasad was the overall coordinator of the Convocation committee in the Institute. Other faculty members including Prof. H.P. Mathur, Prof. Asbhish Bahpai , Prof. S.K. Dubey, Prof. P.V. Rajeev, Dr. Amit Gautam, Dr. Anurag Singh, Dr. Rajkiran Prabhakar, Dr. Anindita Chakraborty also attended the Convocation and showered their blessings on newly graduated students on the occasion. The Convocation concluded with National Anthem.

- **Keepsake – A Cultural Event of Diploma & Certificate Courses (April 20, 2016)**

A cultural event, **Keepsake** was organized at Institute of Management Studies, BHU exclusively for students and alumni of Diploma and Certificate Courses running in the Institute. The event was marked with the active participation of near hundred alumni and students of the courses running in the evening hours at the Institute. The event started with floral tribute to the great founder of the University, Pt. Madan Mohan Malviya and recitation of Kulgeet by the students of the institute. The Director and Dean of the institute, Prof. Raj Kumar in his welcome speech highlighted the importance of these crucial courses. He urged students to feel being valuable, even if they are affiliated to small organizations and are experimenting with their ideas. In this way they can start their ventures and convert these ventures into big organisations.



He further added that co-curricular and cultural events like “**Keepsake**” and “**Evening with Entrepreneur**” organized yesterday would provide students of these programs platform to interact with each other and with reputed entrepreneurs.



The alumni attended the event appreciated the cultural programs presented by the students of current session.

• **Special Achievements / Recognitions**

Institute Ranked among top 26 B-Schools by the Economic Times (Sept. 9, 2016, ND):

Institute of Management Studies (FMS), BHU is one among the leading B-Schools based on Campus Placements. It has reported: "Now in its sixth year, the ET Top Recruiters survey was based on data collated from 26 leading Indian business schools. These are: Institute of Management Studies, BHU (earlier FMS, BHU)"

Institute of Mgmt. Studies (Faculty of Mgmt. Studies) Banaras Hindu University is one among top leading Institutions shortlisted for Recruiters Survey conducted by the Economic Times (9 Sept 2016).

THE ECONOMIC TIMES
 FRIDAY, 9 SEPTEMBER 2016

Apple Vs Samsung: It's Fireworks Once Again
 The world's top two technology giants ready their war chests to outdo each other in marketing, expanding points of presence & offering discounts to corner market shares this festival season
 BRANDS: CREATING DESIRE → 5

Zuckerberg's Foundation Backs Byju's, Values Company at ₹3,200 cr
 DISRUPTION: STARTUPS & TECH → 6

Careers: The Fast Track 21

BUSINESS SCHOOLS

India's Top Recruiters 2016

MBA grads are the prize catch for companies as they deal with quickening pace of technological disruption and innovation

Sreeradhya D Basu & Soumya Bhattacharyya

Now in its sixth year, the ET Top Recruiters survey was based on data collated from 26 leading Indian business schools. These are: IIM Ahmedabad, IIM Bangalore, IIM Calcutta, IIM Lucknow, IIM Indore, XLRI, MDI Gurgaon, IIFT, FMS-Delhi, SP Jain Institute of Management & Research, Narsee Monjee Institute of Management Studies, IMT Ghaziabad, IIM Trichy, IIM Rohtak, IIM Ranchi, IIM Udaipur, IMT Ghaziabad, Xavier Institute of Management, Bhubaneswar, Shailesh J Mehta School of Management, IIT Bombay, Vinod Gupta School of Management, IIT Kharagpur, WeSchool, NITIE Mumbai, Great Lakes Institute of Management, Goa Institute of Management, Institute of Management Studies, Banaras Hindu University (earlier FMS-BHU), and TA Pai Management Institute.

TOP 10 RECRUITERS

Company	Number Hired
Deloitte	282
Cognizant	245
ICI Bank	223
Infosys	215
Wipro	130
Accenture	108
HPMIG	94
TCS	89
Amazon	83
IBM	74

TOP RECRUITERS AT TOP 3 IIMS: 2016 VS 2015

2016 Top Recruiters	No. Hired	2015 Top Recruiters	No. Hired
Bain	46	Accenture	45
Amazon	45	BGC	38
BGC	39	Amazon	39
Accenture	32	HPMIG	29
AT Kearney	25	Samsung	21
		McKinsey	21

CONSULTING COMPANIES ruled the road by way of maximum hires at the top 3 IIMs (A, B, and C). Bain, not among the top 5 last year, hired as many as 46 fresh grads at these B-schools to secure top spot. Amazon followed a close second with 45 and BGC in third place with 39. Last year's top recruiter at these 3 IIMs, Accenture, came in only at 4th place this year with 32 hires, edging out AT Kearney with 25.

WITH STARTUPS cutting down on recruitment, consulting and BFSI gained more traction than before. At Institute of Management Studies, Banaras Hindu University (earlier FMS-BHU), BFSI recruited over 44% of the batch; SJSOM, IIT Bombay said the biggest trend this year was increased hiring in the finance domain and significant drop by hiring from e-commerce companies. IIM Lucknow too reported an increasing trend towards finance roles.

NEW IIMS are doing better on the placements front than before. At IM Trichy, the average CTC jumped by nearly 24%; IM Kashipur saw top salary (international) go up almost 24% from ₹43.3 lakh to ₹53.75 lakh.

SUMMER PLACEMENTS are increasingly becoming more important as most of the recruiters move towards PPO and PPI policy. At MDI Gurgaon, 105 students from the Class of 2016 accepted PPOs, as opposed to 60 in the year before. At Amazon, the internship programme drives 60% of the hiring in tech and non-tech.

IN KEEPING with a trend that's steadily been gaining momentum, more new recruiters entered the fray. IIM

24th Dewang Mehta National Education Award (Nov. 2016)

The Institute has been honored with Business School with Best Academic Input Syllabus) in International Business (25th November, 2016 at Mumbai)

Professor S.K. Singh appointed as Vice Chacellor of LNM University, Darbhanga

Prof. S.K. Singh, former Head & Dean of the Faculty of Management Studies (Presently Institute of Management Studies), Banaras Hindu University was appointed as Vice Chancellor of Lalit Narayan Mithila University, Darbhanga, Bihar on deputation for a period of three years (23/3/2017 to 22/3/2020).



5th AIM-AMA SHETH Foundation Doctoral Consortium



Dr. Rajkiran Prabhakar, Asst. Professor along with Ms. Shilpi Raj and Mr. Surendra Kumar (Research Scholars) represented the Institute in the **5th AIM-AMA SHETH Foundation Doctoral Consortium on Marketing in a Connected World** organized on 6-8th January 2017 at L. N. Welingkar Institute of Management, Development and Research, Mumbai. The Consortium was organized by **Academy of Indian Marketing Professionals, Mumbai & American Marketing Association, Sheth Foundation, USA.**

International Conference at Kuwait, Short-term Courses at HBS & Cambridge

Ms. Aparna Singh, Research Scholar in the Institute pursuing her Ph.D. under the guidance of Prof. Usha Kiran Rai attended and presented paper in the International Conference: 'Heading Global Conference', organized by The Public Authority for Applied Education and Training (PAAET) held at Regency, Kuwait city, Kuwait, between 14-16 November, 2016. She also attended Spring-session Short-term Courses of 'Strategy' in Harvard Business School, Harvard University and 'Psychology' in the University of Cambridge; starting from January, 2017.

World Conference on Smart Trends in Systems, Security and Sustainability (WS4 2017)

Ms. Pallavi Thacker, Research Scholar in the Institute, pursuing her Ph.D. under the guidance of Prof. H.P. Mathur attended World Conference on Smart Trends in Systems, Security and Sustainability (WS4 2017) 15 - 16 February, 2017, London, United Kingdom

National Final of Hult Prize India 2017

Mr. Ekansh Mangal, Mr. Utkarsh Kasera and Mr. Gaurag Agarwal, students of MBA 2016-2018 batch represented the institute in the **National Final of Hult Prize India 2017** held on 15 January 2017 at Gurgaon. One among 25 Start-up Teams shortlisted by an Independent Judge Panel.



4. Details of Research Facilities available for students :

The Institute is offering professional post graduate management programs. The students are required to do minor projects, dissertation and 8-week practical training reports as integral part of their course curriculum.

Intellectual infrastructure:

The most important highlight of the Faculty is its dedicated line of faculty who are always conscious to enlighten our budding managers with the emerging trends and making them capable to face the challenges in for corporate world. There are 14 Professors, 4 Associate Professors, 9 Assistant Professors in the permanent cadre making the total faculty strength 24 besides one research scientist and 3 associate professors working on contractual basis. All the permanent faculty members are having doctorate degree in management and do have rich industry as well as academic experience. The above figures include the Faculties of MBA Agribusiness program run at RGSC (one Associate Professor, 5 Assistant Processors, three of them on contractual basis).

Intellectual Sharing :

The most important facilitation is the availability and accessibility of intellectuals across almost all known disciplines for any interdisciplinary research and consultation under one roof. Students, research scholars and faculty members are free to consult with any other teachers, scholars and students of different academic units of the University. This is one of the rarest situations to be seen across the world.

Central Library and department libraries:

The Students can avail library facility both at the Department and at the University's Central Library. The Departmental Library spread over 1100 sqm. is having seating capacity of 120 students. The Library is housing around 20000 volumes under more than 5000 titles. There are 100 journals of national and international being subscribed regularly. Equipped with reprographic and networking facility, the working hour of the Faculty Library is from 9.00 AM to 6.00 PM. The Library also provides subject-wise press clippings in folders, statistical abstracts, and annual reports of a large number of Private and public sector companies, financial institutions, case studies, working papers, reprints, microfilms, education video films etc. The Library is well organized with a Bibliography data base of books and periodicals.

Again, the rarest feature for any one in the Campus with a quench of knowledge is his/her accessibility to the Central Library and other departmental libraries. (The University is having 115 departments across known disciplines). There are about 1.5 million books and a number of journals, magazines, fortnights, weeklies, news papers in different languages being subscribed by the Central Library and departmental libraries of the University.

Facilities for Students:

↔	Hostel Facility	: Available
↕	Library Facility	: Available
↔	Book Bank Facility	: Available
→	Free-ship & Scholarship	: Available
↑	Computer Learning Facility	: Available

5. Institution of new Programs of study / up-to-date list of the Programs of study offered by the University/ Faculty

Current regular academic Programs:

- ↳ Doctoral Program in Management Studies (Full Time / Part Time)
- ↳ Master of Business Administration (MBA) 2 years (F/T)
- ↳ Master of Business Administration – International Business (MBA- IB) 2 years (F/T)
- ↳ MBA (Agri-Business) (Course is conducted at Rajiv Gandhi South Campus, Barkachha, Mirzapur.) 2 years (F/T)
- ↳ PG Diploma in Business Administration (PGDBA) one year (P/T)
- ↳ Diploma in Micro Finance & Entrepreneurship one year (P/T)
- ↳ Diploma in Leisure and Hospitality Management one year (P/T)
- ↳ Certificate in Health Care Management six months (P/T)

6. Awards of degrees/ diplomas and Certificates for Students:

Degree /Diploma /Certificate Awarded (99th Convocation of the University)

Ph.D	14
MBA	55
MBA IB	51
MBA Agri. Business	43

7. Library facilities

MANAGEMENT LIBRARY

	Beginning of the Session 2016-17	Addition during the session	Total Collections
1. Total no. of books	19607	149	19756
2. No. of Journals / Periodicals Subscribed	60	-	60
3. Research Publications			
3. One line journals / resources subscribed			
4. Electronic editions	98		98
5. Books issued and consulted	18300		
5. Opening hrs. of Library	9:00 AM to 6:00 PM		

Online Data Base & Statistical packages:

The Institute has subscribed for online database with a view to enhance the quality of research work and enable the students, scholars and faculty members. These include:

- ProwessIQ
- Economic outlook (IP)
- Industrial Outlook (IP)
- Following 14 modules of EPWRF India Time Series :

<ul style="list-style-type: none"> • Financial Markets • Banking Statistics • Domestic Product of States of India • Agricultural Statistics • Price Indices • Power Sector • Industrial Production Series • Insurance 	<ul style="list-style-type: none"> • Finances of Government of India • Combined Government Finances • Annual Survey of Industries • National Accounts Statistics of India • External Sector • Finances of State Governments in India
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Besides the above, the Institute also provided perpetual licensed version of SYSTAT 13 (Comprehensive Desktop Statistics Package) in Desktop / Laptops of Faculty members.

8. Placement Service and Training Programs:

The Institute of Management studies, Banaras Hindu University the Institute reinforced its position as one of the premier business schools in the country as reflected in the overwhelming response from the industry for final placement for 2017 batch. A total of 114 students participated in the placement process with 39 students from MBA, 40 students from MBA – International Business and 35 from MBA Agribusiness. 5 students received pre-placement offers from their summer internship organizations, hence, proving their mettle through high quality work. The regular recruiters at our Institute reinforced their faith in the quality of talent by hiring in big numbers. This year witnessed a substantial increase in the number of companies confirming participation for the final placement process. Top 25% students placed at an average package of INR 7.9 lacs P.A., whereas the highest package was 10 lacs.

Companies Visited for Campus Placement in the previous years include:



The average CTC saw a 9% increase over the previous year with the highest CTC offered being INR 10 LPA. The Placement season saw good response from companies spanning across various functions such as General Management, Finance, Sales and Marketing Operations and knowledge management. The stellar placement at Institute of Management Studies stands testament to the faith shown in its pedagogy, faculty, alumni and students by the stalwarts of the industry. About 35 organizations visited the Institute for Campus Placement which include DHL Express, State Bank of India, Infosys, ICICI bank, Britannia, Mahindra Finance, Ujjivan SFB, Pearl Academy, Prizm Cement, Dhanuka Fertilizers, Visa Steel and other reputed organizations.

Summer Training, Dissertation, Minor Projects, Induction Program & Internship:

Eight Week summer training, Minor Project and Dissertation Project are integral part of the Course Curriculum of MBA, MBA IB and MBA AB programs of the Faculty. Students are doing these project assignments in different organizations under mentorship of the Faculty and an executive guide from the industrial organization.

Faculty organizes one week induction program for fresher of MBA, MBA IB, MBA AB program students. The purpose of the program is to acquaint the newcomers about faculty, faculty members, requisite skill-set for becoming a professional and broad business environmental factor. Experts from industry and academia serve as resource person for the induction program. Some of the indicative topics covered under the program are as:

- Communication Skills
- Personality Development
- GD/Interview Techniques
- Soft Skill Development
- Accounting for Non-Accounting People
- Cross Cultural Training
- Organizational Skills & Team Building

Based on the feedback of students, faculty keeps on updating the content, coverage, duration as well as judicious mix of expertise from industry and academics.

Candidates taking admission in Ph.D. program, are required to successfully complete the six months course work program, which is basically designed to accustom the students about research methodology, communication skills, IT tools and techniques and comprehensive literature review related with the field their respective field of research.

9. Extra Curricular Activities:

The Institute also organized various co-curricular and extra curricular activities during the previous session. These include cultural programs organized by the students during national festivals, Alumni meet, other academic events such as conferences, seminars etc. Annual day of the Institute – Unnayan was celebrated during 5-10 February 2017. Students actively participated and won prizes in various other events organized at University level such as Spandan 2017, Spardha 2017, Janmashtami events etc. Students also actively participated in debates and competitive events organized by other institutions and won prizes during the session.

10. Campus Development:

Development of physical infrastructure:

During the year the Institute worked on various developmental plans keeping in view of the future growth of the Institute. The proposals prepared and submitted to the university includes:

- ↳ Additional floors in the old and new building of the institute is under finalization.
- ↳ A new block of G+8 is also under consideration to meet out future developmental needs of the Institute.
- ↳ Expansion of Management Boys Hostel.
- ↳ A dedicated block of 100 rooms for Girl students of the Institute.

11. Formation of new ordinances / Amendment to certain existing ordinances and framing of rules etc.

The fee of MBA and MBA IB programs has been enhanced from academic session 2017-18. It will now be Rs. 49807.00 for first year and Rs. 49081.00 for second year of the programs.

Efforts have already progressed to enhance the intake to MBA program of the institute. The institute Initiated efforts for restructuring of all courses running in the Institute. Proposals are being prepared for launching of new and innovative courses and also to launch executive MBAs and industry specific collaborative courses.

As part of personality development and value addition of management graduates, several programs, PDP sessions and interaction sessions were organized during 2016-17.

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PART – II

Annexure I

Statement showing academic contribution of University Teachers/ Staff during the year 2016-2017 (i.e., from 1st April 2016 to 31st March, 2017)

Name of the Teacher	Paper published in Journals				Number of Books		Number of Monograph	Number of Manuals	Others
	Total Number of Research Papers		Total Number of Articles		National	International			
	National	International	National	International					
Institute of Management Studies, Banaras Hindu University	24	06	01	01	03	01		01	08

Annexure II.

List of Research Project funded by various Agencies sanctioned during the year 2016-2017.
(i.e., from 1st April 2016 to 31st March, 2017)

Sl. No.	Topic of Project	Name of Principal Investigator/ Co-investigator	Name of Sanctioning Agency	Fund sanctioned
01	Commercial Complex/building (G+1) in the Rajpura Residential Project Phase II &	Prof. Raj Kumar (PI) Prof. Ashish Bajpai (C.I.) Prof. P.V. Rajeev (C.I.) Dr. Amit Gautam (C.I.)	Bhadohi Industrial Development Authority	Rs. 5,00,000.00
02	Commercial-cum-Housing Complex/Mart (G+2) in the Rajpura Commercial-cum- Residential Project.	Prof. Raj Kumar (PI) Prof. Ashish Bajpai (C.I.) Prof. P.V. Rajeev (C.I.) Dr. Amit Gautam (C.I.)	Bhadohi Industrial Development Authority	(Total budget of the Project)

Annexure III

Seminars / Symposium / Conferences / Workshops / Other Academic Meets held during the year 2016-2017 (i.e., from 1st April 2016 to 31st March, 2017)

Sl. No.	Title of the Event	Period of the programs	Name of the funding agency	National / International	Name of the Coordinator(s)
1.	Workshop on Transacting Students' Engagements For Promoting Rural Resilience	March 30-31, 2017	National Council of Rural Institutes, MHRD, Government of India.	National	Prof. P.V. Rajeev
2.	Export Awareness Programme under Niryat Bandhu Scheme	March 22, 2017	DGFT, Gol & Federation of Indian Export Organizations.	National	Dr. Amit Gautam
3.	National Conference on Paradigm Shift in Agribusiness and Rural Development" (PSABRD)	March 5, 2017	-	National	Prof. S. K. Dubey
4.	Workshop & Panel Discussion on Union Budget 2017 (Resource Person Ms. Jamuna Shukla , Chartered Accountant, Varanasi.	February 27, 2017	Institute of Mgmt. Studies, BHU.	National	Prof. Rekha Prasad
5.	Ransangram 3 (under Kalpvriksh)	February 25-26, 2017	Kalpvriksh Students' Club, IM-BHU	National	Prof. R.K. Lodhwal, Students' Advisor
6.	Interaction with Mr. Vijay Vikram Singh , Alumnus & Voice over Artist	February 18, 2017	Institute of Mgmt. Studies, BHU.		Prof. H.P. Mathur
7.	PDP Session for students and scholars by Mr. Ajay Sahoo , Director, Influencer RESSOURCE HUMAINE Solutions LLP, Delhi.	February 18, 2017	Institute of Mgmt. Studies, BHU.		Prof. H.P. Mathur
8.	DISHA – Two-day training program for Dealers of IOCL	February 17-18, 2017	Institute of Mgmt. Studies, BHU.		Dr. Amit Gaitam
9.	Annual Meet of BHU Management Alumni Association	February 12, 2017	Institute of Mgmt. Studies, BHU.	International	Prof. H.P. Mathur
10.	Workshop on "Non Positional Leadership" Dr. B.R. Singh, Mr. Vijay Rana (Editor, NRIFM, London	February 11, 2017	Institute of Mgmt. Studies, BHU.	National	Prof. H.P. Mathur
11.	Guest Lecture For students of Diploma & Certificate Guest Speaker: Sri Nishant Gupta, General Manager, Training, Reliance Power Ltd	February 8, 2017	Institute of Mgmt. Studies, BHU.		
12.	DISHA – Two-day training program for Dealers of IOCL	February 8-9, 2017	Institute of Mgmt. Studies, BHU.		Dr. Amit Gaitam
13.	National Workshop on Research Methodology and Data Analysis for Research Scholars	February 6-12, 2017	Institute of Mgmt. Studies, BHU.	National	Prof. Rekha Prasad
14.	UNNAYAN 2017 – Annual Sport and Cultural Events of the Institute	February 4-10, 2017	Institute of Mgmt. Studies, BHU.		Prof. R.K. Lodhwal, Students' Advisor
15.	The Lima Sister City Delegation Visit. Prof. James M. Harder (President, Bluffton University), Prof. Karen Klassen Harder (Professor of Business Management, Bluffton University) and Dr. Suman Kumar Mishra MD FACE Prof. Karen Klassen Harder delivered on "Images of leadership in Business"	February 4, 2017	Institute of Mgmt. Studies, BHU.	International	Chaired by Prof. Raj Kumar, Director, IM-BHU

Sl. No.	Title of the Event	Period of the programs	Name of the funding agency	National / International	Name of the Coordinator(s)
16.	Vasantpanchami – University Foundation Day	February 1, 2017	Institute of Mgmt. Studies, BHU.		Prof. R.K. Lodhwal, Students' Advisor
17.	<i>Degree distribution Ceremony as part of the 99th Convocation of the University (for students graduated during 2014-16)</i>	January 16, 2017	Institute of Mgmt. Studies, BHU.		
18.	<i>Management Exhibition as part of RSM BHU 2016</i>	December 23 rd , 2016	Institute of Mgmt. Studies, BHU.	National	
19.	<i>Institute Day Observed</i>	December 16 th , 2016			
20.	<i>32nd SAARC Charter Day</i>	December 8 th , 2016	Institute of Mgmt. Studies, BHU.	International	Chaired by Prof. Raj Kumar, Director, IM-BHU
21.	<i>NX.1 National Conference on Managing the Next Generation Organizations</i>	November 26-27, 2016	Institute of Mgmt. Studies, BHU.	National	Prof. Raj Kumar (Conference Chair)
22.	<i>Pre-conference Workshop (as part of the NX.1 National Conference on Managing the Next Generation Organizations – 19-20 May 2016)</i>	November 25, 2016	<i>(In association with Deen Dayal Upadhyay Kaushla Kendra, RGSC)</i>	National	Dr. Anindita Chakraborty (Conference Coordinator) Dr. Shashi Srivastava (Conference co-coordinator)
23.	<i>Interaction Session with Prof. Rohit Kapur, IIM Indore</i>	November 23, 2016	Institute of Mgmt. Studies, BHU.		Dr. Amit Gautam
24.	<i>Guest Lecture by Mr. Pradeep Chhajerh, COO, Travers Benswara Pvt. Ltd., Mumbai</i>	November 15, 2016	Institute of Mgmt. Studies, BHU.		Prof. R.K. Lodhwal
25.	<i>Guest Lecture by Mr. Vinay Singh, CEO Wealth Value Pvt. Ltd., Mumbai</i>	October 26, 2016	Institute of Mgmt. Studies, BHU.		
26.	<i>Workshop on Gender Sensitization</i>	October 25, 2016	Institute of Mgmt. Studies, BHU.	National	Prof. Usha Kiran Rai
27.	<i>Interaction Session with Shri R. Gandhi, Sr. Dy. Governor, Reserve Bank of India</i>	October 22, 2016	Institute of Mgmt. Studies, BHU.		Chaired by Prof. Raj Kumar, Director, IM-BHU.
28.	Workshop Skill Development - Value Proposition (Chief Guest: Sri B.K. Sikdar Director, Ministry of Skill Development & Entrepreneurship, GoI)	October 18, 2016	In Association with Deen Dayal Upadhyay Kaushal Kendra, RGSC	National	Prof. P.V. Rajeev
29.	<i>Guest Lecture and interaction session with Dr. B.R. Singh, Director, ISPAT industries Ltd.</i>	October 7, 2016	Institute of Mgmt. Studies, BHU.		Prof. H.P. Mathur
30.	<i>Guest Lecture and interaction session with Dr. Atul Parvatiyar, CEO, ICRM, Malaysia</i>	October 5, 2016	Institute of Mgmt. Studies, BHU.		Prof. H.P. Mathur
31.	<i>Stock-mind Season V (Virtual Trading Competition)</i>	October 1, 2016	ICICI Direct Centre for Financial Learning	National	Prof. P.V. Rajeev
32.	<i>Idea Game organized by Kalpvriksha in Collaboration with Ensygnia, a UK based Technology firm</i>	September 24, 2016	Kalpvrksh Students' Club, IM-BHU	National	Prof. R.K. Lodhwal, Students' Advisor
33.	<i>Guest Lecture by Shri Kamal Kumar, Sr. General Manager, Dhanuka Agritech Limited</i>	September 19, 2016	Institute of Mgmt. Studies, BHU.		Prof. S.K. Dubey
34.	<i>Workshop and Hands-on Training for Research Scholars On use of</i>	August 5, 2016	Institute of Mgmt. Studies, BHU.	National	Prof. P.V. Rajeev

Sl. No.	Title of the Event	Period of the programs	Name of the funding agency	National / International	Name of the Coordinator(s)
	ProwessIQ (CMIE)				
35.	<u>Special Lecture Series on Social Innovation & Entrepreneurship</u>	July 18-19, 2016	DRS Level II SAP of UGC, Institute of Mgmt. Studies, BHU	National	Prof. H.C. Chaudhary
36.	<i>Standup India Meet organized jointly with Dena Bank</i>	July 11, 2016	In association with Dena Bank	National	Prof. Raj Kumar, Director, IM-BHU
37.	Induction Program for newly admitted students of MBA & MBA IB programs for session 2016-17.	July 11-18, 2016	Institute of Mgmt. Studies, BHU.		Prof. Raj Kumar, Director, IM-BHU. Dr. Shashi Srivastava
38.	Evening with Entrepreneurs <i>An interaction session with leading entrepreneurs organized for students of Diploma and Certificate courses running in the institute.</i>	April 20, 2016	Institute of Mgmt. Studies, BHU.		Chaired by Prof. Raj Kumar, Director, IM-BHU.
39.	Interaction with Delegation from Purbanchal University, Nepal	April 4, 2016	Institute of Mgmt. Studies, BHU.	International	Chaired by Prof. Raj Kumar, Director, IM-BHU.
40.	Workshop and Panel Discussion on Union Budget 2016 Mr. Rajesh Bhatiya - Entrepreneur ; Mr. Amit Kumar - Dy. Director General Of Foreign Trade Prof. P.R.Nath - Department of Economics, BHU Prof. Rakesh Singh- HOD Institute of Agriculture Science, BHU	April 4, 2016	Institute of Mgmt. Studies, BHU.	National	Prof. P.V. Rajeev

Annexure IV

Statement showing number of Teachers deputed to participate in the various academic meets during the year 2016-2017 (i.e., from 1st April 2016 to 31st March, 2017)

Sl. No.	Name of the Teacher	In India	Abroad	Purpose of visit & Period
01	Prof. Usha Kiran Rai	New Delhi		27 th Appreciation Course in Parliamentary processes & Procedures for Professors / Associate Professors / Asst. Professors of the Universities / Colleges (2-6 may 2017) Bureau of Parliamentary Studies and Training. =
02	Dr. Rajkiran Prabhakar	Mumbai		Institutional Sponsorship for attending 5th AIM-AMA SHETH Foundation Doctoral Consortium on Marketing in a Connected World (January 6-8, 2017 at Mumbai) Academy of Indian Marketing Professionals, Mumbai & American Marketing Association, Sheth Foundation, USA.

Annexure V

List of Honours, Fellowship, Awards Distinctions and other remarkable achievement of the Institute/ Faculty during the year 2016-2017 (i.e., from 1st April 2016 to 31st March, 2017)

Sl. No.	Name of the Teacher	Nature of National / International Awards etc.	Name of the Awarding Body
01	Prof. S.K. Singh	Appointed as Vice Chancellor of LNM University Darbhanga (w.e.f. 23/3/201 to 22/3/2020)	
02	Prof. Usha Kiran Rai	Attended 27 th Appreciation Course in Parliamentary processes & Procedures for Professors / Associate Professors / Asst. Professors of the Universities / Colleges (2-6 may 2017)	Bureau of Parliamentary Studies and Training.
02	Dr. Rajkiran Prabhakar Ms. Shilpi Raj & Mr. Surendra Kumar (Research Scholars)	Institutional Sponsorship for attending 5th AIM-AMA SHETH Foundation Doctoral Consortium on Marketing in a Connected World (January 6-8, 2017 at Mumbai)	Academy of Indian Marketing Professionals, Mumbai & American Marketing Association, Sheth Foundation, USA.
03	Ms. Aparna Singh (Research Scholar) Research Supervisor : Prof. H.P. Mathur	<ul style="list-style-type: none"> • Presented paper in the International Conference: 'Heading Global Conference', organized by The Public Authority for Applied Education and Training (PAAET) held at Regency, Kuwait city, Kuwait, between 14-16 November, 2016. • Attended Spring-session Short-term Courses of 'Strategy' in Harvard Business School, Harvard University • Attended short-term course in 'Psychology' at the University of Cambridge. 	
04	Ms. Pallavi Thacker (Research Scholar) Research Supervisor : Prof. H.P. Mathur	Research Scholar attended and presented paper	World Conference on Smart Trends in Systems, Security and Sustainability (WS4 2017) 15 - 16 February, 2017, London, United Kingdom
05	Mr. Ekansh Mangal, Mr. Utkarsh Kasera Mr. Gaurag Agarwal (MBA 2016-18)	Team of students of the Institute presented in the National Final of Hult Prize India 2017 held on 15 January 2017 at Gurgaon. One among 25 Start-up Teams shortlisted by an Independent Judge Panel.	National Final of Hult Prize India 2017

Sl. No.	Institutional	Nature of National / International Awards etc.	Name of the Awarding Body
01	Institute of Management Studies, Banaras Hindu University ranked	IM-BHU ranked one among 26 top B-Schools in the country on the basis of Campus Placements.	The Economic Times (9 September 2016, New Delhi)
02	Institute of Management Studies, Banaras Hindu University ranked	24th Dewang Mehta National Education Award The Institute has been honoured with Business School with Best Academic Input (Syllabus) in International Business (25th November, 2016 at Mumbai)	Devang Mehta Educational Awards, Mumbai.