

POST GRADUATE PROGRAM IN MANAGEMENT (ENERGY)

Leadership for a brighter tomorrow



GREAT LAKES
IEMR

ADMISSIONS BROCHURE
PGPM ENERGY 2013-15



*"The internet is a trillion-dollar economy and energy is a 6-trillion dollar economy
- it could be the largest economic opportunity of the 21st century."*

John Doerr

Partner, Kleiner Perkins

One of Silicon Valley's most successful venture capitalists
who helped launch Apple, Sun, Amazon and Google



ABOUT GREAT LAKES

Great Lakes is a premier management school founded by Padma Shri Dr. Bala V. Balachandran, who is the J. L. Kellogg Distinguished Professor Emeritus of Accounting, Information Systems and Decision Sciences at Kellogg School of Management and an executive professor and strategy advisor to the Dean, C. T. Bauer College of Business, Houston, USA. Dr. Bala was one of the main contributors to the setting up of the PGDM program at MDI, Gurgaon and also the ISB, where Kellogg School of Management was one of the founding partners. He founded Great Lakes in Chennai in the year 2004. In a short period of time, Great Lakes has become one of the most reputed private business schools in India and has been ranked in the top 20 by Business World and Career 360 magazines.

The 40 plus member Business Advisory Council of Great Lakes is comprised of leading business personalities such as Mr. Ratan N. Tata, Mr. Jamshyd N. Godrej, Mr. Madhur Bajaj, Mr. Kumarmangalam Birla, Mr. N.R. Narayana Murthy, Mr. A. M. Naik, Ms. Indira Nooyi, Mr. S. Ramadorai and others. Further Great Lakes has leading management gurus such as Dr. Philip Kotler, Dr. Seenu V. Srinivasan, Dr. Jitendra V. Singh, Dr. Ashwath Damodaran and Dr. Raghuram Rajan in its academic advisory council.

Great Lakes has academic alliances with some of the leading universities of the world namely, Stuart School of Business (Illinois Institute of Technology), Yale University, C. T. Bauer College of Business (University of Houston), Nanyang Technological University (Singapore).

Led by exceptional academic faculty, steered by an outstanding advisory council and buoyed by the international collaborations, Great Lakes has, within a short span of six years, established its goodwill and reputation among the top global industry players as well as student community and emerged as a top-ranked institution for management education in India.

Great Lakes LEED Platinum Rated Green Campus at Chennai



Great Lakes MoU with



GREAT LAKES INSTITUTE OF ENERGY MANAGEMENT AND RESEARCH

Great Lakes Institute of Energy Management and Research, a constituent institution of Great Lakes, is India's unique Center of Excellence focused comprehensively on nurturing managerial and leadership talent for the rapidly growing energy Sector. Great Lakes IEMR is led by Dr. B.S.K. Naidu, one of the most accomplished leaders in capacity building in the Indian energy sector and is supported by over twenty corporate partners. Great Lakes IEMR also has the guidance and support of a distinguished advisory board consisting of the captains of the energy sector and renowned academicians.

Great Lakes IEMR's vision is "to be the leading academic and research institute in Asia in developing leadership talent and innovative solutions for the energy sector". The Institute's activities include full-time Post Graduate Management Programs, Corporate Training Programs, Consulting Services and Independent Research to enhance the intellectual capital and knowledge base in the sector. The Post Graduate Programs seek to develop motivated management professionals equipped with comprehensive domain knowledge and capable of creating a significant impact on their organizations.



Vision

To be the leading academic and research institute in Asia in developing leadership talent and innovative solutions for the energy sector

Mission

- To be the best academic institution in the energy sector in Asia
- To impart high impact management education and training to meet the Industry's present and future needs
- To be a world class centre for research and knowledge creation
- To become the leading independent advocate and collaborator for policy formulation and reforms

Scope





GREAT LAKES

Great Lakes' Delhi NCR campus in Gurgaon

815

MESSAGE FROM THE CHAIRMAN, GREAT LAKES IEMR

Welcome to Great Lakes IEMR!

Great Lakes IEMR has been set up with a vision to be the leading academic and research institute in Asia for developing leadership talent and innovative solutions for the Energy sector. It is an endeavor to develop world class human resources and knowledge capital to support the rapidly growing energy sector in India and the dynamically evolving energy landscape globally.



India today is investing heavily to build core infrastructure in energy, transportation and communications to support the economic growth of the country. The growth of the sector provides opportunities for young professionals to participate at an exciting phase of transition and growth as Change Masters and to take on top leadership positions in the foreseeable future. Great Lakes IEMR's innovative and industry-backed Post-Graduate Management Programs focus on developing strong business management skills and leadership qualities coupled with an opportunity to gain specific domain knowledge in the key energy areas and emerging renewable energy and sustainable development arena.

Great Lakes IEMR is not just another School of Business, but is a holistic competency building centre which will take you through a 360-Degree education system to develop you as a complete professional and a complete personality. As a graduate of this Institute, one will approach real world problems from a holistic perspective and emerge as a future leader driving change.

Our faculty, with their exceptional credentials and deep insights into the Industry, ensure an up-to-date and relevant learning experience in intellectual sphere, interfaced with emotional intelligence and social & spiritual consciousness, 3-orbits of learning as we call it. Our numerous corporate partnerships with leading firms that are offering their strong support bear testimony to the relevance of the programs, the quality of the Institute and the demand for future leadership paradigms.

It is our honour that we have been considered by the industry as the country's leading energy management school and our constant endeavor is to be at the forefront of research, knowledge and talent building for India's growing energy sector.

I thank you for associating with Great Lakes IEMR.

Dr. B.S.K. Naidu

Chairman, Great Lakes IEMR

Ph.D, D. Engg. (USA), M.Tech., B. E. (Hons), FNAE, Hon.D.WRE (USA)

Dr. B.S.K. Naidu served as the Director General of the National Power Training Institute (NPTI), Central Power Research Institute (CPRI) and Reliance Energy Ltd. (REL). His Leadership at NPTI has been made the subject of a case study on "Transformational Leadership" for MBA students and he has also been one of the models of study on Human Excellence at IIM, Ahmedabad.

Dr. Naidu was the key architect of National Perspective Plan for R&D and National Training Policy for the Power Sector. A double Doctorate in Engineering and Management, he is a Fellow of the Indian National Academy of Engineering comprising country's most distinguished engineers and scientists. He has authored over 150 publications including several books. He has won 16-individual awards (national & international), the latest being the highest honour of the American Academy of Water Resources Engg., bringing him to the clan of 30-most eminent scientists in the world.

Dr. Naidu led NPTI, CPRI & REL to 6-Institutional awards besides representing India at many International fora including his lead speeches addressing the UN General Assembly and the First GEF Assembly. Dr. Naidu was also a Senior Advisor to the Advanced Engineering Associates International Inc. (AEAI) headquartered in Cambridge, Massachusetts, USA. He is an acclaimed thought leader who has a unique way of mapping management thoughts with engineering acumen. He has addressed more than 37,000 intellectuals so far, including his 70-Guest Lectures abroad, across five continents, as a transnational speaker.

MESSAGE FROM THE DEAN, GREAT LAKES

Dear friends,

Greetings from Great Lakes Institute of Energy Management and Research. I am pleased to write this note to you, aspirants – the first of what I hope will start a delightful dialogue on matters close to our hearts. Through this note, I wish to be able to convey to you the importance of energy, the nuances of the energy industry and thus the grave importance of equipping that industry with talented and qualified professionals.



Energy is the new 'make-or-break' dynamic in the world order. At no other time in the history of mankind has one variable held complete sway over economic stability, political alignments, security issues, international policies, environmental legislations, etc. as much as energy has in the recent past. In a sense, the energy industry is the mother of all other industries as without the production of energy, production and consumption of all goods and services as we know it today will come to a standstill and global economy to a grinding halt. The increasing use of energy since the Industrial Revolution has also brought with it a number of serious problems, some of which, such as global warming, present potentially grave risks to the world. Thus managing our energy resources is critical for our economic and social development.

Energy management involves utilizing the available energy resources more effectively, more efficiently and with minimal environmental impact. The pressure to provide energy for all at affordable cost and at the same time prevent environmental damage created significant challenges which in turn are fostering great innovation. For example, ideas of the ilk of trading carbon credits and pollution credits on the free market did not exist a decade ago. In addition, the large-scale use of renewable energy as a substitute for non-renewable fossil fuels, would greatly mitigate a wide range of environmental and human health impacts of energy use. We also have information and communication technologies being deployed to make the traditional electricity grids 'Smarter' and more efficient.

Given this scenario, the Energy Industry presents an incredible and rare opportunity with enormous potential in the areas of research and development, product creation, marketing, regulation, geo-politics, international security, eco-sustainable initiatives etc. What this also implies is that there is a fantastic career opportunity for those who are passionate about Energy and this industry is going to require colossal numbers of personnel who are not only highly skilled, but also extremely practical, responsible and ethically ordained. This is where Great Lakes steps in and through the two-year post graduate program in management focused on the energy sector, we bring to you the best intelligentsia, state-of-the-art infrastructure and facilities and brilliantly crafted curricula all together in one seamless offering.

This is indeed an opportunity of a lifetime – the fact that we live in this exciting day and age where the future is yours to mould and with ample resources available to you to craft the path of your career – to tread the path of glorious success. I invite you to join us in this incredible journey.

Dr. Bala V. Balachandran

Dean, Great Lakes Institute of Management

J.L. Kellogg Distinguished Professor Emeritus of Accounting & Information Management, Northwestern University, USA

Executive Professor & Strategy Advisor to the Dean, Bauer College of Business, University of Houston, USA

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MESSAGE FROM THE CHAIRMAN, BUSINESS ADVISORY COUNCIL

The current challenging world scenario makes it imperative for any nation to invest heavily in wealth creation. There can be no better way of ensuring wealth creation for the country than by creating entrepreneurs who believe in responsible capitalism.



The Great Lakes Institute of Management functions keeping these very objectives in mind. Its unique pedagogy and teaching methodology are in line with global standards. Its Programs incorporates a unique industry interface through guest lectures from top entrepreneurs while its "Karma Yoga" project instills in students a deep sense of moralistic altruism.

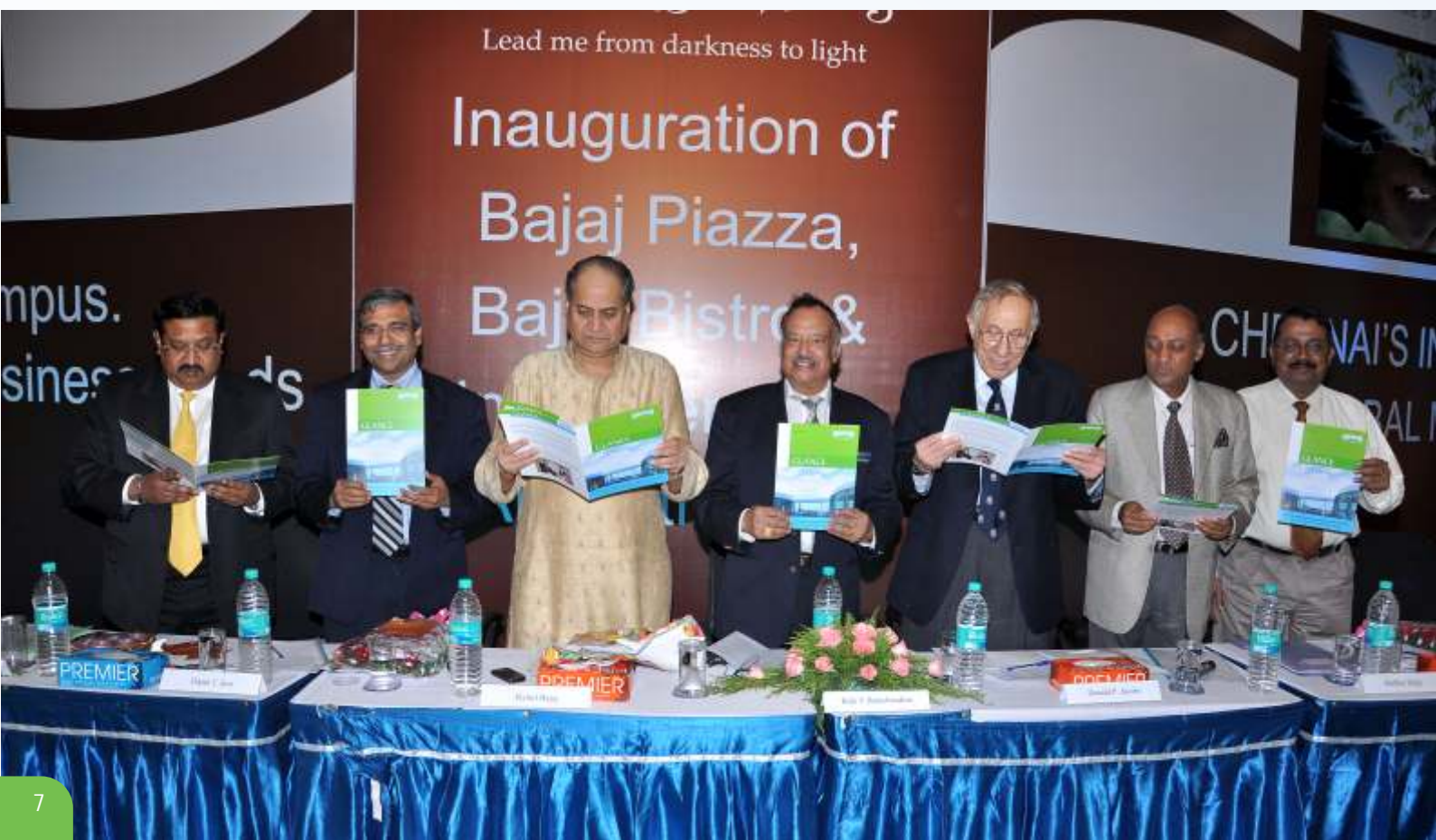
The institute attracts a diverse batch of students every year, whose distinct industry experience and educational background melds to impart a unique skill set for these future leaders of industry in terms of developing their ability to deal with uncertainties and ambiguities.

The Great Lakes Institute has been doing its job really well and I am optimistic that it will continue to do so in the future. I wish the current batch of students and future Great Laker all the best in their endeavors.

Mr. Ratan N. Tata

Chairman, Business Advisory Council

Great Lakes Institute of Management



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MESSAGE FROM THE DIRECTOR, GREAT LAKES IEMR

Great Lakes IEMR is an institute that combines the academic excellence of Great Lakes with the energy domain expertise of IEMR, thereby grooming leaders and managers for the energy sector. The scope covers the full spectrum of energy sector i.e. Power sector (Thermal and Hydel), Oil & Gas, Renewable Energy (solar, wind and bio-fuel), Energy Efficiency and Sustainable Development. The Institute is engaged in conducting full time post graduate management programmes, short term MDPs, specialized consulting, independent research and policy advocacy. Our programs offer a mix of functional managerial skills and domain knowledge of energy sector.



Our flagship program is two years full time Post Graduate Programme in Management - Energy for grooming professional managers in energy sector. It is a highly demanding program suitable for experienced graduates or brilliant freshers. The program includes core functional courses in management discipline namely financial accounting, managerial economics, marketing management, organizational behavior, business communication, quantitative analysis and operations management, project management etc. while bringing in perspectives from the energy sector. The domain knowledge includes Power (generation, transmission and distribution), Oil & Gas, Renewable energy (Solar, Wind and Bio-fuel), Energy efficiency and sustainable development. The course includes experiential learning on energy sector through summer placements, industrial visit to energy projects, interaction with practicing professionals / experts in India and abroad.

The institute provides an ambiance for learning of managerial and team skills through the concepts of self managing team and creative expression. We believe in the motto of learning with joy. The institute has highly qualified and experienced faculty in the area of management discipline as well as the energy sector. We have the benefit of guidance from highly experienced advisory council. The course content is kept dynamic with inputs from industry so as to keep pace with the emerging needs of energy sector.

Great Lakes IEMR also benefits from the international collaborations of Great Lakes which include some of the best institutes in the world like Yale University, Nanyang Technical University, Stuart School of Business, University of Houston amongst others. These collaborations result in an opportunity to learn from reputed international faculty and unparalleled global exposure for students of Great Lakes IEMR.

Great Lakes IEMR also conducts management development programmes and training programmes for practicing managers, consultancy projects and research work leading to policy advocacy in energy sector. We are empanelled with Power Finance Corporation as partner training institute for capacity building programme for the power distribution utilities under RAPDRP scheme.

I welcome the participants to the various programmes at Great Lakes IEMR & assure you an environment for Learning with Joy.

Prof. S. K. Palhan
Director - Great Lakes IEMR

Prof. Palhan is a widely acknowledged Self Effectiveness trainer and also a leading expert in the field of Operations Management. Prof Palhan has conducted more than 250 programmes on Self Effectiveness & Team Building in large number of software companies, banks, leading management institutes, scientists of national labs and judges of Delhi courts. He is also an Advisor to Centre for Joint Warfare Studies in Ministry of Defence and Managing Trustee of Pathfinder Trust.

Prof S K Palhan was earlier the founder Director of Sri Sringeri Sharada Institute of Management, New Delhi. He was formerly also the Industrial Adviser (Engineering) in the Ministry of Industries, GoI. He has taught courses on production and operations management, project management, creativity, entrepreneurship, technology management, self managing teams and business ethics to post graduate management students. He is the author of "Managing Projects" published by New Dawn Press, Inc., USA, UK, and India; co-author of Defence Industrial Base-2025 published by CENJOWS in 2010'. Prof S.K. Palhan is an electrical engineering graduate from I.I.T Kharagpur. He did his DIM and MBA from FMS, Delhi University.

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The Hon'ble Union Home minister, Shri Sushil Kumar Shinde with Great Lakes IEMR Chairman, Dr. BSK Naidu at Convocation 2012



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Dr. Usha Rao, Energy Efficiency
Sr. Project Manager-South Asia, KFW Carbon Fund

Dr. Krishnamurthy Surysekar, Accounting
Associate Professor, Florida International University

Dr. Vaidy Jayaraman, Operations
Professor, University of Miami

Mr. Sunil Ashra, Economics
Associate Professor, MDI

Mr. Vijay Duggal, Oil & Gas
DGM, GAS at BPCL

Dr. Sanjay Vashishtha, Renewable Energy
Director, First Green Consulting Private Ltd.

Mr. Sandeep Puri, Marketing
Assistant Professor, IMT Ghaziabad

Mr. Kurien Joseph, Business Communication
Director, Komark Consultancy

Mr. Sanjeev Srivastava, Marketing
Assistant Vice President, ABB

Ms. Deepali Bhardwaj, MIS
Director, Techno Tree Management Consultants

Ms. Pritima Kaushal, Business Communication
Management Consultant and Trainer

Dr. Seema Sanghi, Leadership
Founder, Styrax Consultants

Mr. Gaurav Mehta, Leadership Development
Program
DGM, Reliance Infrastructure

Ms. Rekha Krishnan, Energy Efficiency
Independent Researcher and Consultant on Energy

Mr. Sankalp Arora, Renewable Energy
Head, SPP Division, Green Eco Energy

Mr. Anupam Sircar, Power
Management Consultant

Mr. Sanjay Banga, Power
*Head, Automation, Network Engg.& Contracts,
Tata Power Delhi Distribution Ltd.*

PGPM (ENERGY)

The two-year Post Graduate Program in Management (Energy) is Great Lakes IEMR's flagship course, dedicated to developing the next generation of leadership in the energy sector. The PGPM (Energy) seeks to develop motivated management professionals equipped with comprehensive domain knowledge and capable of being productive from their first day of engagement with the corporate world. With a state-of-the-art curriculum developed by experienced academicians and leading practitioners from the industry, the program combines

- Core business education and managerial skill development
- Practice in the application of skills in practical problem solving
- Extensive interaction with industry
- Comprehensive knowledge in select domains in the Energy sector

Program Highlights

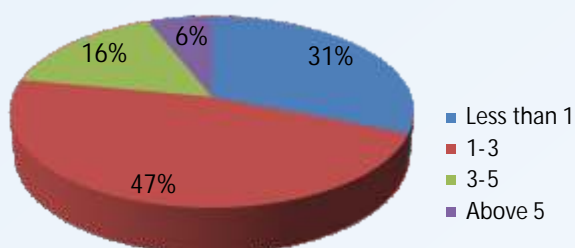
- Curriculum designed and developed in collaboration with the industry ensuring the right skill, knowledge and attitude development
- Flexibility to specialize and gain domain knowledge in key emerging areas in the energy sector, resulting in industry readiness
- Supported by strong corporate partnership program with 20 energy sector corporates
- Great Lakes IEMR advisory board comprising top leadership from the energy sector
- Student access to wide variety of industry sites including projects, manufacturing and control facilities
- Distinguished faculty with PhDs or MBAs from top business schools and extensively engaged in research and consulting in the industry.
- Experienced visiting faculty from industry ensuring up to date and relevant knowledge
- Frequent guest lectures from industry leaders to provide valuable perspective and experience sharing
- Strategically located campus in Delhi NCR facilitates active industry interaction in terms of projects, internships and training programs etc.



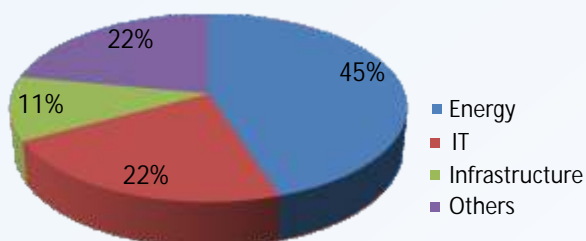
CLASS PROFILE

PGPM (Energy) students have rich diversity of experience, qualification and cultural backgrounds but united in their passion to pursue a career in the energy sector and making an impact.

CLASS PROFILE - PGPM ENERGY 2011-2013

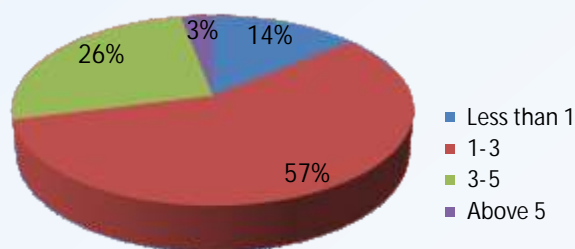


WORK EXPERIENCE - IN YEARS

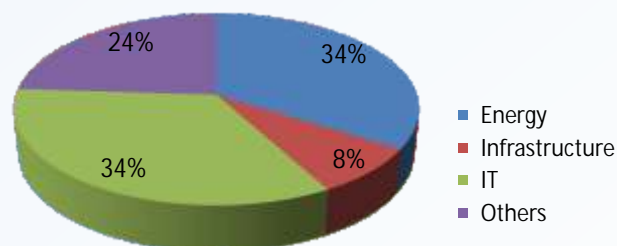


SECTOR WISE BREAK UP

CLASS PROFILE - PGPM ENERGY 2012-2014



WORK EXPERIENCE - IN YEARS



SECTOR WISE BREAK UP

The batch represents a diverse pool of talent, including holders of master and professional courses/certificates, such as Six Sigma, PRO E, AUTOCAD, ISO 50001:2011 Implementer / Internal Auditor, Energy Auditor by Bureau of Energy Efficiency, ISO 50001 - Energy Management System (EnMS) Implementer, Internal Auditor of ISO 14001 and OHSAS 18001, ITIL V3 Foundation certification, CATIA V5, STCW 95, Excel Telecom Professional Certification (Ericsson) and TOEIC (ETS), DNV Internal Auditor, NCFM AMFI Mutual Fund (Advisory) Module, ISO 9001:2008 QMS Auditor By TUV NORD, ANSYS and SIROLPL.

Some of their Previous Employers

<i>Energy</i>	Siemens Ltd. L&T Power Sterlite Technologies	Reliance Power Enercon India Exide Industries	Vedanta Resources Jaypee Associates KEI Industries Ltd.	Gujarat Gas Company Jindal Steel & Power BPCL
<i>Infrastructure</i>	Reliance Infrastructure	Tata Projects	Shapoorji Pallonji	Punj Lloyd
<i>Information Technology</i>	Infosys TCS	Mahindra Satyam L&T Infotech	Cognizant Technology	HCL Technologies
<i>Manufacturing</i>	Essar Steel India TATA Pigments	Larsen & Toubro ITC Ltd.	Thermax Ltd.	Reliance Industries
<i>Others</i>	Ericsson	ICICI Bank	Deloitte Consulting	Capital IQ

COURSE CURRICULUM

Trimester 1

- Financial Accounting
- Managerial Economics
- Marketing Management
- Organizational Behavior
- Quantitative Analysis
- Energy Sector Overview
- Business Communication

Trimester 2

- Business Finance
- Conventional Sources of Energy & Technologies
- Management Information Systems
- Energy Sector Structure, Policies & Regulations
- Operations Management
- Human Resource Management
- Management Accounting

Trimester 3

- Project Planning & Management
- Strategic Management
- Supply Chain Management
- Transmission & Distribution Management
- New and Renewable Energy Sources
- Project Finance and Power Pricing
- Business Research

Summer Internship (8 weeks)

Trimester 4

- Contracting and Business Law
- Entrepreneurship
- Energy Efficiency and Sustainable Development
- Business Marketing
- Elective 1 (Domain)
- Elective 2 (Functional)

Trimester 5

- Leadership & Org. Development
- Global Energy Business
- Macroeconomics
- Research Project - I
- Elective 3 (Domain)
- Elective 4 (Functional)

Trimester 6

- Business Negotiation
- Corporate Governance, Ethics and Human Rights
- Research Project - II
- Elective 5 (Domain)
- Elective 6 (Functional)

Additional Labs & Workshops

- Financial Modeling

- Interview and Presentation Skills

- Personal Effectiveness Workshop

Industry Lecture Series

Leadership Development Program



Functional Electives

Finance

- Advanced Corporate Finance
- Macroeconomics and Global Markets
- Investment Management

Marketing

- Advanced Marketing Management
- Consumer Behaviour and Market Research
- Brand Planning and Management

Human Resources

- Industrial Relations
- Advanced HR Management
- Corporate Social Responsibility

Operations

- Advanced Operations Management
- Total Quality Management
- Advanced Project Management

Domain Electives

Oil & Gas

- Management of Upstream Industry & Imports
- Management of Midstream Industry
- Marketing of Petroleum Products & Natural Gas

Energy Efficiency & Sustainable Development

- Climate Change and Emission Reduction with Clean Energy Technologies
- Energy Environment Interface
- Energy Efficient Practices for Sustainable Dev.

Power

- Power Plant Operations Management
- Power Market & Smart Grid
- Financial Modelling of Power Projects

Renewable Energy

- Planning & Management of Hydro Resources
- Planning & Management of Solar Energy Projects
- Planning & Management of Wind Energy Projects

Innovation in curriculum is a continuous process at Great Lakes IEMR



INDUSTRY ENGAGEMENT

Great Lakes IEMR has one of the best Industry Interaction platforms in the country. Some of the distinguished industry guest speakers who have visited and interacted with Great Lakes IEMR students are as follows:

Mr. Sankar Ramamurthy
Executive Director, PwC

Dr. E. Shankar Rao
DGM, IIFCL

Mr. Dilip Nigam
Director (Wind), MNRE

Mr. Subir Hazra
Associate Vice President & Head, Strategic Planning, DIAL, GMR Group

Mr. P.Ramana Reddy
Managing Director, RSA Low Carbon Services Pvt Ltd.

Mr. M. Gopalkrishnan
FNAE-Secretary General of Indian Commission on Irrigation and Drainage

Mr. Praveen Sinha
Managing Director & Co Founder, Jabong.com

Mr. Parveen Kumar Sanghi
AVP(Civil Design), Energy Infratech Private Ltd.

Mr. Nitin Bhate
Strategic Marketing Manager - GE Energy

Mr. T.M. Rajagopalan
Associate Vice President, Wipro BPO

Mr. Praveen Singh
Director, COGITO Mumbai

Dr. Harish Ahuja
President (Strategy & Corporate Affairs) - Moser Baer Projects Private Ltd

Mr. Ajit Gupta
Former Advisor (Ministry of New and Renewable Energy)

Mr. Ashish Nagar
President, Stanford Business School Energy Club

Mr. Sanjay Varghese
COO, Lanco Solar

Mr. R. Krishnamoorthy
Former Member (CERC), Ex Chairman (PFC)

Mr. Rustam Sengupta
Founder and Chief Executive Officer Boond Engg. & Dev. Products

Dr. T.C. Tripathi
Director, New Era Solar Solutions (Ex-Advisor, MNRE, GoI)

Mr. Shantanu Prakash
Founder and Managing Director Educomp

Mr. Y.N. Apparao
Chairman, Athena Demwe Power Ltd.

Mr. K.S. Popli
Director (Technical), IREDA

Dr. Praveen Saxena
Director (Hydro), MNRE, GoI

Col. Biraj Sahay
Head - Group HR, BCL Secure Premises

Dr. Sanjay Vashishtha
Director, First Green Consulting

Mr. Parag Sharma
Associate Director (KPMG Advisory)

Mr. Rakesh Sarin
Managing Director, Wartsila India

Dr. Bharat Bhargava
Director, (Solar), MNRE, GoI

Mr. Sunil Marri Varma
Head – Power Sector (ICRA Consulting)

Mr. M.K. Deb
Managing Director, CECL & MPWL

Mr. Tejpreet Chopra
CEO – Bharat Light & Power Ex-CEO, GE India

Mr. S. Padmanabhan
Director (SARI) and Senior EnergyAdvisor (USAID)

Mr. Vimal Mahendru
President - IEEMA

Lt. Gen. Hari Prasad, PVSM
Former GOC-in-Chief, Northern Command, Indian Army

Mr. Vijay Duggal
DGM (Bharat Petroleum)

Mr. K. Rajagopal
Director and CEO, Lanco Power

Mr. S.K. Sahi
Director, Centre for Social Responsibility & Leadership

Mr. S. Seshadri
Former Member - Thermal (CEA)

Ms. Usha Rao
Project Manager, KfW Carbon Fund

Dr. Bibek Bandopadhyay
Advisor, MNRE, GoI & Head, Solar Energy Centre

Dr. C.R. Prasad
Chairman, Everest Power

Mr. Harminder Singh
Director(Research), India Infrastructure

Supported by leading corporates



ACHIEVEMENTS

Dr. B.S.K. Naidu, Chairman, Great Lakes IEMR decorated as Honorary Diplomat of the American Academy of Water Resources, AAWRE's highest honor. This brings him to the distinguished Hon. Diplomat clan of 30-most eminent scientists in the world.



Dr. Bala V Balachandran, Dean, Great Lakes Institute of Management, ranked among top 10 most powerful global Indian thought leaders for the year 2012, by Economic Times.

STUDENT ACHIEVEMENTS

Great Lakes Institute of Management, Gurgaon students have won several national and international business plan awards. The latest laurel being the first and third prizes at the Indiafrica Business Plan contest organized by Governments of India and Africa. The teams from Great Lakes came ahead of business schools like IIM A, IIM B, ISB, IIM C, IIM L, IIM K, etc and have the rare distinction of being nominated and sponsored to attend the World Economic Forum at Davos next January by the Ministry of External Affairs, GoI.

Some of the key achievements have been mentioned below:

- ◆ 1st prize of US\$ 10,000 and 3rd prize of US\$ 5,000 in Indiafrica Business Venture Competition @ INDIAFRICA a shared future organized by the Ministry of External Affairs, Government of India and promoted by INDIA Future of Change, an IdeaWorks initiative.
- ◆ 1st prize of INR 1,50,000/- at "CONQUEST 12", a B-plan competition organized by BITS-Pilani in association with NEN, SEEDFUND, The Hatch & DST.
- ◆ 1st prize of INR 40000/- at 'INGEN', the flagship B-plan contest of Eximius, the Entrepreneurship Summit at IIM Bangalore.
- ◆ 1st prize in the business plan competitions conducted at IIT Delhi, IIT Chennai and IIT Roorkee, for their business plan on Solar-Fuel Cell Hybrid ahead of leading business schools such as IIM A, IIM B, IIM L, ISB, IITs, etc.
- ◆ 1st prize in the nationwide 'AI Gore Sustainable Technology Venture competition' for business plans on sustainable ventures hosted at IIFT Delhi.
- ◆ 1st prize in a case study on Crude Oil Prices organized by IIT Bhubaneswar.
- ◆ The unique distinction of bagging all three prizes ahead of other energy management schools like UPES Dehradun, RGPTI, IT-BHU, Pandit Deendayal University, NPIT, etc in "Emerson Talent Quest" the exclusive pan Indian competition among Energy Management schools and judged by Directors / CEOs from Emerson, Punj Lloyd, Indian Oil and Engineers India.
- ◆ 1st prize at Social Entrepreneurship competition organized by TERI University which saw participation from FMS, SRCC, Delhi School of Economics, TERI, etc.
- ◆ 1st prize in Amity Business Plan competition, INBUSH, a national level competition which had participation from leading business schools like IIFT, FMS, DSE, etc.



1st prize at Fifth AI Gore Sustainable Technology Venture Competition hosted by **IIFT, New Delhi**



1st prize at Conquest 2012, **BITs Pilani's** annual B-Plan event



1st prize at INGEN, Flagship event of Eximius, annual Entrepreneurship Summit organized by **IIM Bangalore**



1st, 2nd, and 3rd prize at Emerson Talent Quest, exclusive competition for energy management schools across India



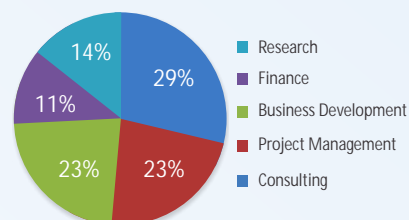
PLACEMENT REPORT - PGPM (ENERGY) CLASS OF 2012

The quality of the placements at Great Lakes IEMR affirms the industry relevance of the program which prepares the students to take on the challenges of the energy sector. The placements for Class of 2012 set a new benchmark with the quality of the profiles and compensation levels offered being the best for any full time energy management program in the country.

Highlights of Placements 2012

- ◆ The placement process at Great Lakes IEMR witnessed an envious mix of Consulting, IT, Research and core energy companies participate.
- ◆ Leading consulting companies like Deloitte, Mercados EMI, ICRA Consulting, and Cognizant Business Consulting gave multiple offers in the domains of Power, Oil and Gas and Renewable Energy.
- ◆ Technology companies like CTS and Wipro Ecoenergy selected the candidates specifically for Smart Grids and Utilities area.
- ◆ Emerson, Moser Baer, Atlanta Energy, Capital Fortunes, NCC, Fedders Lloyd, Infraline and Pristine selected candidates across project management, business development, corporate planning and strategy, industry research and financial modeling.
- ◆ Mahindra UGINE offered roles in Energy Efficiency and Power Trading Corporation offered power trading profile.
- ◆ The highest CTC offered was Rs. 15.5 lakhs p.a. with over 20% of the batch received offers above Rs.10 lakhs per annum and the average CTC stood at 8.28 lakhs p.a.
- ◆ Deloitte was the largest recruiter with 6 students accepting offers made by the firm.

Final Placements Profiles



Both in terms of profiles and compensation, the candidates at Great Lakes IEMR fared the best across all energy management programs in the country.

Some of the companies that participated in placement process



RECRUITERS SPEAK

HR Manager,
Deloitte

Recruiting from Great Lakes IEMR was a very pleasant experience. The candidates were knowledgeable and spirited. The problem solving techniques especially the 'flowering of ideas' as implemented by them was outstanding. I am sure these guys would do very well in the industry.

HR Manager,
Emerson

We found the candidates from Great Lakes IEMR to be very bright with all the qualities of a good recruit. The work done by them was very detailed and very well presented.

Manager,
Renewable Energy,
Mercados EMI

The Great Lakes IEMR candidate was very sincere and hard working and achieved her deliverables well within time. Her analytical and technical skills coupled with good presentation and soft skills make her a great asset for any organization.

Chief T&D
Manager, IOCL

I would like to extend my hearty congratulations & appreciation on the excellent work done by the students of Great Lakes IEMR. The detailed project done by them would now be implemented in 75 Nodal Centres on All India basis. The candidates exhibited initiative, good co-ordination skills, discipline to complete this project within stipulated time frame

Director,
Climate connect

The intelligence, diligence, and honesty exhibited by the candidate was for everyone to see in my organization. In addition, his confidence in varieties of challenges had brought him praises not just from me, but also from other members in the team. He has always completed what is expected out of him with efficiency and effectiveness. The student exhibits good characteristics such as independence, excellent participation, and confidence, which are essential to succeed in any organization.

Head HR,
Hydrocarbon IC,
L&T

We have been recruiting from Great Lakes Institute for about three years now. I have no hesitation in saying that the students of this institute match with the very best in India. This is clearly seen in the numbers we interview and those who are finally selected. Their caliber is also amply demonstrated by high quality of delivery by those who have been with us for some time now. My compliments to the team running the institute and the best wishes for its continued success.



SUMMER PLACEMENTS SNAPSHOT - PGPM (ENERGY) CLASS OF 2013

Company	Project Topic
BPCL	A Pre - feasibility study for the bidding process for setting up a CGD network.
CERC	Review of power traders financial performance and margin analysis
Climate Connect	A critical analysis of REC & RPO Mechanisms in India
Emerson	Develop Solar Thermal Solutions Business Project planning for 1x50MW Solar Thermal Power Plant & Market Research for MAC Business in STPP
Fedders Lloyd	Study of HVDS and feeder segregation project in MP
GAIL	Analysis of Competency Mapping and Skill-set requirement for project personnel in pipeline project Evolving Gas Markets in India and its Pricing
HPCL	Strategies to Accelerate RACER 4 Sales at Retail Outlets Study of Business Process of White Oil Product Pipeline
IFCI	Estimation and Strategy Formulation for providing factoring services in the service Industry
IMaCS	Advisory assistance in developing possible Demand Side Management (DSM) implementation framework in the state of Haryana
Infraline	Benchmarking Indian Solar PV Module Manufacturers & International Suppliers
IOCL	Market perception & suggesting marketing strategies to increase market share in HSD among Transporters Visibility of SERVO in Mumbai market
L&T Power	Project Planning - 2X700 MW Rajpura Thermal Power Plant
Mercados	Detailed project report (DPR) of 1 MW solar PV power project under REC mechanism of Rajasthan Solar Energy Policy, 2011
NTPC	Feasibility and Risk Assessment for a Gas Based Power Project Analysis of the Structure and Dynamics of the short term electricity market in India
NTPC (NVVN)	Business Delopment Strategy for NVVN
PGCIL	A detailed study on Natural Disaster Risk Management system of Power Grid
Sterlite	Smart Grids: India Assessment Mapping
Wipro	Market analysis and study of grid code for renewable (wind and solar) in Germany, Australia and China

* Indicative List

STUDENT COMMITTEES AND CLUBS

Being a student-managed and student-run institute, all key functions of the institute are ably supported by committed student bodies - be it admissions, placements, web management or branding. The students also organize the flagship Annual Management Festival CREST, which attracts participants from leading business schools. List of committees and clubs is below.

Admissions Committee (Adcom)

Alumni Committee (Alcom)

Branding & Public Relations Committee (BPR)

Centre for Innovation & Entrepreneurship Committee (CiE)

Events Committee (Evecom)

Industry Interaction and Placement Committee (IIPC)

Student Council

Marketing Club

Finance Club

Operations & Decision Science Club

Editorial Board

Sports Club

Renewable Energy Club



STUDENT SPEAK



Amara Raja

With every day at Great lakes being a process of learning, unlearning and relearning, I have realized that the institution is built on the tenets espoused by Alvin Toffler. Challenging conventional thinking, leadership development and a strong commitment to ethics and entrepreneurship are factors which set apart Great Lakes IEMR and every day here is about imbibing, developing, learning and acquiring these skill sets.

Amara Raja is an Electrical and Electronics Engineering graduate from Dr. MGR Educational and Research Institute and has worked at ABB for 3 years and in the ECC Division of L&T for another 3 years.

Pursuing an MBA at an institution where I get extensive opportunities to learn about the energy sector, I believe, I will be able to capitalize on my techno-managerial skills to the fullest. With access to eminent personalities from the Energy Industry and the hands-on curriculum at Great Lakes IEMR, I am well on my way to becoming an indispensable energy professional.

Nikhil Yadav is Biotechnology graduate from IIT Guwahati.



Nikhil Yadav



Bhairaw Kumar

Great Lakes IEMR is a gateway to opportunities in the fast growing energy sector. The Industry Lecture Series provides the requisite insights into global business practices and provides fantastic networking opportunities.

Bhairaw Kumar is an Electrical Engineer from NIT Jamshedpur with six years of experience in Thermal power project design at TATA Consulting Engineers Ltd.

Incredible support from the top-notch faculty and the emphasis on personal development has helped me harness my potential. I strongly believe that Great Lakes IEMR is the ideal place for anyone who is passionate about the Energy sector.

Anjali Chaturvedi is a Biomedical Engineer from VIT University.



Anjali Chaturvedi



B Kiran Kumar

Great Lakes IEMR has been an exhilarating experience that has helped me broaden my horizons. The culture here is such that it encourages students to take up challenges and stimulates out of the box thinking. The diversity in student profiles and the wealth of knowledge offered by the faculty make Great Lakes IEMR the first step to take to grab the opportunities flowering in the energy sector.

B Kiran Kumar is an Electronics and Communication Engineer from Satyabhama University with two years of IT experience in Wipro Technologies as a Technical Leader.

The course curriculum and pedagogy at GLIEMR has perfectly matched my requirement – a full-time MBA intertwined with energy management focus. The diversity and the drive among my peers, the world class faculty and industry interaction has made Great Lakes IEMR a fulfilling experience.

Mukundhan Subramaniam is a Mechanical Engineering graduate of NITK Suratkal with 3 years of experience working with GMR Energy (Hydro) as a Hydro-mechanical Design Engineer.



Mukundhan Subramaniam

ADMISSIONS & FEES

Eligibility

Candidates with a Bachelor's degree or equivalent with minimum 55% marks in any discipline from a recognized university are eligible for admission. Final year candidates may also apply, under the condition that they provide documented evidence of having fulfilled the eligibility criteria by October 1, 2013.

Applications

The online application form can be accessed at Great Lakes, Gurgaon website. After registration and payment of application fee of Rs. 1000, you will get access to a password protected online application form. You can have multiple accesses to your application for filling up at your pace. Once application form is fully complete, please submit it. Kindly plan to submit the form a few days before the deadline in order to avoid any last minute issues or technical glitches.

Aptitude Test Scores

For PGPM (Energy) 2013-15, Great Lakes IEMR will accept CAT* scores of the year 2011 and 2012, XAT* scores of the year 2012 and 2013 or GMAT scores taken after Jan 1, 2010. Candidates without any of the above valid scores are advised to register for GREAT.

*IIMs, XLRI or any affiliated organizations have any role in selections for Great Lakes programs.

Personality Assessment

Great Lakes IEMR will conduct Personality Assessment for the shortlisted candidates at assessment centres in major cities across India. The details for the same will be communicated to the shortlisted candidates upon evaluation by the admissions committee.

Offer of Admission

The final selection will be based on a weighted score of the candidate's test scores, educational background, professional experience and personality assessment. Successful candidates will have to convey their acceptance of the offer and need to deposit the admission fees of Rs. 80,000 within the date mentioned in the offer letter, failing which the offer will be cancelled. The Admission Fee will be adjusted against the First Trimester Tuition Fees.

Financial Assistance

Selected students can contact the Admissions Office for assistance in applying for loans after receiving the offer of admission.

PGPM (Energy) 2013-15 Fees	2013-14	2014-15 in INR
Tuition Fee	405000	405000
Examination Fee	10000	10000
Miscellaneous (Reading Material, Training, Library, etc.)	25000	25000
Total Program Fees	440000	440000
Refundable Deposit	10000	
Alumni Fee		10000
Student Welfare Fund	5000	5000

Great Lakes IEMR provides residential facilities for students on an optional basis.

Mailing Address

Admissions Office
Great Lakes IEMR
Plot No: 815, Udyog Vihar Phase V,
Behind Trident/Oberoi Hotel,
Gurgaon-122016, Haryana, INDIA
Ph: +91 124 4934006, M: +91 9560855600



TITANS SPEAK



Mr. Adi Godrej, Chairman, Godrej Group.

"Great Lakes Institute of Management is an outstanding institution, built by Professor Bala Balachandran and his team, with great vision, extraordinary passion and deep insight. It has been built on a wonderful campus that meets all the needs of a modern business education. The quality of the students it attracts is superb. The Godrej Group has recruited many graduates from Great Lakes Institute of Management and we are extremely pleased with their contribution and progress. I wish the Institute all success and hope it will continue to contribute strongly to our nation's progress."

Mr. S. Ramadorai, Vice-Chairman, Tata Consultancy Services.

"Several visits to The Great Lakes Institute of Management has convinced me that this institute nurtures some of the finest managerial talent in the country. It provides a stimulating environment for their professional development beyond theory and into real world experiences. It has enabled a top class education right here in India."



Mr. Ravi Kant, Vice Chairman, Board of Directors, Tata Motors.

"Interacting with the students of Great Lakes was a refreshing experience. The students displayed a sense of keen inquiry in asking variety of questions which reflected their intelligence, knowledge and maturity. I am sure that they will be highly prized and well regarded wherever they go."

Mr. Lakshmi Narayanan, Vice Chairman, Cognizant Technology Solutions.

"With a global mindset, a 'can-do' attitude, and strong work and professional ethics, these students have played a critical role in ensuring Cognizant's enviable position as the fastest growing top-tier Consulting and IT Services company. One example of this live association is the creation of a focused 'Great Lakes Alumni Network' within Cognizant that involves itself in fostering and growing the bilateral bonds. We, at Cognizant have enjoyed being an active participant in many of Great Lakes' academic and business initiatives. We look forward to sustaining and growing this mutually beneficial relationship, consistently in the future too."



"Work with Integrity, Succeed with Integrity."
Dr. A. P. J. Abdul Kalam, Former President of India.







Great Lakes' LEED Platinum rated Green Campus in Chennai



Gurgaon Campus: 815, Udyog Vihar Phase 5, Gurgaon, Haryana - 122016. Ph: +91-124-4394000 Fax: +91-124-4934001
Great Lakes Chennai Campus: East Coast Road, Manamai Village, Tamilnadu - 603102. Ph: +91-44-30809000 Fax: +91-44-30809001
Website: www.greatlakes.edu.in/gurgaon

Great Lakes MoU with

