







#### GREAT LAKES INSTITUTE OF MANAGEMENT

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Research Collaboration





Open and find the right kind of future leaders for your organisation from the 260 featured inside.

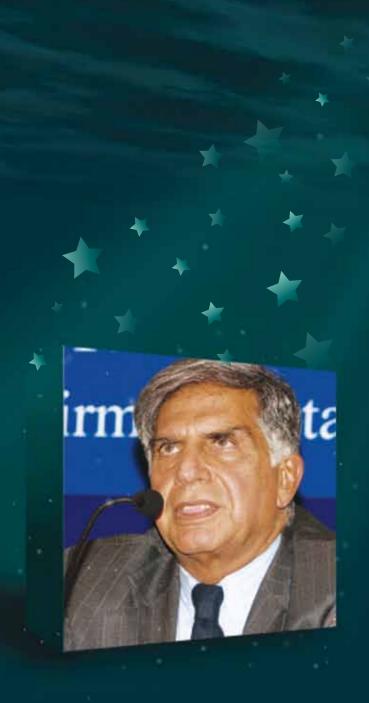


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# RECRUITMENT SCHEDULE

ACTIVITY	DATE
Pre Placement Talks Schedule	Oct 15th-Nov 30th
Interview Date Confirmation	Nov 15th Onwards
Interview Schedule	Jan 18th- Jan 22nd
Recruiters to make offers	On the spot



# MESSAGE FROM THE CHAIRMAN BUSINESS ADVISORY COUNCIL

Mr. Ratan N. Tata Chairman, Tata Sons Ltd., India

With the world in the throes of recession, Indian business needs visionary leadership to address the exceptionally challenging times with which it is confronted. More than ever before, the country needs managers who are not only global in their outlook and have what it takes to succeed in today's dynamic business environment but also have a deep awareness of the Indian reality.

The Great Lakes Institute of Management has been imparting management education with just this objective under its vision of "Global Mindsets, Indian Roots". Its rigorous selection process ensures a student body with a rich mix of diversity, experience and domain knowledge, and it has strived to fashion a faculty comprising among the best management teachers around the world. Its teaching and curriculum focusses on creating 'business ready managers' aligned with corporate needs. The range and diversity of the corporates which come to the campus to recruit its students is a testimony to the reputation the institute has built in its short, five-year existence.

This year is special because Great Lakes has moved into a green campus of which it can be rightly proud of. Its flagship PGPM program is now completely residential, giving its students a greater opportunity to interact with the faculty. This is an important milestone in the short history of this institute.

I wish all Great Lakers, both students and faculty, all success in the coming year.

# MESSAGE FROM THE CHAIRMAN BOARD OF DIRECTORS

Mr. Jamshyd N. Godrej Chairman & Managing Director, Godrej & Boyce Mfg. Co. Ltd.

I have been closely associated with Dr. Bala right since the inception of the Great Lakes Institute of Management. This year has been made even more special because the Patriots have moved into the new campus at Manamai. Godrej has been involved in every stage of this transition and it gives me great pride to see the fruition of the Godrej Centre, part of the long standing collaboration between Great Lakes and the Pirojsha Godrej Foundation.

I have always been impressed with the unique course curriculum at Great Lakes. Apart from the regular academics, introduction of the empirical study gives student a chance to do an in depth analysis on any contemporary topic of his/her choice, while Karma Yoga project aims at giving back to the society and the inclusion of Mandarin as part of the course curriculum is an indicator of how much thought has gone into the design of the course.

I interacted with the Patriots Class of 2010 during the inauguration of the new campus and found them to be a very sharp, intelligent and perceptive lot. They are aware of the responsibilities entrusted upon them as future leaders and entrepreneurs of this country and are rapidly emerging as some of the most employable MBA graduates in the country. I am certain that this batch of Patriots will take Great Lakes to greater heights and realize Dr. Bala's dream of making this a world class institute.

Even during adverse market conditions, the institute was successful in securing good placements for all the champions. I am sure Great Lakes will continue to maintain its commendable record of 100 percent placements in the coming year as well. As always, my best wishes to Dr. Bala and the Patriots for an eventful, stimulating and fulfilling year ahead.





# MESSAGE FROM THE FOUNDER AND DEAN Dr. BALA V BALACHANDRAN

Professor Emeritus of Accounting Information & Management, Kellogg School of Management, Northwestern University, Illinois; Executive Professor & Strategy Advisor to the Dean, Bauer College of Business, Univ. of Houston; Founder and Dean, Great Lakes Institute of Management

"When the Going Gets Tough, the Tough Get Going" – I am certain that Billy Ocean's innocent statement has today become a 'management mantra' that has a more profound meaning! The times are tough indeed, but the secret of overcoming these tough times is with determination, intelligence and the skill to blend the two into a seamless offering. Enter Great Lakes!

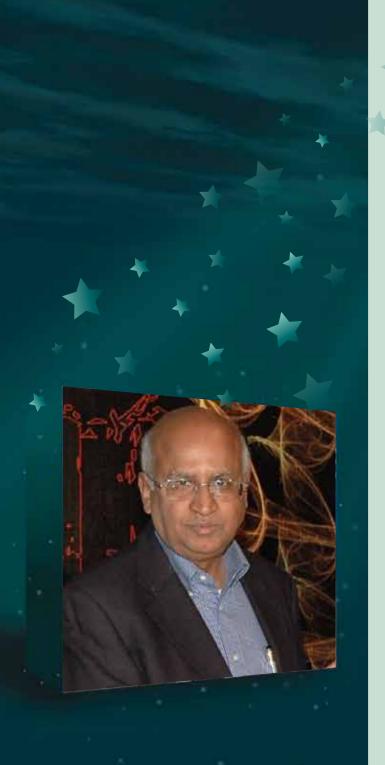
At Great Lakes, our USP has been that of blending the western management thought with the eastern ethos and ethical value systems. After all, an organisation is only as great as its people and we specialise in creating just that breed of Managers and Leaders who will be able to successfully navigate through tough and trying times and steer the organisation towards greater heights.

Allow me to elaborate. The Post Graduate Program for Management (PGPM) is targeted at the qualified professionals with an average prior work ex of at least two years. The class of 260 in itself provides diverse experience – it is a veritable melting pot of cultural, educational, geographic and industrial backgrounds. They are put through a battery of tests and only the truly victorious make the cut. The curricular phase is gruelling and entails a combination of lecture sessions, assignments and projects, and experiential learning modules. The extra-curricular activities are just as demanding – the various student committees involve themselves in a variety of activities right from admissions of the following year to placement of their classmates; from administrative support to event co-ordination and work in cohorts to pursue interest or subject specific projects. Great Lakes also takes pride in following a transparent system where the students take on responsible roles and work in teams to achieve what we call a 'student-driven and student-centric' culture. This apart, 'Care and share' and Karma Yoga activities form an integral part of the learning process at Great Lakes.

With the commencement of the academic year in April 2009, we have moved to a more spacious and state-of-art campus on the scenic East Coast Road, near Mahabalipuram. The 18-acre eco-friendly campus houses the student residential hostels as well as the classroom and administration blocks and is likely to be LEED Platinum rated. Set in sylvan surroundings, it provides the perfect learning ambience in line with our traditional gurukulam way of learning as practiced by our forefathers. In our classrooms, the future managers and global leaders are slowly evolving; they are being nurtured and groomed; sensitized and prepared; molded and polished into being responsible corporate citizens of tomorrow.

I am delighted to offer you such an enterprising, motivated, creative, and committed team of managers who will assume roles of authority and responsibility in your organization and take it from success to greater success in the years to come. After all, an organization is simply as great as its people!





# **BUSINESS ADVISORY COUNCIL**

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  University
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  Professor of Finance and David Margolis
  Teaching Fellow, Stern School of Business at
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- Dr. M. B. Athreya
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  Management, New Delhi
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- Dr. V. Kasturi 'Kash' Rangan Malcolm P McNair Professor of Marketing, Harvard Business School
- Dr. Keshavamurthy Ramamurthy Professor, Management Information Systems, Sheldon B Lubar School of Business, University of Wisonsin at Milwaukee
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Economist, IMF (2003-2006)

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Dr. Yair M. Babad
Professor, Department of Information
and Decision Sciences, College of Business
Administration, University of Illinois at
Chicago

Trust Great Lakers to turn up with magical solutions for every management problem.

#### 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.

N. R. Narayana Murthy,
Chief Mentor.



"That Great Lakes is recognized as one of the country's premier B-schools is itself testimony to the nature and quality of the education that is imparted. During my interaction with the students at Great Lakes, I have found them to be curious, motivated, energetic and enterprising. Great Lakes has earned the undisputed respect of the academic and corporate community in a very short span of time and my best wishes to Bala and the Institute to scale greater heights in the days to come."

TITANS SPEAK

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."

**Adi Godrej,** Chairman, Godrej Group



Lakes Institute of "Great 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."

# MESSAGE FROM THE EXECUTIVE DIRECTOR

One of the important ways in which a society judges a Business School, is in terms of how well its graduates are accepted by the corporate world.

In a short span of 5 years, Great Lakes has made a significant impact on the corporate world as testified by the placement record of the past 5 years. It is a matter of great pride and happiness that even in an year of economic recession like 2008-2009, when most of the top schools had difficulty in placing all their students, concomitant with a drop in average salary to the tune of 20-30%, Great Lakes has managed to place all their graduating students, with just a minimal drop of average salary to the tune of only 12-15%. This, to me, represents the recognition on the part of Industry, of the immense value and significance of Great Lakers.

Analogous to previous years, the current batch of 2010 students (the Patriots) have registered a significant improvement in terms of experience, qualifications, test scores, etc.

These are also people who have a long term perspective, willingness and ability to take the right kind of risk. I am saying this because, in a tough year like this, they boldly chose to relinquish their jobs; invest a year and money in getting a rigorous management education. Over the year that they are going to spend here, their skills and capability are going to be honed and improved substantially. They will be ready to take up their managerial challenges of the emerging world and any organisation that chooses to recruit them would be really making the right choice in terms of investing in the future leadership.

I am sure you are going to be one of those lucky firms. Looking forward to your participation in our campus placement.

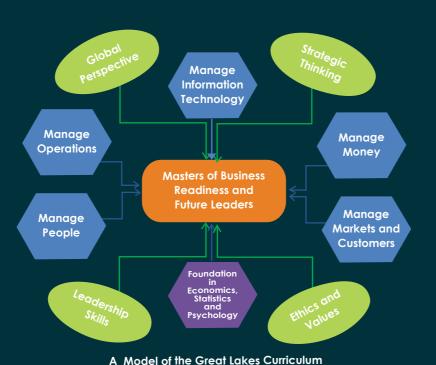
With warm regards, S. Sriram Executive Director



# MESSAGE FROM THE PGPM DIRECTOR

Great Lakes has come a long way since its inception in 2004. Within a short span of time, it has emerged as one of the leading business schools in India. The institute produces 'Business Ready Managers' who epitomise its motto - 'Global Mindset, Indian Roots'. It has a rich culture which is a perfect blend of academics, team leadership and continuous innovation. The dynamic environment here plays a great role in motivating everyone - faculty, staff and students to deliver their best. We have a truly world class faculty from the top International B-Schools such as Kellogg, Stanford, Harvard, Chicago, Columbia, Yale, among many others. Our core faculty team, though relatively small, is comparable to the best in the country. This is supplemented with insightful guest lectures delivered by eminent personalities from the industry.

We, at Great Lakes, strive to produce Business Ready Managers who are exposed to a graded and well-balanced curriculum that not only emphasises shareholder returns but also creates value for all the stakeholders, viz., the customers, employees, suppliers, intermediaries and the society at large. The model of the curriculum at Great Lakes Institute of management is shown below:



We sensitise students to ethical issues in business and good corporate governance; engage all students in "Karma yoga" projects to bring about social sensitivity; and give much importance to both soft-skills like communication and interpersonal effectiveness as well as analytical skills. Our students are great team players unlike the typically arrogant and ego-driven business graduates of other top B-schools.

The culture in Great Lakes facilitates learning from academicians and eminent industry captains as well as from peers. Our new campus at Manamai, near Mahabalipuram has all modern facilities and offers complete residential facility for all its students. Aided by the latest technology, a scientifically designed curriculum and continuous corporate interactions, our students are transformed from being first-class 'management students' into astute 'thought-leaders' who are ready to take on the present and future challenges of the corporate world in India and abroad.

The placement season for the fifth batch of Great Lakes Institute of Management, Chennai ended on a high note. It once again highlighted the increasing prominence of Great Lakes as one of the top B-Schools in the country. Even in this recessionary period, Great Lakes attracted 91 companies to visit the campus and once again achieved 100% placement. Our current batch has a median GMAT score of 690 and a median CAT score of 96.5 percentile. The batch also brings an average work experience of 47 months. The maturity, business-readiness and holistic perspective that this batch brings in, should be very attractive to recruiters.

We invite you to visit our campus and experience a whole new environment and recruit our graduates.

Dr. M. J. Xavier Director - PGPM You will find Great Lakers impacting businesses virtually in every corner of the globe.



# MESSAGE FROM THE PLACEMENT DIRECTOR

It gives me immense pleasure to present to you the Class of 2010 at Great Lakes "The Patriots".

Since its genesis in 2004, Great Lakes Institute of Management has achieved tremendous growth and leapfrogged towards educational excellence. The current batch of 'Patriots' stand testimony to the high quality of international education imparted at this world class institution. With excellent infrastructure in place, our students are ready to scale greater heights in the years to come.

Our key differentiators are the excellent pedagogy we have on our panel, such as our founder Dr. Bala V. Balachandran, Dr. K. Siva Sivaramakrishnan, Dr. Philip Kotler, Dr. T.N. Seshan, Dr. Venkat Krishnan, Dr. Narendar Rao, Dr. Seenu V. Srinivasan, et al, in juxtaposition with a world class platinum-rated 'Green Campus', a completely student-driven institute, a special Karma Yoga project undertaken by all students, 'Gurukulam' system of education and a group of brilliant and exceptional quality of students to top it!

The recession in the economy did nothing to deter our spirits and we were highly successful in achieving 100% placement in 2009. I am confident that we shall be able to excel this year too - given the high quality of students we have, and the excellent value-added inputs they will receive from eminent faculties during the course of this academic year.

I would like to thank you immensely for the continuous support and encouragement that you have given us till now and keenly look forward to seeing you all again in our new and scintillating 'Green Campus' this year.

Dr. Krishna Ram Placement Director





# ABOUT GREAT LAKES

Great Lakes Institute of Management was founded by Dr. Bala V. Balachandran of Kellogg School of Management, with a conscious endeavor to create leaders with a global perspective, capable of handling scale and diversity with great zeal and passion and who also have an impeccable virtue and character. Great Lakes represents a perfect fusion of the wonderful concepts and innovations of the West with the ageless ethos and values of India, packaged into one world-class offering for budding professionals. Reflecting this is the institute's motto: "Global mindset, Indian roots".

Great Lakes offers 1-year full-time Post Graduate Program in Management and 2-year part-time Post Graduate Global Executive Program in Management. Great Lakes is supported by a very eminent Business Advisory Council and Academic Advisory Council consisting of luminaries from the business world as well as the academia. Great Lakes has a truly world class faculty from the top international B-Schools such as Kellogg, Stanford, Harvard, Chicago, Columbia, Yale, etc, besides premier Indian ones like IIM-A, IIM-B, IIM-C, TISS, XLRI, S.P.Jain, etc.

Within 5 years of its establishment, Great Lakes has evolved into a reputed and preferred business school in India. Great Lakes has academic collaborations with Stuart School of Business at the Illinois Institute of Technology, Chicago, USA. The "Yale-Great Lakes Centre for Management Research" has been established with the objective of pursuing advanced research in management in partnership with Yale University of USA. The Institute has also entered into an MoU with the Nanyang Technological University of Singapore; Universiti Tun Abdul Razak, Malaysia; Bauer College of Business at the University of Houston; and Indian Institute of Technology, Madras for academic exchange programs.

Great Lakes is located in a sprawling 18-acre campus situated very close to the famous shore temple of Mamallapuram, near Chennai. The campus has been designed to be LEED Platinum rated 'green campus' and would be one of the first in India and among very few in the world.



# **OUR NEW CAMPUS**

Great Lakes Institute of Management is now ready to compete with world class B schools. The construction of the new LEED platinum rated green campus has been in full swing for almost a year now and the results are here for all to see.

Spread over 18 acres (talks are on to acquire the neighbouring land for future phases), the lush green campus is a sight to behold. Off the ECR highway, in the picturesque town of Manamai, resides the new breeding ground for global leaders. The college has been built in the style of the Gurukuls of yore, with an open courtyard structure. Towering at the centre is the symbol of tranquility which is an ideal place to sit back, unwind and watch the world go by. There are fountains at the four corners of the campus. An authentic thatched roof pathway leads to the canteen and the hostel block. A steady breeze blows across every corner of the campus providing refuge from the sweltering Chennai heat.

The main hall, capable of seating all 260 students at one go during exams, functions and public addresses can also be divided into two classes of 130 by means of a collapsible wall. The public address system is a Bose, with one of the kind blackboard learning system which allows students to catch up on lectures they missed through recordings. An ATM facility has been provided right outside the campus. TV rooms in each hostel block provide the Great Lakers some much needed respite from the relentless working schedule.

Phase 1 includes the recreation block, gym, open air theatre, canteen, hostel accommodation, a main basketball court and volleyball courts in each block. The single occupancy hostel rooms are air conditioned, comfortable, well illuminated and impeccably furnished. The resource centre and library boasts of a comprehensive collection of international publications, periodicals, business magazines, case papers and abstract that any world class institute would be proud to showcase. Individual study cubicles facilitate deep learning, be it rigorous study during exams or working late into the night to complete any assignment.

Phase 2 entails the hostel accommodation for married students, a swimming pool and numerous other additions. Catering and housekeeping is provided by Sodexho, caterers of international repute.

With such a wonderful campus, Great Lakes is bound to go places.

# ADMISSIONS AT GREAT LAKES

Great Lakes Institute of Management is committed to creating "Business Ready Managers" who would epitomise "Global Mind Sets, Indian Roots". In line with this vision, the institute's selection process is structured to ensure that the input for Great Lakes is a combination of academic brilliance, hard work, strong ethical values and diversity. At the end of the screening and selection process, only around 10% of the total applicants make the grade and are admitted to the program. With such a select and diverse group of students, the standards set and the level of comprehension and learning is exceptionally high.

Applicants for admission are evaluated based on GMAT/CAT (2008 & 2009) score, past academic performance, essays and letters of recommendation, work experience and performance in the interview and group discussions. The selection process builds in criteria that facilitates evaluating each applicant on:

a) Academic Abilities: Being one year fast track, the program at Great Lakes is highly demanding and intense; candidates with consistent academic background and an ability to sustain under pressure make the shortlist.

b) Standardized Test Scores: To eliminate inconsistencies between colleges and universities at Under Graduate level Great Lakes considers GMAT or CAT scores in the overall assessment.

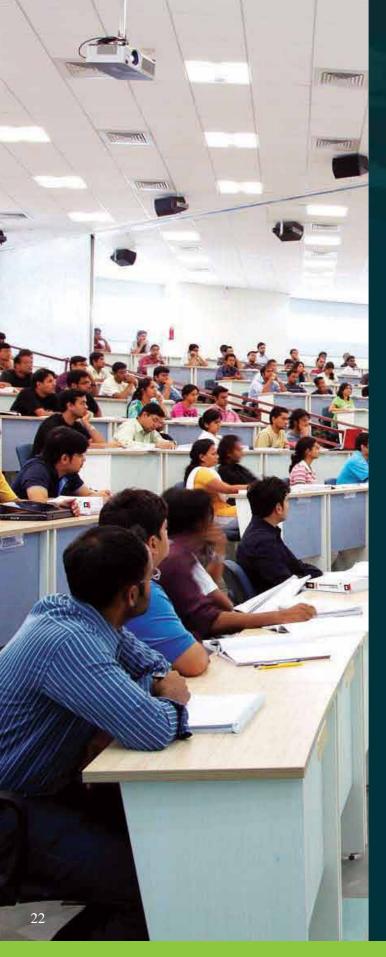
c) Leadership & Interpersonal Skills: Great Lakes as an institute promises to deliver Business Ready Managers who would be leaders in their fields, and hence applicants who have exhibited leadership skills at work and/or in school/college make the grade to be part of the Great Lakes Family.

d) Integrity and Ethical Values: Great Lakes lays a lot of emphasis on integrity and values including plagiarism which are probed thoroughly during the process.

e) Diversity of Background: At Great Lakes, diversity in background facilitates peer learning which transforms the 'uncut jewels' into 'diamonds'. Students in the current batch come from diverse fields like Defence Services, Finance, Hospitality, IT, Manufacturing, Marketing, Medicine, Merchant Navy

CAT & GMAT Scores - Batch 2010				
CAT		GMAT		
Median	Highest	Median	Highest	
96.5	99.4	690	740	





# PGPM PROGRAM OVERVIEW

#### **Course Curriculum**

Great Lakes Institute of Management aims at developing 'Business Ready Managers'. We have a unique specialisation model which is structured into 'Horizontals' and 'Verticals'. The 'Horizontals' focus on functional specialisation, while 'Verticals' focus on industry-specific specialisations. This enables students to creatively leverage their knowledge and skill sets in the area of their interest. The course curriculum has been framed by some of the best names in academia, who form the Academic Advisory Council of Great Lakes.

#### **Course Content**

The course is divided into seven terms, with each term of about six weeks. This seven-term program encompasses a set of core courses in Strategy, Marketing, Finance & Accounting, Entrepreneurial Economics, Organisational Behaviour, Operations and Quantitative Decisions. The program is designed to meet the emerging trend for acquiring management skills among the students, irrespective of the Under Graduate specialisation and therefore the program is structured to cater to a wide variety of undergraduate degrees. The last four terms of the course are called the "Specialisation Phase" where the students have to choose their field of specialisation.

#### The Gurukulam way of learning

One of the hallmarks of the program is to teach students, the cultural values and ethics of our motherland which helps to inculcate in students the right value system and a global mindset to become successful leaders of tomorrow. They are taught 'Indian Philosophy' comprising the teachings of Swami Vivekananda. The course requires students to carry out a "Karma Yoga" project for a period of five months, for the upliftment of relatively powerless people of the society. Students visit villages, carry out surveys about their problems and work out possible solutions.

#### **Empirical Study**

Every student has to carry out an empirical study in the form of a real life study on a chosen topic, under the guidance of prominent faculty members. In the course of empirical research, the student attempts to study accurately the interaction between dependent and independent variables, by defining a hypothesis, gathering information, analyzing data and then accepting or rejecting the hypothesis based on the analysis and finally documenting the findings. The accumulation of evidence for or against any particular theory enable planned research designs for the collection of empirical data, and academic rigor plays a large part in judging the merits of research design & findings.

#### **Indian Philosophy**

This course teaches Indian Culture and Ethos. Upanishads, Bhagavad Gita, Karma Yoga and the teachings of Swami Vivekananda are a few subjects which are designed to enhance the interpersonal skills of students. As part of Karma Yoga, students need to work selflessly in social service activities at the grassroot level , such as village development and need to bring a change in the lives of villagers. This is compulsory for every student and the institute strongly believes in inculcating social responsibility and moulding the students minds in that direction in addition to their pursuit of formal academics.



# COURSE

# **CURRICULUM**

#### Term 1

- Intelligently Interacting with Others
  - Financial Accounting
- Statistical Methods for Decision Making
  - Macro Economics
  - Marketing Management I
  - Business Communication
  - Mandarin (Chinese)

- Managerial Accounting
- Operations Management I
  - Micro Economics
- Marketing Management II
- Mandarin (Chinese)

#### **EXPERIENTIAL LEARNING**

#### **Finance Specialisation**

Capital Market Options and Futures **Investment Banking** 

FSAV-I (Financial Statement Analysis and Valuation)

Strategic Cost and Profitability Management Mergers and Acquisition

Security Analysis & Portfolio Management Global Financial Strategy

Experimental Economics and Experimental Stock Market Dynamics

Behavioural Finance

Financial Derivatives Engineering

FSAV-II (Financial Statement Analysis and Valuation)

Advance Risk Management

Alternative Investment

**Project Financing** 

Credit Analysis

Management of Banking International Trade Environment

Quantities Finance/Financial Engineering

Indian Financial Systems Fixed Income Securities

#### Term 2

- Financial Management I

## **MANDARIN (CHINESE)**

#### **Marketing Specialisation**

Distribution and Sales Management **Business Analytics** 

Customer Relationship Management FMCG Marketing

Services Marketing

Pricing Strategies

Consumer Focussed Product Marketing

Technology Marketing

**Integrated Marketing Communications** 

**Brand Management** 

**Business-to-Business Marketing** New Product Development

Consumer Behaviour

Rural Marketing

Strategic Marketing

Marketing Simulation

**Small Business Marketing** 

# Term 3

- Strategic Management
- Organisational Behaviour
  - IT for Managers
  - Market Research
- Investment Analysis
  - HRM
- Mandarin (Chinese)

#### **KARMA YOGA**

#### IT & Operations Specialisation

Logistics & SCM

Project Management - IT

Advanced Topics in Operations (OM-II)

Technology, Manufacturing and Competitive Strategy

Service Operations Management

Lean Manufacturing & Process Management

Supply Chain Modeling and Analysis

Enterprise Resources Planning Production, Planning and Control

Demand Planning and Supply Chain Forecasting

Strategic Sourcing & Corporate Quality

Process Management

**Total Quality Management** 

Global Operations Management/International SCM

Simulation Modeling

**Optimization Techniques** 

# **SOFT SKILLS TRAINING**

## **Strategy & Leadership Specialisation**

**Economics of Strategy** Strategy Execution

Technology, Manufacturing and Competitive Strategy

Change Management

Leadership, Influence and Power

**International Business Strategy** 

Strategic Cost and Profitability Management

Global Financial Strategy

Mergers and Acquisition

**Enterprise Resources Planning** International Entrepreneurship

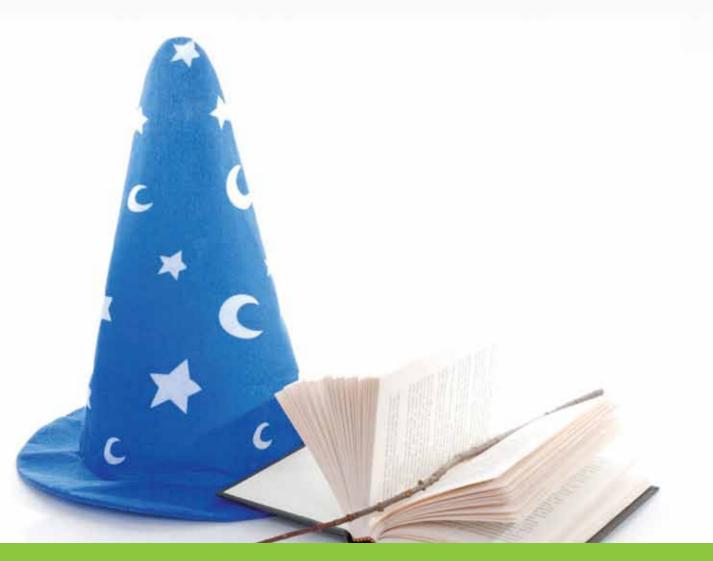
Strategic Sourcing & Corporate Quality

Strategic Marketing

Strategic Innovation

Negotiations

It would look almost magical how each Great Laker turns into a future industry leader.



# **EMPIRICAL STUDY**

Empirical study is not just a project report. It's a whole new learning process!

Great Lakes Institute of Management firmly believes that the best way for students to advance their knowledge is to question the existing as well as old conventions and establish new frameworks. Empirical study is one of the excellent means to demonstrate this belief.

Empirical study aims to achieve the institute's mission of creating "Business Ready Managers" by enabling every student to do a real life study under the guidance of eminent people from the industry and the academia. Working together with the guide is an important form of learning for the students. The practical benefit of writing an empirical article is that the students learn on how to actually persuade and convince others – by culling out relevant information, gathering and analyzing data, and presenting the output to support one's stand.

The Empirical study is an individual/group project and spans over the entire duration of the course. It is counted for six credits and requires 160 hours of student input. The expected outcome of the empirical study is a paper co-authored by the student with the faculty guide. Following is a partial list of papers that were presented in international conferences:

Effect of transformational leadership on organisational commitment in China, India and U.S. [Prof. Venkat Krishnan with Sudha Ramachandran]. Annual Conference of the Administrative Sciences Association of Canada, Halifax, Canada, May 2008.

Impact of spirituality on emotional intelligence and transformational leadership [Prof. Venkat Krishnan with Gayathri Balappa]. Second Annual International Conference of Yale - Great Lakes Center for Management Research, Chennai, India, December 2007.

Great Lakes has adopted the Gurukulam style of learning, to provide character-building education. Recognising the importance of extra-curricular interactions in such a scheme of education, we have made it a mandatory requirement for every student to contribute to institution-building in order to complete the management program successfully. This brings in an excellent opportunity to translate management concepts from the classroom to the field so that the expected transformation of students into business-ready managers takes place effortlessly.



Prof. Venkat Krishnan
Professor (Organisational Behaviour) &
Director (Yale-Great Lakes Center for
Management Research),
Great Lakes Institute of Management

# KARMA YOGA STRENGTHENING INDIAN ROOTS

"Karma Yoga is the attaining through unselfish work of that freedom which is the goal of all human nature" (Swami Vivekananda, Complete Works, Vol. 1, p. 110)

Mankind has seen enough of preachers but much less of leaders who act with full conviction and unselfish motives to achieve a greater goal. Today we need a new perspective of responsible management in every walk of life.

At Great Lakes we believe in Karma Yoga philosophy, where human actions are not driven by greed but by the ideals of selfless duty. Great Lakes Institute of Management incorporates Project Karma Yoga as an integral part of its curriculum which aims at nurturing future managers with sharp business acumen and noble values. Karma Yoga project is a unique medium for students to connect with the socio-economic ground realities and play their role in bringing a positive change in the scheme of things.

Earlier the project focussed on educational activities for the blind and the

underprivileged children, old age homes and rehabilitation activities in Chennai. But the inauguration of our new campus at Manamai this year has opened up new horizons for the project. Our vision is to create a rewarding and sustainable relationship between academia and society through Karma Yoga.

A student driven Karma Yoga Committee guided by Dr. Venkat R. Krishnan (Director, Yale-Great Lakes Center for Management Research) is co-ordinating the efforts of 260 PGPM students in 12 nearby villages with the help of IGCAR (Indira Gandhi Centre for Atomic Research), Kalpakkam. Students carry out comprehensive activities like Educational Assistance, Career Counselling, Business Consultation (to Self-Help Groups), Waste and Water Resource Management, Rain Water Harvesting and Health Awareness.

The purpose of Karma Yoga project is to make students aware of their social responsibilities and to channelise their energies in helping the underprivileged. However, in this process numerous management lessons on constraint optimisation, people and resource management, innovation and leadership are learnt, which create lifelong impressions on students and transform their character without meeting the eye.

The project creates a mutual win-win situation for both the students and the villages. The students understand their responsibility towards the society and the villages get potential managers as volunteers to work for the village development. Students get the opportunity to apply in practice what they learnt during their MBA course. The project provides an experiential learning of leadership. Karma Yoga is an initiative towards "Empowerment through Partnership" and will hopefully make lasting impact on lives of many who are associated with it.







Changes in the global environment have transformed the way organisations perform their businesses and manage their workforce. Organisations have to now deal with new challenges, such as cultural diversity, globalisation etc.

The role of a 'Human Resource manager' is thus of paramount importance, in such multi-cultural globalised framework. Great Lakes Institute of Management has taken a strong initiative to tap the learning curve from the experiences of highly eminent HR leaders belonging to various industries.

Started in 2008, Great Lakes "Human Resource Conclave" is envisioned as a unique platform to bring together the best of HR leaders in the industry and the potentially great managers of the future. The event includes panel discussions and speeches from distinguished speakers pertaining to the central theme of the event. The HR leaders are invited from various industries and offer industry-specific insight about the theme.

In 2008, the event was graced by the following highly eminent dignitaries in the country, as listed below:

Dr. Bala V. Balachandran, Honorary Dean - Great Lakes Institute of Management

Shri. Prem Chand Gupta, Honorable Union Minister for Corporate Affairs

Mr. B. Muthuraman, Managing Director - Tata Steel

Dr. T. V. Rao, Chairman - T V Rao Learning Systems Pvt. Ltd.

Mr. Chandrasekaran, President & MD - Cognizant Technology Solutions

Dr. S. Chandrasekhar, President HR - Capgemini Consulting India Pvt. Ltd.

Mr. B. Venkataramana, Senior VP HR - Reliance Retail Ltd.

Mr. Allen Sequeira, Senior VP HR - Mahindra & Mahindra Ltd.

Mr. Lancelot Cutinha, VP HR - BIG FM -92.7

Mr. Steve D Rich, India & ASEAN HR Shared Services Manager - Caterpillar India Pvt. Ltd.

Mr. Anuj Kumar, Associate Director HR - CSC

Dr. K. Prabakar, VP Corporate HR - Apollo Hospitals

Mr. C. Mahalingam, Executive VP & Chief People Officer - Symphony Services

Mr. Boddapati Balaji, Director - ADP Private Ltd.

This year, the event will be organized at our new 'platinum-rated Green Campus' on 5th September 2009. Some of the prominent dignitaries whom we are planning to invite for the event are:

Dr. A.P.J. Abdul Kalam, Former President of India

Dr. Salman Kurshid, Minister for Corporate Affairs, Govt. of India

Mr. S. Ramadorai, CEO, Tata Consultancy Services Ltd.

Mr. Nandan Nilekani, Chairman - Unique Identification Authority of India (UIDAI), and Former CEO, Infosys Technologies Ltd.

The event provides a wonderful opportunity for the students to interact with industry leaders and gain great insights into the world of Human Resource Management.



GREATLAKES

kes Human Resource Conclave 2008

in the Globa Business En ment

GREAT LAKES

Because it takes a lot more hard work to make future leaders of excellence.



# CENTRES OF EXCELLENCE

#### MARG CENTRE FOR EXCELLENCE IN INFRASTRUCTURE

"Our GDP growth rate would run two percentage points higher if India had decent roads, railways, and power."

- Dr. Jagdish N. Bhagwati, professor at Columbia University

A Centre for Excellence in Infrastructure, namely "Marg Centre for Excellence in Infrastructure" was created by Marg Constructions Limited at Great Lakes Institute of Management with an objective to develop business models and solutions for growth and development of infrastructure in India and abroad.

This is specifically to lead a focused research on formulation of strategies that can help, enable and further strengthen the success and growthIndian infrastructure companies, besides helping the industry stand out as leaders and scale up in the global arena as successful enterprises.

Great Lakes strategic alliances with premier institutions such as Yale School Of Business, Stuart Graduate School of Business - Illinois Institute of Technology, Chicago; Nanyang University, Singapore; Indian Institute of Technology, Madras etc. would be leveraged in making available the best of global academic and research minds for the purpose of adding valuable inputs to the center's research activities as well as aid in achieving the objective.

The role and activities conducted by "Marg Centre for Excellence in Infrastructure" would be:

- a) Academic Research
- b) Industry oriented dissemination of the learning
- c) Advisory to the government and society





#### T.S. SRINIVASAN CHAIR PROFESSORSHIP OF ENTREPRENEURSHIP

TVS Capital Funds Limited, a TVS Group company, set up Chair Professorship at Great Lakes Institute of Management for Entrepreneurship with the objective of leading research, focussed on formulation of strategies that can help in Indian industrial growth. Great Lakes with collaboration of Yale University and Stuart Business School, Chicago, continues to study the strategic approach, structure, systems and processes appropriate for this type of venture. Such intense investigation, improvement, and development of appropriate practices and methodologies will help the entrepreneurs as well as the industry in standing out as leaders and scale up in the global arena as successful players.

The activities conducted by the Chair are two-fold: academic research and industry oriented dissemination of the learning by way of teaching, training and management consulting that symbiotically engender further research and learning. The research conducts in-depth studies whose broad objectives are:

- To understand and map the inherent nature and the dynamics of an entrepreneurial businesses their drivers and critical success factors
- To design and or improve upon the suitable strategic business and management models for such entrepreneurial businesses
- To study, create and validate management processes and systems suited for entrepreneurial businesses to meet and succeed in the global business environment
- To do research on the leadership and the human resources management styles and practices required by entrepreneurial businesses
- Study / explore the critical trends, challenges, and opportunities for entrepreneurial businesses today and in the future
- To convert all the above into appropriate teaching, training and consulting material

Faculties of Great Lakes with their vast experience in the industry and deep interest in research, have been providing the full spectrum of consultancy services that contribute to this. This contribution from TVS Group company is a boon not only to entrepreneurs but also to all our students who are getting a new area of study and research, and which will be extremely valuable to the future of India.

# THE KOTLER-SRINIVASAN CENTRE FOR RESEARCH IN MARKETING

While great advances have been made in the fields of finance and operations management, the idea of using data to derive meaningful marketing solutions is still in its developmental phases in India. Marketing research solutions are still in vogue but are not used to develop pro-active marketing initiatives. Instead, they are used predominantly to validate existing strategic decisions of a company.

The concept of "analytics", or advanced data mining using sophisticated tools and methodologies, is still at a very nascent stage.

The analytics are at best used as a predictive modelling tool that validates an existing strategic decision, or marketing research data. To continuously use analytics to monitor, interpret, analyze and predict data is an initiative taken by few companies, and that too only by those which have the wherewithal to invest in data capturing and maintenance devices.

The lack of clarity about what the term could mean, is an exercise that could be corrected by opening up the academia-industry bridge and creating course content in MBA/Advanced Master's programs on analytics and their applications or even as course modules for corporate employees. There exists a great opportunity for growth and learning in the analytics domains, and some of the bigger companies have begun the process of transformation, setting the pace for their younger and smaller counterparts to follow.

The Kotler-Srinivasan Centre for Research in Marketing has been set up in 2008, with Prof M J Xavier as the Director. The objectives of the Kotler Centre for Research in Marketing are as follows:

- To undertake original academic research and investigative enquiry into marketing problems facing Indian companies
- To provide consulting solutions to companies faced with issues pertaining to business intelligence, advanced analytics and data mining
- To conduct training and intensive acclimatization in the areas of business intelligence and analytics for management faculty in addition to developing a "think tank" that can design original courseware for management students in Indian institutions.





# UNION BANK GREAT LAKES CENTRE FOR BANKING EXCELLENCE

Union Bank Great Lakes Center for Banking Excellence (UBCFE) has been established at Great Lakes Institute of Management to conduct Research and Learning programs and undertake initiatives in the field of Banking, Financial Services & Insurance Industries.

Dr. Rakesh Singh is the Director of the UBCFE. Dr. Singh is a senior permanent faculty of Great Lakes with research interests in Banking, Economics and supply Chain Management with special focus on Rural India and has expertise in Banking and other related domains.

The Center has a panel of eminent mentors like Mr. Y. V. Reddy (Governor, Reserve Bank of India). Mr. Vagul (Ex CMD, ICICI), Dr. S. Narayanan IAS (former Economic Advisor, PMO), Mr. Deepak Parekh (Chairman HDFC & IDFC) Dr. Omkar Goswamy, Dr. Shyam Sunder (Yale University), Dr Raghuram Rajan (University of Chicago), Mr. Ravimohan (MD & CEO, CRISIL) etc., in the form of an Advisory Council, which will play guiding, coaching and mentoring roles in the endeavours of the Center.

The research objectives of this centre are

- To understand and map the inherent nature and the dynamics of banking businesses their drivers and critical success factors.
- To design and or improve upon the suitable strategic business & management models for such banking businesses.
- To study, create and validate management processes & systems suited for banking businesses to meet and succeed in the global business environment.
- To do research on the leadership and the human resources management styles and practices required by banking businesses.
- To study / explore the critical trends, challenges, and opportunities for banking businesses today and in the future.
- To convert all the above into appropriate teaching, training and consulting material.

'Union Bank Great Lakes Center for Banking Excellence plays crucial, catalytic and transformational role in advancing the Knowledge, Know-how, exploitation of technologies, and disseminating global best Practices to the Indian Companies in these domains, and thus contribute in a significant manner to India's tryst with destiny in reaching global Economic Leadership.

The intellectual capital of Great Lakes and its collaboration with Yale and Stuart School of business and the operating experience of Union Bank of India is leveraged towards these objectives and bridge the current research gap in the Indian Banking sector.





# SUCCESSFUL WOMEN IN MANAGEMENT (SWIM)

Over the years, the Indian woman has come a long way from playing the passive role of a caretaker at home, to being an active contributor in the social and corporate arena. Despite scaling great heights in all fields, the percentage of women at the top management and leadership positions is relatively minor. We, at Great Lakes believe that the presence of a larger proportion of women in such roles will enable organizations to be effective, ethical and socially conscious entities.

With its genesis in 2007, the Successful Women in Management (SWIM) event is an initiative by the students of Great Lakes to empower women with the required traits, to assume leadership roles in the corporate and social spheres. This annual event aims to highlight the achievements of successful women and promote the spirit of leadership amongst them. It facilitates personal and professional development of the students through interactive forums, discussions and power talks.



An exclusive SWIM event gives the audience an opportunity to interact with and gain insight from eminent women in their respective fields. Over the years, several inspirational and distinguished women personalities like Kiran Bedi, Kanimozhi Karunanidhi, Anu Aga, Sudha Raghunathan, Mridula Mahesh, Rajshree Pathy, Mallika Srinivasan, Jeyashree Ravi, Indra Subramanyam and Hemu Ramaiah have been a part of SWIM.

SWIM strives to develop, encourage and nurture women leaders in management in accordance with the changing times and thus enhance their contributions to the society at large.

## INTERNATIONAL STUDY TOUR

"Now we've entered Globalisation 3.0, and it is shrinking the world from size small to a size tiny" - Thomas. L. Friedman, author of "The World is flat" in New York Times.

Globalisation has not only broken all the trade barriers and shrunk the world; it is making the borders irrelevant. And the entire world is becoming just one big market. In a globalised economy, the competition for a business will no longer be just within the boundary of the nation; it could be from any corner of the world. Great Lakes believes to be a "Business Ready Manager", its students should have exposure to business environments in various economies of this flat world.

The International Study Tour is designed to meet this objective of providing a first-hand experience of different economies to Great Lakers. During this "International Immersion" program, our students get to listen to eminent professors of the hosting universities, government officials and corporate leaders.

Our 2009 batch students visited Singapore and Malaysia in their International Study Tour. In Singapore, they visited Nanyang Business School and met officials from Temasek, P&G, Economic Development Board and Port Authority of Singapore. In Malaysia, they visited UNITAR and met Malaysia's Director of Higher Education. It helped our students understand the geo-political and socio-economic scenario of these nations. In short, International Study Tour equips our students to take on challenges required for doing business in this globalised market.





The current global financial mayhem has thrown an opportunity and the need for a different genre of financial experts who can understand the principles of capital market, adapt to its dynamic behavior and minimize the risks involved with them. Great Lakes takes a leap forward to set up a state-of-the-art ONLINE TRADING CENTRE in this financial turmoil to provide training to tomorrow's financial managers. Currently, the Lab will have trading terminals and a 24X7 giant trading screen with real time data from various stock exchanges like NSE, BSE and other global stock exchanges. The giant database and news resource in online trading centre will facilitate the prospective equity research czars to validate their theoretical principles of the capital market with the current financial news and data.

# HERALD OVERVIEW

Great Lakes Herald is a half-yearly journal published by Great Lakes Institute of Management. This magazine aims to publish writings based on empirical research. It contains management and business related articles that are based on research findings and has a panel of eminent professors as editors with the Chief Editor being Prof. Venkat R. Krishnan.

Inaugurated on 23rd Dec 2006, by Ms. Indra Nooyi, Chairman and CEO of Pepsi Global, along with eminent academicians led by Prof. Seenu Srinivasan of Stanford, Herald is carrying on the legacy of encompassing important issues and developments concerning management and business in the form of selected research reports, innovative perspectives and industrial case studies.

Great Lakes Herald focuses on being the leading outlet for writings based on research evidence. The research articles published in Great Lakes Herald typically test a particular hypothesis. This hypothesis is then studied with the help of the empirical procedures. These articles aim to test, extend or build a strong theoretical framework and empirically examine various issues. Although Great Lakes Herald gives preference to management and business related articles, it is not tied to any particular discipline, level of analysis, or national context. Rather, the key focus is on whether any hypothesis that is presented is backed by empirical evidence within the context of the research framework.



# STUDENT COMMITTEES

#### Great Lakes - NASMEI - Kotler | Srinivasan Committee

The GL-NASMEI-KS Committee undertakes the year round activities of the Kotler Srinivasan Centre for Market Research. Each year the centre organises the flagship event, the Great Lakes NASMEI Marketing Conference, which hosts marketing experts from all over the world. The conference, co-chaired by Dr. Seenu V. Srinivasan, showcases innovative ideas and research work on various areas in Marketing and has already gained reputation as one of the finest in the world. During the past two years we have had presentations by professors and doctoral students from USA, India, Australia, New Zealand, Singapore, and Hong Kong; approximately half from USA, and other countries and the rest from India.

The centre also undertakes marketing related projects and conducts marketing fairs, guest lectures and events related to marketing. Since Great Lakes is positioned as the business school with special focus on marketing, the COE with the association of Dr. Philip Kotler and Dr. Seenu V. Srinivasan, two of the most well known names in marketing assumes great importance for Great Lakes.

#### The Branding & Public Relations Committee

"A brand that captures your mind gains behaviour. A brand that captures your heart gains commitment.' - Scott Talgo.

The Branding & Public Relations committee (BPR) helps the brand Great Lakes capture hearts. The BPR committee is the driver of branding initiatives undertaken by Great Lakes as a premier B-School globally. The objective of the committee is to build and continuously improve brand Great Lakes and to attract the best of the students and recruiters alike. To this end, the tasks of the committee are aimed at giving maximum visibility to the values and strengths of the institute. The tasks of the committee include ideating for innovative events and organizing them, communicating in web portals, interfacing with the institute's PR agency and active networking with business organizations.

The team aims at building long standing and mutually beneficial relations with the business corporations all over the world. BPR activities extend the reach and awareness of Great Lakes in prospective students as well as recruiters. The BPR





committee also undertakes internal branding initiatives to enhance the brand "Great Laker". These efforts go many a mile in creating a sense of belonging amongst the students. The BPR committee pledges an unwavering commitment towards the goal of taking Great Lakes to the pinnacle of its glory.

#### **Admissions Committee**

Great Lakes believes in creating 'Business Ready Managers'. In line with this vision, the Admissions Committee carries out a very intense selection process to ensure that the input to Great Lakes is a combination of brilliant and hardworking students. Great Lakes strives to maintain a student mix having various industry backgrounds in order to enhance the value in peer learning process. With such a select and diverse group of students, the level of comprehension and learning is exceptionally high. It toils beyond the call of duty to answer endless queries, and to address the smallest of concerns. That by itself showcases the importance the school lays on the students it admits.

#### **Industry Analysis Report Committee**

Industry Analysis Report Committee (IARCOM) is one of the new committees setup this year. IARCOM's objective is to create a knowledge repository and expertise on industry domains by generating standardised comprehensive industry analysis reports. These reports are aimed at attracting interest from academia, current corporate players as well as new entrants in respective domains. Also, this committee provides a launch pad for industry oriented activities, symposiums and seminars. IARCOM works with a vision of making Great Lakes the preferred destination for knowledge and expertise in various industry domains with capabilities to contribute towards Government policy and decision making.





#### Finance Committee

The Finance committee seeks to accomplish the goal of preparing students for finance-related careers, including investment banking, investment management, sales and trading, commercial banking and general corporate finance. To facilitate its objectives, the committee is closely engaged in augmenting the existing finance curriculum through guest lectures, seminars and other discussion forums by involving eminent personalities from academics and industry.

One of the major attractions is the upcoming trading terminal in our new green campus. The terminal would receive live feeds from Bombay Stock Exchange and National Stock Exchange creating a simulated trading environment which will give students a real time experience of understanding the stock markets.

Other key initiatives taken by the committee include organising Finance Conclave, generating revolutionary products for financial services industry and rolling out a monthly newsletter as a platform to encourage discussions on key concepts and latest happenings in the industry.

#### Alumni Committee

The Alumni, brand ambassadors of the institute, are its face to the external world and a source of information from the industry. The Alumni Committee helps the Alumni of the institute stay in touch with their friends, colleagues and most vitally their alma-mater. The Alumni Committee relays the information from the alumni to the college so as to better align the institute to the changing trends of the industry. This information helps the college management in updating the curriculum which supplements the Institute's goal of preparing business ready managers.

The Great Lakes Alumni Association (GLAA) provides the forum for the alumni and the institute to carry out the exchanges. The Alumni Committee plays its part in facilitating and ensuring the meeting between the GLAA members. Great Connect, a monthly newsletter, keeps all the associate members on the same page. A dedicated web site for the alumni makes the networking easier

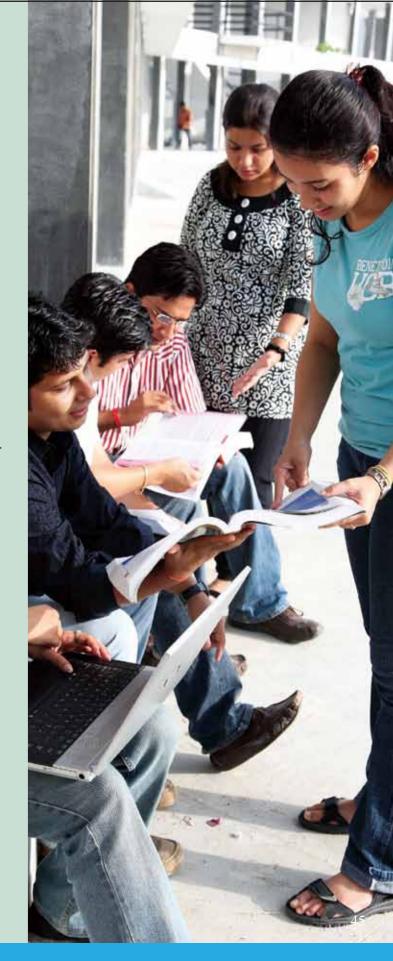
The Committee also manages The Annual Alumni Get-Together which is the most cherished event in the Alumni circle. This daylong event brings the Alumni and current students on the same platform. Students get a chance to update their knowledge and understanding of the industry while Alumni enhance their network. Besides all this, the Committee work also gives members an opportunity to put their creativity to work and contribute building the institution.

#### Yale Conference Committee

The Yale-Great Lakes International Conference is annually held at Great Lakes Institute of Management in the month of December. This is held under the auspices of the Yale-Great Lakes Centre for Management Research which aims to promote, facilitate and advance India-centric management related research. This conference has been held for last three years. A lot of eminent dignitaries from India and abroad, grace the event with their presence. Distinguished speakers from institutes like Kellogg School of Management, Stanford University, Florida University and the like, share their thoughts around the theme of the conference. Last year, the theme of the conference was "Winning Management".

#### Entrepreneurship Development Forum

The Great Lakes Entrepreneurship Development Forum (EDF) opens doors for Great Lakers to delve into their entrepreneurial dreams, fine tune their ideas and give it a shape. EDF promotes entrepreneurship by helping students in





creating business plans and participating in business plan contests, conducting workshops on idea generation and incubating feasible business plans. EDF conducts the Great Lakes National Level Business Plan Competition "Kalteet". EDF works closely with organizations like IMCI, NEN, CII Young India Programme and TiE in promoting entrepreneurship among young minds. EDF, with the help of these associations, has conducted a Start-Up Jobs event with NEN, brought TiE Chennai Fund for funding and guidance and has introduced an elective course "International Entrepreneurship" in collaboration with IMCI.

The EDF has successfully embarked on some exciting live consulting projects in the areas of Market Research, Expansion Strategy, MIS Strategy, Behavioural Research and Marketing Plan. In short, EDF hails the entrepreneurial spirit in every Great Laker.

#### Great Lakes Marketing Acumen Club (GL-MAC)

Developing Marketing Acumen

The GL-MAC aims at bringing together marketing enthusiasts of Great Lakes. The members come from variety of background with a common passion towards marketing binding them together. They bring to the table a diverse and healthy mix of experience, aiming to work in different roles within sales and marketing post the Great Lakes.

#### Objectives for 2009-10

- Establish GL as a "Center of Excellence" for marketing in India.
- Create a platform for knowledge sharing and career development.
- Create resources and events that focus exclusively on our members.
- Help members explore careers in marketing and sales and provide tangible support in the recruiting process.





#### Club Activities

Gyan (Speaker series): Facilitate information sessions by prominent alumni working in the marketing profiles.

FAQ (Marketing Quiz): "Fun And Quiz (FAQ)" helps develop the desire to be abreast with latest happenings in the field of marketing. Develop ready to roll out quiz team for various B-Schools events. Inculcate the competitive aptitude.

Marketing Simulation Games: Virtual markets to apply the entire classroom learning test the strategic marketing concepts and apply various tactics.

Constructive Destruction: To trace the entire evolution of the product and know the life changing product inside out.

Ads bombarding: To critically review advertisement campaign of various brands (recent and past) and analyze the message, the strategy and reason for their success and failure.

Applied Statistics: To know about and learn to use various tools (excel, SPSS, SAS etc.) important for marketing research discipline and the industry standards.

Karma (Field Events): To organize some field events to impart real life selling and marketing experience. For this, we plan to tie up with few FMCG companies and sell/market their newly launched products.

Case Studies: To know about the various watershed products and strategies and to prepare for case interviews.

#### **Faculty Facilitator:**

Dr. Krishna Ram, Placement Director & Professor (Marketing), Great Lakes, Chennai, India

Dr. Paul R. Prabhaker, Associate Dean & Professor (Marketing), NIU, Chicago, IL, USA

#### Placement Committee

The Primary objective of a management education at the end is to secure placements, a common understanding between the many stakeholders involved and participants of the programs. Thus it is necessary that a suitable environment is provided for the cultivation of a process which leads the path in this direction. It is important to market resources in a symbiotic fashion, which is beneficial to both, the company and the student.

Also in this challenging environment, it is of paramount importance for the placement participating companies to find a suitable match who fits the criteria already set forth.

Placement Committee in Great Lakes Institute of Management is a student driven function with only one objective, "Finding every participant with the appropriate profile". Placement Committee facilitates the entire placement process, ensuring a smooth transition for a participant from academic life to a corporate one. Our values drive us to ensure that companies are able to select committed and competent executives with character. We also understand that management graduates want to select companies and careers of their choice. We create a synergy between these two entities ensuring a smooth transition.





# **ALUMNI QUOTES**



Manik Kinra Crusaders, Co 2007 Business Development Manager Financial Services, CSC UK

"Great Lakes provided me with an opportunity to learn from the best brains across the globe and interact with peers who brought wealth of experience and knowledge. It also provided me with a platform for networking and with memories that i will cherish forever."



Ranjit Menon
Pioneers, Co 2005
Investment advisor
IDG Ventures India

"Understanding business from a global perspective is the order of the day and Great Lakes, with a great mix of international and Indian faculty provides that right balance to business education. My stint at Great Lakes has also given me an opportunity to engage with some fantastic professionals and people, a network that continues to build and one which I am proud to be a part off."



Sanjeev K Panicker
Pioneers, Co 2005
Asst Vice President
Scandent Group Incorporation, NY, USA

"For a mid-level executive with more than 12 years of industry experience, it was an interesting transition to become a student again but the value-add from this program turned out to be beyond expectations. In today's economy, the long learning curve is a luxury long gone. Today, trends peak in weeks, not years. Windows of opportunity open and close overnight. Success in today's rapidly progressing world requires hands-on skills to anticipate change and seize opportunity. The Great Lakes experience under Uncle Bala's able leadership, enabled me to gain these skills at an accelerated speed and within a reduced time span without losing the focus on the most important aspect of life - family ethos and values. The one year PGPM rounded out my experience and education reshaping my thinking and enhancing the degree of precision and focus that I can bring to create value."

#### Sitashwa Srivastava

Crusaders, Co 2007 Co-founder creADvity

"The biggest learning I had at Great Lakes was a substantial broadening of perspective. With a great team of academicians to guide the students and multiple opportunities to network with the who's who of the industry, Great Lakes certainly fulfills its promise of creating 'business-ready' managers."

#### Kartik Kannan Jaycees, Co 2008 Product Manager Cleartrip.com

"Great Lakes has been a milestone worth staring at in my trek towards reaching the top. The high quality interaction with peers and faculty members, the case study approach, the way you go about facing competition and the perspectives it brings to table certainly sets it apart. Over the 1 year at Great Lakes, working in a intensely competitive environment helped us see the corporate world and the possible problems that may arise, and more importantly the attitude required to take firm decisions."

# Narasingarao Dataram Pioneers, Co 2005 Executive Vice President, e4e Technologies

"Great Lakes has scaled great heights since its inception just over 5 years ago under the guidance of Uncle Bala. Great Lakes' strength is in providing its students with distinguished faculty from India and overseas and an industry focused course curriculum. This is evident from the fact that 100% of the students have been able to secure placement even in these times of economic slowdown. The recently inaugurated & beautiful platinum rated campus is another feather in the Great Lakes' cap. The residential campus along with the internationally reputed faculty and diverse student profile are some of the primary contributors in making Great Lakes as one of the topmost B schools in the country in this short span of time."







# RECRUITERS' QUOTES

GL Students have the right mix of global business knowledge, entrepreneurial mindset and social intelligence. Over the last few years, HCL has successfully hired high calibre management students from GL. The quality and depth of the students is remarkable.

Ravishankar B Sr VP- Human resources, HCL Technologies



"TCS has been a regular participant at Great Lakes and holds the competency of the students graduating from the institution in high regard. We are extremely happy with the self-motivation, self-learning attitude and team work exhibited by the students which has set an example for the teams they have been associated with. Their confidence is reflective of the high quality of education imparted to them. We are thankful to the institute for the valuable support extended and hope to nurture this bond in the years to come"



Serena Kroby Kuriakose
Corporate Talent Acquisition
Tata Consultancy Services

We are pleased to be associated with Great Lakes Institute of Management, one of the premier management institutions in India. Great Lakes stands out in providing high quality education and "business-ready" management professionals, which is evident from the exemplary performance of the institute's alumni in Cognizant, year after year. The graduates of Great Lakes have made a significant contribution to key management and domain-specific consulting engagements in Cognizant, and have made a mark through their rich expertise, perseverance, and attention to detail

Lakshmi Narayanan Vice Chairman, Cognizant Technology Solutions



"The students we recruited from Great Lakes are very stable in the organization and a majority of them are a part of the high performance bracket. The fact that all the students come with prior industry experience helps them adapt to highly competitive work environments such as that at Infosys."

MD Pai
Director-HR, Infosys



"We have had a good experience recruiting students from 'Great Lakes institute of Management'. They come with good knowledge and understanding of the industry and are quite mature and pragmatic in their approach. Overall, they possess a good value system."



Sushil Bhaveja Head, Corporate HR, DSCL

"The students come with strong grasping skills, structured line of thinking, high sincerity and dedication levels. They are focused and have a strategic approach. Their analytical abilities are also a worth mention. L&T believes they are good assets to the organization."

Yogi Sri Ram
Executive Vice President, HR & Admin, L&T



ODCM SHRIRAM S

"We have had a good experience recruiting students from your campus. They come with good knowledge and understanding of the industry and are quite mature and pragmatic in their approach. Overall, they possess a good value system..."

Sushil Baveja
Head - Corporate HR, DCM Shriram Consolidated Ltd

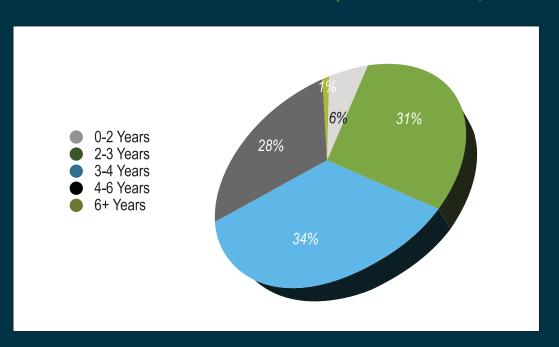
"We are very impressed with the quality and professionalism of the students of Great Lakes as well as their attitude and the excellent way in which the placement process was conducted, primarily by the students. We have selected a large number this year and hope to strengthen our relationship with Great Lakes in the coming years, in many ways."

Anuj Kumar
Associate Director, HR
Computer Sciences Corporation —



# BATCH PROFILE 2010 Airlines Engineering Design, R&D Consulting Hospitality Information Technology Media Other Sales Sales HR Banking, Insurance, Call Centers, Operations Manufacturing

# Batch 2010 — Previous Experience - Industrywise

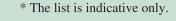


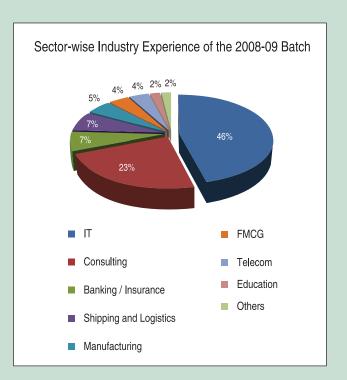
## PLACEMENT 2009 SNAPSHOT

Last year we announced 'Great Lakes has truly arrived in the big league'. Taking the same script forward this year, we are proud to be one of the first few B-schools of repute to report 100% placement. The entire batch has been placed with roles and remuneration matching the individual's aspirations. The successful completion of the Final Placements, in such hard times, is a testimony to the faith reposed by the corporate world in Great Lakes.

#### Talent hunters at Great Lakes

ADP, Al Seer, At Your Price, Avion Systems, Birlasoft, Big FM, BMC Software, Cholamandalam, Cognizant, CSC, Deloitte, Emergent Ventures, Essar Group, Exemplarr, Firefly, Godrej, GVK Bio, Harita TVS, HCL, HeyMath, IBM, IMS, Infosys, Infotech Enterprises, iNautix, Knight & Frank, KS Oils, L&T, Manipal Group, Marg Group, McKinsey, MuSigma, Nu Street, Optima Advertising, Orbit Corporation, Photon Infotech, Protech Soft, PricewaterhouseCoopers, Punj Lloyd, Redpill Solution Pte. Ltd (Singapore), Renoir Consulting, Saksoft, SBQ Steel, Siestema Shyam Telelink, Siemens, Summit, Sungard, Suprabha, Tata Consultancy Services, Tata International, Tecpro Systems, Tech Mahindra, TVS-electronics, Wipro, ZS Associates, Zycus Solutions\*.



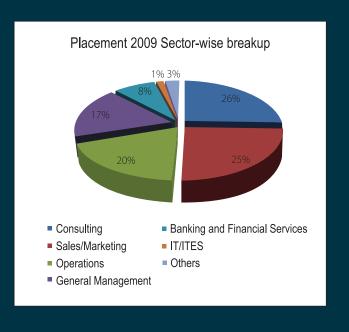


#### Placement 2009

Of the companies that visited the campus this year, a total of 40 were first timers. This signifies the expanding base of the recruiters and reputation of the institute. There were numerous instances where Great Lakers made a career switch to their area of interest.

#### Placement Statistics for 2009

Number of students placed	162
Average Salary	Rs. 8.7 Lacs per annum
Highest Salary	Rs. 22 Lacs per annum
Lowest Salary	Rs. 6 Lacs per annum
Number of companies who visited the campus	91
Number of companies who visited for the first time	40









Great Lakes Students presenting budget-2009 analysis





Dr. Paul Prabhakar at the inauguration of GL MAC



Alumni meet





**EVENTS 2009** 



From left to right: **Ajay Shankar**, Director of the Global Engineering Design Center-India; **Kevin Thieneman**, President of Caterpillar India & South Asia; **Dr. Bala V. Balachandran**,

Dean and Founder, Great Lakes; **Steve Rich**, Human Resources Director for Caterpillar India & South Asia at Great Lakes campus for signing MoU for enhancing education excellence.



#### A. Prakash

B. Tech Experience In Months: 33 Tata International Limited Specialization: Finance



#### Abhishek Choubey

BE (Computers) Experience In Months: 53 Syntel Ltd. Specialization: Marketing



BTech (Computer Science & Engineering) Motorola India Pvt . Ltd. Specialization: Marketing



## Abhishek Kekre

B.E. (Electronics & Telecommunication) Experience In Months: 45 Perot Systems



#### Abhishek

eMids Tech. Ltd. Specialization: Marketing



#### Abhishek Shukla

Role / Last Employer: BI Administrator / Specialization: Marketing



B.Tech (Information Technology) Experience In Months: 57 Role / Last Employer: Project Lead /



#### Abhishek Srivastava

Experience In Months: 58 Role / Last Employer: Manager, RF Planning & Optimization / Idea Cellular Ltd



#### Abhishek Chauhan

B.E. (Electronics) Role / Last Employer: Technical Lead / TCS Specialization: Marketing



#### Abhishek Tripathi

B.Tech (Mechanical) Role / Last Employer: Offshore Team Lead / Infosys Technologies Limited



#### Achvuta Madabushi

B.E. (Electrical and Electronics ) Experience In Months: 47 Management Lead / Satyam BPO Ltd Specialization: IT & Operations



#### Akhil Surange

Experience In Months: 36 Specialization: IT & Operations



B.E. (Electrical) Experience In Months: 48 Executive - International business / Siemer Specialization: Marketing



#### Akram Khan

B.E. (Instrumentation & Control) Experience In Months: 32



# Aditi Yadav

B.Tech (Electrical) Role / Last Employer: Assistant Manager / Franklin Covey South Asia Specialization: Marketing



#### Altaf Darzi

B.E. (Electrical & Electronics) Role / Last Employer: Senior Associate -Specialization: Strategy & Leadership



B.Tech (Mechanical) Experience In Months: 42 Role / Last Employer: SAP BI Consultant / TCS



#### Amit Anand

B.Tech (Electrical) Experience In Months: 55 Role / Last Employer: Senior Systems



#### Akanksha Sethi

Role / Last Employer: IP Resource Manager / Tata Communications Specialization: Finance



#### Amit Kulkarni

Role / Last Employer: Senior Subject Matter Expert / Amdocs India Pvt Ltd Specialization: Finance





#### Amitesh Kumar Das

B.E (Electronics & Communication) Specialization: Marketing



#### Aniruddha Marathe

B.E (Electrical) Specialization: Finance



Bachelor of Business Studies (Finance) Experience In Months: 42 Analyst / Evalueserve.com Pvt Ltd



#### Anirudh Kashyap

B.E. (Computers) Experience In Months: 33 / Hexaware Technologies Ltd Specialization: Finance



Anil Abraham Panikkar

Experience In Months: 32

HCL Technologies

B.E (Electronics and Communication)

Role / Last Employer: Specialist - Systems /

#### Angad Menon

Role / Last Employer: Asst.Sales Manager / Specialization: Marketing



#### Anirudha Nataraia

B.E. (Mechanical) Role / Last Employer: Business Development Executive / Infotech Enterprises Limited Specialization: Marketing



#### Anjali Pandey

BE (Comp Science) Experience In Months: 42 Role / Last Employer: Software Engineer / Satyam Computers





#### Animesh Aggarwal

Role / Last Employer: Team Lead / Technical Consultant / Satyam Computer Services Ltd



#### Ankita Jain

\*

B.Tech (Civil) Role / Last Employer: Software Developer / TCS India



#### Ankur Srivastava

B.E.(Computer Science & Engineering) Experience In Months: 43 Specialization: IT & Operations



#### Anushree Chowdhary

B.Sc. Microbiology Experience In Months: 37 MPM Private Limited



B.Tech (Computer Science and Engineering)



#### Aparna Sharma

B.Com (Hons) Experience In Months: 34



#### Anui Arora

B.Com (Honors) Role / Last Employer: Business Analyst / Specialization: Finance



## Aparna Tibrewal

B.Tech (computer science) Role / Last Employer: Front end developer / HCL Technologies



B.Tech (Computers) Experience In Months: 32 Role / Last Employer: Application Developer / CSC India Pvt. Ltd



#### Apoorv Surkunte

B.E. (Computer Science & Engineering) Experience In Months: 59 Role / Last Employer: Project Lead / Cognizant Technologies



#### Anush M S

Role / Last Employer: Database Admin / Hestia Studios, Chennai Specialization: Finance



#### Apurva Gupta

B.E. (Hons.) Electronics & Communication Role / Last Employer: Technical Lead / Satyam Computer Services Ltd. Specialization: Finance



#### Aravind Hejamady

B.E. (Electricals & Electronics)
Experience In Months: 66
Role / Last Employer: Project Lead
Tata Consultancy Services Limited
Specialization: Marketing



#### Arun Bansal

B.Tech. (Electronics & Communication)
Experience In Months: 34
Role / Last Employer: Software Engineer
/ Infosys Technologies Ltd.
Specialization: Finance



B. Tech (Information Technology)
Experience In Months: 68
Role / Last Employer: Module Leader /
Wipro Technologies
Specialization: Finance



#### Arvind Paruthi

B. Tech (Electronics & Communication)
Experience In Months: 50
Role / Last Employer: Consultant /
Capgemini Consulting India Pvt Ltd
Specialization: Finance



#### Aravind Sasikumar

B Tech (Electronics & Communications)
Experience In Months: 44
Role / Last Employer: DW & BI Consultant
/ Cognizant Technology Solutions
Specialization: IT & Operations



#### Ashish Kumar

M. Tech (Food Tech)
Experience In Months: 55
Role / Last Employer: Assist Quality
manager / Reliance Retail Ltd
Specialization: IT & Operations



Experience In Months: 19
Role / Last Employer: Research Executive /
Madras Consultancy Group
Specialization: Marketing



#### Ashish Soni

M.S. Software Engineering
Experience In Months: 34
Role / Last Employer: Module Lead - Testing
Services / Tata Consultancy Services Ltd.
Specialization: Finance



#### Arindam Mandal

B.Sc. (Physics), MCA
Experience In Months: 57
Role / Last Employer: Technical Consultant
/ California Software Company Ltd.
Specialization: Finance



#### Ashwini Kowdle

B Sc Biotechnology
Experience In Months: 18
Role / Last Employer: HR Executive /
Reliance Life Insurance Company Ltd
Specialization: Marketing



#### Aswath B

B.E. (Electrical and electronics)

Experience In Months: 21

Role / Last Employer: Programmer Analyst Cognizant Technology Solutions

Specialization: Marketing



#### Ayesha Sultana

B. Tech (CSE)
Experience In Months: 44
Role / Last Employer: Software Engineer /
Wipro Technologies
Specialization: Marketing



B.E.
Experience In Months: 60
Role / Last Employer: EAI consultant /
JP Morgan Chase
Specialization: Marketing



#### Ayush Aswal

B Tech.(Computer Science)
Experience In Months: 56
Role / Last Employer: Project Leader /
Satyam Computer Services Ltd.
Specialization: Marketing



#### Atul Kothiyal

B.E. (Electronics)

Experience In Months: 34

Role / Last Employer: Network Planning
Engineer / Reliance Communications Ltd.

Specialization: Finance



#### Basant Choudhary

B. Tech/M.S.
Experience In Months: 47
Role / Last Employer: Team Lead,
Application Development / Cognizant
Specialization: Marketing



B.Tech (Mechanical)

Experience In Months: 34

Role / Last Employer: New Product

Development Engineer / Larsen & Toubro Lt

Specialization: IT & Operations



#### Bennett Pereira

B.E. (Electronics and Telecommunications)
Experience In Months: 45
Role / Last Employer: Sr. Software Engineer
/ Hexaware Technologies Ltd
Specialization: Marketing



#### Awhan Mohanty

B. Tech (Chemical)
Experience In Months: 57
Role / Last Employer: Financial Consultant /
Attra Infotech
Specialization: Finance



#### Bharat Maheshwari

M. Engg (Aerospace Engineering)
Experience In Months: 43
Role / Last Employer: Senior Software
Engineer / Mphasis - An EDS Company
Specialization: Finance



#### Bharath Kumar B

Experience In Months: 33 Infosys Technologies Ltd



#### Chandrashekar Ramachandran

B.E. (Electronics and communication) Experience In Months: 34 Specialization: IT & Operations



M.S (Wireless Communications) Experience In Months: 36 Role / Last Employer: Corporate Systems Specialization: Finance



#### Chinmay S Korhalkar

B.E. (Electronics & Telecommunication) Experience In Months: 33 Consultant / IBM India Pvt Ltd





Bijoy Thomas

B.A (Hons) Economics Experience In Months: 44

Specialization: Finance

Role / Last Employer: Account Planning

Executive / Contract Advertising India Pvt. Lt

#### Bhoomi Patel

B.E. (IT) Experience In Months: 45 Hexaware Technologies Specialization: IT & Operations



#### Deepak Bhaskaran

Role / Last Employer: Project Leader / TCS Ltd Specialization: Finance



#### Deepak Sharma

B.E (Electronics and Communication) Experience In Months: 56 Role / Last Employer: Project Leader / TCS Ltd



#### Chandan Banerjee

Experience In Months: 42 Role / Last Employer: Team Lead / Tata Consultancy Services Specialization: Finance



#### Deepika Verma

B.E. (Electronics and Communications) Role / Last Employer: Associate - Projects / Cognizant Technology Solutions India Pvt Ltd Specialization: Marketing



#### Deepinder Singh Sethi

B. Tech (Electronics and Communication) Experience In Months: 31



#### Fareed Syed

B.E (Electronics and Communication) Experience In Months: 24



B.S. (Electrical Engineering) Experience In Months: 40 Specialization: Finance



#### Gaurav Gupta

B.E(Electronics & Communication) Experience In Months: 40 Role / Last Employer: SAP consultant / TCS



#### Dhirai Patil

Experience In Months: 32



#### Gaurav Kamboj

B.E. (Instrumentation and control) Experience In Months: 40 SunLife Financial Specialization: IT & Operations



#### Dhrity Bujarbarua

B.E. (Electronics and Telecommunication) Experience In Months: 29 Role / Last Employer: Oracle DBA / Cognizant Specialization: IT & Operations



#### Gokul Gururajan

B.E. Experience In Months: 52 Role / Last Employer: Lead Systems Analyst / Cognizant Technology Solutions Specialization: IT & Operations



#### Divvansh Nasa

B. Tech (Electronics and Communication) Experience In Months: 45 Administrator / CSC India Pvt. Ltd. Specialization: IT & Operations



#### Gulab Nebhani

B.E. (Electrical and Electronics) Experience In Months: 30 Accenture Services Private Limited



#### Gurava Reddy Maruri

B.E. (Mechanical) Experience In Months: 33



Hiren Soni

B. Tech (Mechanical) Experience In Months: 42 Role / Last Employer: Sales & Marketing / EBIZ.COM PVT LTD



B.COM(H) Role / Last Employer: Marketing Manager / Luxmi Pharmaceuticals



#### Hitesh P Jain

B.E. (Electrical and Electronics) Experience In Months: 34 QA / Verizon Data Services India Pvt. Ltd Specialization: IT & Operations





#### Harsh Ratan Mehta

B.E. (Mechanical) Experience In Months: 44



#### Hitesh Kumar K

B.E. (Electronics and Communications) Experience In Months: 30



#### Harshdeep Singh Rapal

B.E. (Civil) Experience In Months: 45 Role / Last Employer: BPM Consultant / Satyam Computer Services Ltd. Specialization: IT & Operations



## Ipsa Khandagiri

B. Tech (Hons) (Ceramic Engineering) Experience In Months: 47 Role / Last Employer: Team Leader / Specialization: Marketing





#### Himanshu Agarwal

Experience In Months: 33 HCL Comnet Ltd Specialization: Marketing



#### Jagadeesan R

B.E. (Electronics and Communication) Experience In Months: 56 Senior developer / Polaris Software Lab Ltd Specialization: Finance



#### Jagadish Kumar M

B. Tech (Electrical and Electronics) Experience In Months: 54



B. Tech Experience In Months: 69 Role / Last Employer: Project Leader / TCS

#### Jagadishkumar Gandhimurthy

B. Tech (Information Technology ) Experience In Months: 34 HCL Technologies Ltd



#### Jaywant Pandit

B.E. (Mechanical) Infosys Technologies Ltd



#### Iaimin Mehta

B.E. (Electronics and Communication) Experience In Months: 39 consultant / SAP Labs India



#### Kanwaliit Bathh

B.E. (Electronics and Electrical communications) Experience In Months: 32



B.B.S. Experience In Months: 24 Role / Last Employer: Head - Business Specialization: Marketing



#### Karishma Shah

B.E. (Mechanical) Experience In Months: 52 Role / Last Employer: Senior Executive



## Jatin Gupta

B.Tech (IT) Deputy Consultant / CSC



#### Karmendra Trivedi

B. Tech (Electronics and Instrumentation) Experience In Months: 43 Manager / STG Intl Ltd





#### Karn Singh Kanwal

B. Tech (Civil) Experience In Months: 32 Hindustan Construction Co. Ltd



#### Komal Kumari

B.E. (Electronics & Communication) Experience In Months: 58 Specialization: IT & Operations



#### Karthikeyan Dhanabalan

M.S (Industrial Engineering) Experience In Months: 66 Role / Last Employer: Inventory Team Specialization: IT & Operations



#### Koushik Ramakrishnan

Satvam Computer Services Ltd Specialization: IT & Operations



#### Kaustav Mukherjee

B.E. (Mechanical) Experience In Months: 30



#### Kranthi AskaniR

B.E (Mechanical)



B.E. (Electronics) Experience In Months: 46 Role / Last Employer: Business System Analyst / Tata Consultancy Services Specialization: IT & Operations



#### Kshitij Agrawal

B. Tech (Computers) Experience In Months: 31





#### Kirti Singh

B.E. (Electronics and Telecommunication) Experience In Months: 45 Specialization: Finance



#### Kumaravel Sivakumar

B.E.(Computer Science & Engineering) Experience In Months: 45 Engineer / Tata Consultancy Services Specialization: IT & Operations



#### Kunal Verma

B.E. (Mechanical) Experience In Months: 54 Role / Last Employer: Manager / Tata Motors Ltd Specialization: IT & Operations



#### Mahaboob Ali Khan

B.E. (Electrical) Role / Last Employer: Oracle Techno Functional consultant / TCS Ltd Specialization: IT & Operations

#### Lakshmi Ramanujam

Experience In Months: 24 / JP Morgan Services India Pvt. Ltd



#### Mandar Dattatray Malshe

B.E (Electronics) Experience In Months: 44



#### Lalima Dutta Choudhury

Role / Last Employer: Technical Lead / L&T InfoTech Specialization: Marketing



#### Manika Tandon

Experience In Months: 30 Role / Last Employer: Associate technology Specialization: Marketing



B. Tech (Civil Engineering) Experience In Months: 34



#### Manjit Sahni

B.Tech(Electronics and Communication) Experience In Months: 28 Accenture Services Pvt.Ltd Specialization: Marketing



#### Madhur Rathi

B.E. (Electronics) Persistent Systems Ltd. Specialization: IT & Operations



#### Manoj Gupta

B.E. Electronics & Communication Experience In Months: 45 Specialization: Strategy & Leadership



#### Mayank Garella

B.Tech (Electronics & Communication)
Experience In Months: 40
Role / Last Employer: Revenue Maintenance
Officer / North Delhi Power Limited
Specialization: Marketing



#### Milan Goswami

B.E.(Chemical)
Experience In Months: 33
Role / Last Employer: System Engineer
IBM India Pvt Ltd
Specialization: Marketing



B. Tech (Information Technology)
Experience In Months: 33
Role / Last Employer: R&D Software
Development / Canon India
Specialization: Marketing



#### Minil Singhai

B.E. (Information Technology)
Experience In Months: 45
Role / Last Employer: Corporate Sales/
C-SAM Solutions Pvt. Ltd.
Specialization: Marketing



#### Menka Vora

B.C.A
Experience In Months: 59
Role / Last Employer: Software Engineer /
Infosys Technologies Ltd
Specialization: Marketing



#### Mitesh Shah

B.E (Information Technology)
Experience In Months: 67
Role / Last Employer: Analyst / Accenture
Specialization: Marketing



B.E (Computer Science)
Experience In Months: 32
Role / Last Employer: Programmer Analyst /
Cognizant Technology Solutions India Pvt. Ltd
Specialization: Finance



#### Mohit Khatri

B. Tech (Mechanical)
Experience In Months: 35
Role / Last Employer: Asst. Manager Marketing / Minda Industries Ltd.
Specialization: Marketing





#### Mihir Shah

B.E
Experience In Months: 30
Role / Last Employer: Team Lead /
Wipro Technologies
Specialization: Finance



#### Mohit Kumar

B.E. Marine
Experience In Months: 49
Role / Last Employer: Engineer /
B.P.M.S. Singapore
Specialization: Marketing



#### Mohit Sewak

B.E. (Marine)
Experience In Months: 66
Role / Last Employer: Proprietor /
Utsav Services
Specialization: Marketing



#### Neha Kedia

B.E.(Electronics and Telecommunication)
Experience In Months: 41
Role / Last Employer: Software developer /
Satyam Computer Services Ltd
Specialization: IT & Operations

#### Mukul Kant

B.E. (Computers)

Experience In Months: 44

Role / Last Employer: Supply Chain

Consultant / Headstrong India Pvt. Ltd

Specialization: Marketing



#### Nidhi Sethi

B Tech (IT)
Experience In Months: 42
Role / Last Employer: Lecturer /
Dr B R Ambedkar Govt Polytechnic, Port Bla
Specialization: Marketing



#### Murugan Sivasubramanian

B.E. (Mechanical)

Experience In Months: 34

Role / Last Employer: Module Lead /
Infosys Technologies Ltd

Specialization: Marketing



#### Nikhil Kumar Mannar

B.E.(Electronics and Communication)
Experience In Months: 43
Role / Last Employer: Software Developer Mastek Limited
Specialization: IT & Operations



B. Tech (electronics and Communication)
Experience In Months: 42
Role / Last Employer: Team Lead /
Infosys Technologies Pvt. Ltd.
Specialization: IT & Operations



#### Nikhil Sehgal

B.Tech (Information Technology)
Experience In Months: 34
Role / Last Employer: Associate Business
Development / Sapient Corporation
Specialization: Marketing



#### Neelima Jain

B.E. (Electrical)

Experience In Months: 69

Role / Last Employer: Software Developer /

TCS

Specialization: IT & Operations



#### Nikhilesh Murthy

B.E (Electronics And Communication)
Experience In Months: 33
Role / Last Employer: Executive - Corporate
Communications / Microland Limited
Specialization: Marketing



#### Nimish Varshney

B.Tech (Mechanical) Experience In Months: 33 Officer / Telco Constructions Pvt. Ltd. Specialization: IT & Operations



#### Nithiya Loganathan

B.Tech (I.T) Experience In Months: 45 Specialization: Finance



B.E. (Computer Science) Experience In Months: 21 Accenture Services Pvt. Ltd



#### Nithva Ganesan

B.E. Experience In Months: 44





Niranjana Muralidharan

Role / Last Employer: Software Engineer /

B.E. (Computer Science)

Experience In Months: 32

Infosys Technologies Ltd.

#### Nipun Vig

B. Tech (Computer Science) Role / Last Employer: Programmer Analyst / Infosys Technologies Ltd. Specialization: Marketing



#### Nupur Yagnik

B.A. (Hons) English Role / Last Employer: Junior Research Specialization: Marketing



#### Om Mohapatra

Experience In Months: 34 Role / Last Employer: Telecom Protocol



#### Nitesh Sah

B.TECH (Electronics and Instrumentation Control) pecialization: Finance



#### Parag Barhate

B.E. Electronics and Telecommunication Role / Last Employer: Research & Development / Nortel Networks



#### Parag Maheshwary

B.E -Electronics Experience In Months: 30 Role / Last Employer: Project Management-Executive / Siemens Limited Specialization: Marketing



#### Prakash R

B.Tech (Instrumentation & Control) Robert Bosch



MBBS Attainia Inc. Specialization: IT & Operations



#### Pranit Dubey

B.E Electronics and Communication Experience In Months: 30 Role / Last Employer: Module Lead / TCS



# Pivush Bhatnagar

B.TECH (Electronics and Instrumentation Control) Role / Last Employer: Executive Engineer (Marketing & Projects) / Siemens Limited Specialization: Marketing



## Prasad Bhoosnurmath

B.E. (Information Science) Role / Last Employer: Oracle Techno-Functional Consultant / TCS Specialization: Marketing



B.Tech (ECE) Experience In Months: 40 Role / Last Employer: Quality Assurance (Test Engineer) / Fidelity Investments



#### Prasanta Kumar Sahu

B.Tech (Mechanical) Experience In Months: 62 Role / Last Employer: Second Asst. Engineer / K-Line Ship Mgmt, India



#### Poornima R

B.Com Role / Last Employer: Senior Officer -Accounts / GMACFS Ltd Specialization: Finance



#### **Prashant Roy**

B.E. (Electrical) Role / Last Employer: G.M., production / Multimetals ltd



Prashant Sikdar

B.E.(Mechanical) Experience In Months: 57 Specialization: Finance



Praveen C.K

B.E. (Mechanical) Experience In Months: 43 Production/Mahindra & Mahindra Specialization: IT & Operations



B-Tech (ICT) Infosys Technologies Ltd



#### Praveen Pedagandham

B.Tech (Electrical & Electronics Engineering) Specialization: IT & Operations





Pratyush Harsh

Experience In Months: 44

Services Consultant / TCS

Role / Last Employer: Banking and Financial

B.E (Civil)

#### Pratik Tyagi

M.E (Electronics) Role / Last Employer: Associate / PEROT SYSTEMS TSI INDIA LTD Specialization: Marketing



#### Prem Kumar

B.Tech (CSE) Role / Last Employer: Developer / TCS Specialization: Marketing



#### Priyanka Narayanan

B.Tech (Biotechnology) Experience In Months: 12 Role / Last Employer: Asst. Events Manager / Holistic Entertainment Pvt. Ltd.





#### Pratyush Sharma

B.E. (Information Technology) Role / Last Employer: Senior Software Engineer / Patni Computer Systems Ltd. Specialization: Finance



#### Priyanka Sarkar

Role / Last Employer: Account Manager / United Healthcare India Pvt Ltd Specialization: Marketing



#### Puneet Patni

B.Com (Hons.) Specialization: Marketing



#### Rahul Nair

B.E. (Chemical) Analyst / IBM India Pvt Ltd



B.E. (Electronics) Experience In Months: 32 Hexaware Technologies Specialization: Marketing



#### Raj Narayan

B.Tech (Chemical) ABB Ltd



#### Raghavan A G

B.E (Computer Science) Role / Last Employer: Senior Software Specialization: Marketing



#### Rajarshi Samanta

BE Role / Last Employer: Operation executive / Platypus designs Specialization: Marketing



#### Rahul Gupta

M.S.(Horticulture) Experience In Months: 38 Role / Last Employer: Senior Research Associate / E.I. DuPont India Pvt Ltd



#### Rajib Saikia

B.E.Electrical Experience In Months: 133 Role / Last Employer: Head Sales / Gargya Autocity



#### Rahul Jain

Google India pvt ltd Specialization: Marketing



#### Rajshekhar Patne

M.E. (Production Engineering)



#### Rakshit Bhandari

B.E. (Electronics)
Experience In Months: 50
Role / Last Employer: Business Analyst
Virtusa India Pvt Ltd
Specialization: Marketing



Ravi Kiran Yanamandra

B.E. (Electronics & Communications)
Experience In Months: 55
Role / Last Employer: Embedded Software
Engineer / Delphi Automotive Systems Ltd
Specialization: IT & Operations



B.E. (Mechanical)
Experience In Months: 69
Role / Last Employer: Product Manager /
Eastern Services
Specialization: Marketing



#### Reema Nagpal

B.Tech (Computers)
Experience In Months: 34
Role / Last Employer: Quality Engineer /
Adobe Systems India Pvt Ltd
Specialization: Marketing



#### Ramya Rajamani

Bachelor of Mass Media
Experience In Months: 37
Role / Last Employer: Instructional Designer
/ Sify Technologies Ltd
Specialization: Marketing



#### Reema Verma

Qualification: B.E
Experience In Months: 50
Role / Last Employer: Project Lead /
Syntel Ltd
Specialization: Marketing



BE (Telecommunication)
Experience In Months: 32
Role / Last Employer: Associate - Senior
.NET Developer / MindTree Ltd.
Specialization: Marketing



#### Rishi Unnikrishnan

B.E. Electrical
Experience In Months: 33
Role / Last Employer: SAP ABAP/ XI
Consultant / IBM India Pvt Ltd
Specialization: Marketing



#### Ranjit Christopher M

BE (Computer Science & Engineering)
Experience In Months: 56
Role / Last Employer: Systems Analyst /
Cognizant Technology Solutions
Specialization: Marketing



#### Ritu Mishra

B.COM
Experience In Months: 56
Role / Last Employer: CABIN CREW /
AIR-INDIA LTD
Specialization: Marketing



#### Rohan Thacker

B.E. (Electronics)

Experience In Months: 45

Role / Last Employer: Sr Engineer / Nomur

Specialization: Finance



#### Sameer Hoda

B.E. (Electronics)
Experience In Months: 23
Role / Last Employer: Test Engineer /
Motorola
Specialization: Finance



B.A. Honors in Economics
Experience In Months: 34
Role / Last Employer: Deputy Head of
Account Management / Watson Wyatt Worldwide
Specialization: Marketing



#### Sandeep Maheshwari

Bachelor of Commerce, CFA (Alpha and Beta levels)
Experience In Months: 23
Role / Last Employer: Jr. Analyst /
Enam Securities Pvt Ltd
Specialization: Finance



# B. Ex Ro

#### Ruchi Golcha

B.Tech (Chemical Engineering)
Experience In Months: 44
Role / Last Employer: Application & Sales
Executive / Sulzer India Limited
Specialization: Marketing



## Sandeep Mishra

B.E.(Computer Science and Engineering)
Experience In Months: 54
Role / Last Employer: Software Engineer /
Infosys Technologies Limited
Specialization: Marketing



Experience In Months: 33
Role / Last Employer: Navigation
Consultant / Logica
Specialization: Marketing



#### Sandhya Subramanian

Post Graduation Diploma in Insurance and Risk Management, B.Com(Honours) Experience In Months: 58 Role / Last Employer: Business Analyst (BFSI) / HCL Technologies Ltd Specialization: Finance



# B E D

#### Salonie Sehgal

BBS (Finance)
Experience In Months: 47
Role / Last Employer: Senior Manager,
Portfolio Management / P N Vijay Financial Services
Specialization: Finance



#### Sangeetha Deiveegarajan

B.E Electronics
Experience In Months: 29
Role / Last Employer: Programmer Analyst /
Cognizant Technology Solutions India Pvt. Ltd
Specialization: Marketing



#### Sankhanil Chakraborty

B.E (Electronics) Experience In Months: 66 Consultant / TCS



#### Satyendra Pratap Singh

B.E. (Electrical & Electronics) Experience In Months: 50 Freescale Semiconductor India Pvt Ltd Specialization: IT & Operations



B.E (Metallurgy) Experience In Months: 42 Role / Last Employer: Junior Manager (Operations) / SAIL



#### Saurabh Suhasaria

B. Tech (Electronics & Communications) Experience In Months: 44 Consultant / Oracle





#### Santosh .Iha

B. Sc. Nautical Sciences Experience In Months: 54 Anglo Eastern Ship Management Ltd. Specialization: Finance



#### Senthil Manoj Kumar Chinnaiyan

Role / Last Employer: Software Engineer / Infosys Technologies Ltd Specialization: Marketing



B.E. (Electronics & Communication) -Gold Medalist Experience In Months: 56 Consultant / Tata Consultancy Services Ltd. Specialization: IT & Operations



## Shafeeque Ismail

B.Tech (Electrical and Electronics) Experience In Months: 54 Role / Last Employer: Programmer Analyst /





#### Sarika Hiranandani

Experience In Months: 28 Role / Last Employer: Cognos Consultant / World IT Consulting Pvt Ltd. Specialization: Finance



#### Shankar Saini

Specialization: Finance



#### Shilpi Munjal

B.E (Computer Science) IBM India Pvt Ltd Specialization: IT & Operations



Diploma in Retail Management, B.Com Footwear Division / Reliance Retails Pvt. Ltd.





B. Tech

Leader / TCS Specialization: IT & Operations



#### Shiva Shekhawat

B.E.(Computers) Experience In Months: 41 Specialization: Finance



Shubham Singh

#### Shubhangi Muralidhar

Shriman Kalyan

Specialization: Marketing

B.E (Computers)

BE (Computer Science) Engineer / TCS



B.E. (IT) Experience In Months: 57 Analyst / Syntel Ltd. Specialization: Marketing



#### Siddhesh B Naik

MCA, B. Sc. Computer Science Experience In Months: 45 Role / Last Employer: Senior Subject Matter Expert / Amdocs Development Centre India Lt Specialization: Marketing



#### Shreyans Jain

B.E. (Electronics and Communication) Experience In Months: 43 Role / Last Employer: SAP - SCM Consultant / L&T Infotech Specialization: Finance



#### Siva Raja Sekhar Padala

B.Tech (Electrical & Electronics) Role / Last Employer: Captain / Indian Armed Forces Specialization: IT & Operations



#### Sivakumar Thivagarajan

BE (EEE) Experience In Months: 54 Specialization: IT & Operations



#### Sreelalitha Calavicala

B.E.(Electrical & Electronics) Experience In Months: 15 Sansar Consulting Group



B.E Industrial Engineering Wipro Technologies Specialization: IT & Operations



#### Srija Majumdar

Experience In Months: 33



Sourabh Gaonkar

B.E (Information Science)

Experience In Months: 37

#### Sourabh Dubey

B.Tech (Mechanical) Role / Last Employer: Process Engineer / Specialization: IT & Operations



#### Srikanth Pisipaty

B.E. (Mechanical) Experience In Months: 44 Specialization: IT & Operations



#### Sriram Krishnamurthy

B.Tech (Electronics & Communication) Experience In Months: 22 Role / Last Employer: Java Programmer / Specialization: Marketing





#### Sree Surya Tej Burra

B.E(Hons) Civil Experience In Months: 44 Role / Last Employer: Consultant – SCM / i2 Technologies India Pvt Ltd Specialization: IT & Operations



#### Subhasis Routray

B.Tech(IT) Specialization: Finance



#### Subhodeep Mukhopadhyay

Specialization: Finance

B.Tech (Computer Science and Engineering) Experience In Months: 58



#### Swapan Kumar

M.E Experience In Months: 32 Technip KT India Limited Specialization: IT & Operations



B.Tech(Instrumentation & Control) Experience In Months: 42



#### Swapnil Thote

B.E(Electrical) Experience In Months: 66 Role / Last Employer: Manager (Operations) Reliance Infrastructure Ltd Specialization: Finance



#### Sumit K Singh

B.E. (Mechanical) Specialization: Finance



#### Sweta Kanumuri

B.E (Computers) Role / Last Employer: Consultant / KPMG



#### Tabish Magsood

B.Tech(Computer Engineering)



#### Sushil Verma

B.Sc Nautical science Experience In Months: 57 Role / Last Employer: Second Officer / Specialization: IT & Operations



Role / Last Employer: Business Analyst / Tata Consultancy Services Ltd



## Susil Burnwal B.E.(Mechanical)

Experience In Months: 44 Engineer / HSBC SOftware Pvt (India) Ltd. Specialization: Finance



#### Tanushri Sharma

B.E(Electronics & Telecommunication) Experience In Months: 40



#### Tanvir Khan

B.E (Information Technology )
Experience In Months: 39
Role / Last Employer: Project Lead / TCS
Specialization: Marketing



B.E.(Electronics and Communication)
Experience In Months: 30
Role / Last Employer: Software Engineer
Satyam Computer Services
Specialization: IT & Operations



#### Tejas Bhatt

Btech ( Computer Science)
Experience In Months: 29
Role / Last Employer: JDEdwards ERP
Consultant / Oracle India Pvt Ltd
Specialization: Marketing



B.E(Electrical)
Experience In Months: 21
Role / Last Employer: Software Engineer /
Infosys Technologies Ltd.
Specialization: IT & Operations



#### Vamsee Krishna Mullapudi

B.Tech(Electrical and Electronics Engineering)
Experience In Months: 33
Role / Last Employer: Embedded Software
Developer / Sasken Communication Technologies Ltd
Specialization: IT & Operations



#### Varsha Tiwari

PG Diploma in Advertising and Public Relations Experience In Months: 23 Role / Last Employer: Account Executive / Vaishnavi Corporate Communications Pvt. Ltd. Specialization: Marketing

#### Varun Khandelwal

Qualification: B. Sc. (Engineering)
Experience In Months: 44
Role / Last Employer: Associate Tech L2
Sapient



#### Varun Sharma

B.TECH.(Computers)
Experience In Months: 54
Role / Last Employer: Associate / Cognizant
Specialization: Finance



#### Venkat Yellapantula

BE (Civil)
Experience In Months: 64
Role / Last Employer: Team Lead / Logica
Specialization: Finance



#### Venkataraman.S

B.Tech (Electrical and Electronics)

Experience In Months: 45

Role / Last Employer: Research Analyst /

Frost & Sullivan

Specialization: Finance



#### Vidhyasagari Sundaram

B.E (Computer Science)
Experience In Months: 49
Role / Last Employer: Technical Team Lead
IBM India Pvt Ltd
Specialization: Project Lead, IBM.



B.Tech (EEE)
Experience In Months: 28
Role / Last Employer: Software Engineer /
Infosys Technologies Ltd.
Specialization: IT & Operations



B.E (IT)

Experience In Months: 25

Role / Last Employer: Software Engineer /
Satyam Computer Services Ltd.

Specialization: Marketing



Vishnupriya Jite

Experience In Months: 47

B.E. (I.T.)

# Vineet Nangia

B.Tech (Chemical)
Experience In Months: 61
Role / Last Employer: Manager (Projects) /
Reliance Industries Limited
Specialization: Finance



#### Yamuna Priya Ramiah

B.Tech (Information Technology)
Experience In Months: 31
Role / Last Employer: Software Developer /
Sify Technologies Ltd
Specialization: Finance



B.E.(Information Technology)

Experience In Months: 46

Role / Last Employer: Senior Software

Developer & Pre-sales / Patni Computers Systems Ltd.

Specialization: Marketing



#### Yoga Vigneshwarran

B.E.(Mechanical)
Experience In Months: 22
Role / Last Employer: Programmer Analyst /
Cognizant Technology Solutions
Specialization: Marketing



# Vishal Vikram

B.Sc. Nautical Science
Experience In Months: 54
Role / Last Employer: 2nd Officer /
Seaarland Management services pvt ltd
Specialization: Finance



#### Zoheb Syed

B.E. (Electronics and Communication)
Experience In Months: 33
Role / Last Employer: Senior Software
Engineer / Keane International Ltd.
Specialization: Marketing



# PLACEMENT TEAM





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onceived the first India



Bala Balachandran, right, Kellogg School Dean Dipak Jain with Presidential candidate Barak Obama. (Photo: Kellogg)

Kellogg and Wharton. As the in charge of the curriculum and staffing at the school, he worked with Rajat Gupta, group chairman of McKinsey & Company.

In 2004, he founded the Great Lakes Institute of Management in Chennai, in collaboration with Yale University and the

Balachandran switched from engineering and industrial administration to accounting he said in an interview, because "accounting is the language of business leaders. You have to manage various factors like cost, risk and revenue management."

There are three lessons he has learn