

# XIME News

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Seated on the dais: Prof A. Shastry , Mr. Vinay L. Deshpande, Prof. J. Philip and Prof. S. D. Tyagaraj



Mr. Alan Shwartzbaum  
from Brazil

Xavier Institute of Management and Entrepreneurship, the founder member of the Association of BRICS Business Schools (ABBS), hosted a students' meet from 22<sup>nd</sup> to 25<sup>th</sup> March 2010. ABBS was conceived as an initiative to bring together business schools from BRICS countries on a common platform so as to share experiences and to pursue academic exchanges for common benefit. In all 32 delegates attended the meet including 28 students and 4 faculty members from the member countries.



Dr. Jannie Lin  
from China

The meet represented a bold vision of the possibilities for business schools from the member



Mr. Monastyrskiy David  
from Russia

countries to contribute to global management education initiatives. With their rising importance as the most active growth areas in the global economy today, Brazil, Russia, India, China and South Africa also represent management education systems that are characterized by dynamic trends



Mr. Martin Challenor  
from South Africa

of development and significant potential to add to global learning. The conference featured presentations by BRICS delegates, addresses by Indian business leaders, management games and a cultural programme. The meet was inaugurated by Mr. Vinay L. Deshpande, CEO of Encore Technologies. Prof J. Philip, Founder President of ABBS, presided over the function.



Lavani dance performance

The delegates participated in business games and case study analysis. Monastyrskiy David from Russia won the BRICS debate competition.

The BRICS delegates were taken on a day tour to Mysore, where they visited the famous Mysore Palace and the state-of-the-art world class Infosys training facility.

A display of India's rich diversity of dance, song, language and attire was organized by students of XIME through a cultural programme, which included Bharatnatyam followed by an ethnic show displaying the attire of various states across

India. A musical performance comprising famous songs and dances such as Lavani, Dandiya Raas, Bhangra and Rajasthani folk kept the audience enthralled. The performance on the song Vande Mataram was the pinnacle of the evening.

The guests from the BRICS countries reciprocated with traditional performances from their respective cultures. The duo from Russia, David and Anastasia kept the audience spellbound with their rhythmic dance. The students from China sang a melodious song and performed a graceful solo and group dances. The show was indeed a confluence of various cultures on one platform,



Bharatnatyam performance

reflecting the truly international nature of the ABBS.



Dandiya Raas in progress

The BRICS Students Meet concluded on March 25, 2010 with the vote of thanks proposed by Prof. C. P. Ravindranathan, a senior professor at XIME and also the key architect in making the Students Meet a reality. All the international delegates were highly appreciative of the warm hospitality extended to them and the efforts put in by XIME in making the event a success.



Xiaosu Huang from China playing the Pipa—a traditional Chinese musical instrument



Prof. C. P. Ravindranathan with Prof. MA Shaozhuang of Guangdong University of Foreign Studies, China



David and Anastasia from Russia, performing the Tango



## EDUCATION CONFERENCE IN KOCHI



Seated on the dais: Prof. J. Philip, Prof. V. N. Rajasekharan Pillai, Justice K. T. Thomas, Dr. R. Natarajan, Mr. Murali Gopalan and Mr. V. O. Sebastian

XIME organized a one day seminar at Kochi, on the theme 'Making Kerala a Major Hub for Quality Education' on January 2, 2010. This conference was attended by a galaxy of leading academicians and stalwarts in the field of education.



Justice K. T. Thomas delivering the inaugural address

The Chief Guest of the seminar **Padma Bhushan Justice K. T. Thomas**, former judge, Supreme Court of India, addressing the inaugural session spoke about the rich legacy of Kerala in the field of education. He emphasized that the State should ensure the right to education. Chairing the inaugural session, **Prof. J Philip**, President, XIME and Former Director IIM-Bangalore focused on the need for Kerala to emulate cities like Coimbatore and Bangalore which have emerged as centres for higher education. **Prof. V. N. Rajasekharan Pillai**, Vice Chancellor, IGNOU, New Delhi, in his keynote address spoke about the favourable factors that drive education in Kerala and reiterated the need for creating better ambience and freedom for higher education in the state.

Guest of Honour, **Dr. R. Natarajan**, Former Chairman, AICTE and Former Director, IIT-Madras spoke about requisite allocation of resources and proper identification of areas where they need to be allocated. He also referred to the role of indicators such as Human Development Index, Global IT Index, etc. where Kerala can cash in to build its image. **Mr. Murali Gopalan**, President, TiE Kerala gave a comprehensive view of the industry perspective of higher education in Kerala. **Mr. V. O. Sebastian**, Vice President, Board of Governors, XIME & MD, Al Abbas Group, UAE, said that education policies should be made investor friendly for NRIs.

The three topical sessions that followed were addressed by eminent public administrators and educationists such as **Mr. P.C. Cyriac IAS (Retd.)**, **Dr. Latha Pillai**, **Dr. P. Radhakrishnan**, **Fr. Tom Kunnumpuram**, **Mr. K.J. Alphonse, MLA**, **Dr. C.S. Menon**, **Dr. Abraham George**, **Ms. Maya Mohan**, **Ms. Molly Cyril** and **Ms. Bindu Nair**. The concluding session, chaired by Prof. J. Philip, was addressed by **Dr. P.G.R. Pillai** and **Dr. N.K. Jayakumar**. They drove home the point that the strength of Kerala's intellectual capital could be leveraged to provide quality education at affordable cost.



## FROM THE PRESIDENT'S DIARY

Prof. J. Philip  
President, XIME

### Panelist on the Global Compact Conclave

Prof. J. Philip, President, XIME was a panelist on the Global Compact Asia-Pacific Regional Conclave held on March 16, 2010 in New Delhi. The theme of the conclave was 'Responsible Management Education'. The panel discussion was moderated Prof. C.S. Venkat Ratnam, Director, IMI. The other members of the panel were Dr. H. Chaturvedi, Director, BIMTECH, Ms. Beroz Gazdar, VP, Infra. Dev., Mahindra and Mahindra, and Mr. Frederick C. Dubee, Senior Advisor, UN Global Compact.

### Panel member on the Steel Ministry's Committee

Has been nominated by the Steel Ministry to be on the panel of judges to evaluate the performance of the integrated steel plants in India for awarding the Prime Minister's Trophy and Steel Minister's Trophy for excellence in performance for the year 2008-09.

### Keynote Speaker at ISTD National Convention, Bangalore

Delivered the keynote address at the ISTD National Convention at Bangalore on February 11, 2010 on the theme 'Quantum Leap in Building World Class Skills Through Training and Development'. He was also a key member in the Organizing Committee of the National Convention.



Prof. J. Philip delivering the keynote address at the 40th ISTD National Convention

### Address at National Management Meet Dishana 2010, Kerala

Prof. J. Philip was invited to deliver the keynote address at Dishana 2010, the National Management Meet jointly hosted by College of Co-operation, Banking and Management, Kerala Agricultural University and Trichur Management Association on March 19, 2010. The meet was attended by about 400 participants representing b-schools and industry. The theme of the address was 'Managerial Excellence: The way India leads'. Prof. Philip also chaired the interface with industry captains.



Prof. J. Philip addressing the Leadership Summit

### Address at the Regional Summit on Quality in Education at Coimbatore

Delivered the valedictory address on the theme 'Quality Leadership for Future Campuses' at the Regional Summit on Quality in Education hosted by CII and the Institute of Quality at Coimbatore on January 30, 2010. The summit was attended by 150 delegates from various B-schools and Higher Education Institutions.

## FROM THE PRESIDENT'S DIARY

### Chairman, Selection Committee, National ISTD for selecting Recipients for ISTD National Awards

Prof. J. Philip was nominated Chairman, Selection Committee of ISTD to select outstanding CEOs of the country for Lifetime Achievement Award for their contribution to HR area and Best CEO with HR Orientation.

Dr. V. Krishnamurthy, earlier Chairman, Steel Authority of India Limited, and currently Chairman, National Manufacturing Competitiveness Council (NMCC) was chosen as the recipient of the Lifetime Achievement Award.



Prof. J. Philip handing over the Best CEO Award to the representative of Mr. A.M Naik

Dr. V. Krishnamurthy, the recipient of the Lifetime Achievement Award, is seen in the background.

Prof. J. Philip handed over the Best CEO Award to the representative of Mr. A.M Naik, CEO of Larsen & Toubro.

### Addresses the Students Conclave at ISTD, Chennai

Delivered the keynote address at the ISTD Chennai Chapter - Students Conclave on January 10, 2010 on the theme 'Employment to Entrepreneurship: Lessons from Leaders'. Our students of the senior batch Aadya Gautam, Kritika S Iyer and Shalom Mary Thomas also attended the conclave as student delegates.

### A Key Resource Person at the National Seminar at Stella Maris College, Chennai

Prof. J. Philip was a key resource person for the National Seminar on 'Quality in Higher Education: From Assurance to Enhancement' organized by Stella Maris College, Chennai on February 3, 2010. The target audience at the National Seminar comprised educationists, teaching faculty from b-schools and administrators from higher educational institutions. The seminar was an exercise in exploring into areas of improvement that would have a direct or indirect impact on the academic programmes, teaching-learning methodology and the changing pedagogy in higher education.

### Address to Senior Managers of KITCO, Kerala

Addressed the Kerala Industrial and Technical Consultancy Organisation Ltd. (KITCO) on January 16, 2010 on 'Corporate Management' at Marari Beach Resort, Mararikulam, Alappuzha for their senior managers who were mostly engineers.

KITCO is a consultancy firm engaged in providing total technical consultancy and project management for various industrial and infrastructure projects.





## REPUBLIC DAY CELEBRATION

The Republic Day celebration commenced with the welcoming of the gathering by Ms Ekta Sanghvi. The Chairman **Mr. Sarosh J. Ghandy**, hoisted the national flag, followed by the singing of the National Anthem. This was followed by patriotic speeches by student representatives Akshay Bhat and Soumya Malkani. They spoke on what Republic Day meant and also on how each individual should couple responsibility with the freedom that Indian democracy guaranteed. Prof. J. Philip, President, addressed the gathering thereafter.



XIME students singing the National Anthem



Shalom Thomas being presented with a cheque for Rs. 5000/- by the Chairman, Mr. Sarosh J. Ghandy

A cheque for Rs.5000 was presented to Shalom Thomas of Batch 14 by Mr. Sarosh J. Ghandy in appreciation of her article entitled 'Humanising Management' published in the Business Line. Mr. Ghandy then delivered the republic day message. He listed many of the issues standing in the way of faster growth and development and emphasized on how individual citizens can and should play a role in uplifting the society by addressing these issues facing the society today. The function drew to a close with the vote of thanks by Indira Chatterjee.

## FDP AT COIMBATORE

XIME and three other premier Business Schools of South India - GRG School of Management Studies, KCT Business School and PSG Institute of Management, jointly organized a four-day Faculty Development Programme at KCT Business School campus, Coimbatore from 24<sup>th</sup> to 27<sup>th</sup> February 2010. The Faculty Leader was Prof. J. Philip, President, XIME.



FDP Participants with the Faculty

The other faculty members were Prof. Mathew J. Manimala, IIM-Bangalore; Prof. G. R. Kulkarni, Former Dean, IIM-Ahmedabad; Prof. R Nandagopal, Director, P.G. School of Management; Prof S. V. Devanathan, Director, KCT Business School and Prof. S Balasubramanian, Director, GRG School of Management.

The prime objective of the programme was to enhance the competencies of Management Faculty in preparing students for challenging careers in an ever dynamic business environment so that it would cater to the changing needs of the industry. In all 21 faculty members attended the programme including Asst. Professors Mr. M. Ramki Murugan and Mr. D.Subramanian of XIME. Certificates were awarded to the participants at the conclusion of the programme.

## DAINIK BHASKAR B-SCHOOL LADERSHIP AWARD



Dr. J. Alexander receiving the Leadership Award on behalf of XIME

The Dainik Bhaskar B-School Leadership Awards Committee through research and study by an independent jury and a panel of professionals has chosen Xavier Institute of Management & Entrepreneurship (XIME), Bangalore from among the management institutes of South India for a special award in recognition of the contribution of XIME in leadership development, marketing and industry interface.

The award was presented at a colorful function at Taj Lands End, Bandra, Mumbai on 12<sup>th</sup> February, 2010 where a large number of representatives of business schools from all over the country were present. The Hon'ble Prime Minister of Bhutan, **Jigme**

**Thinley** was the Chief Guest. Award for XIME was received on behalf of XIME and its President, Prof. J. Philip, an outstanding management educator of the country by **Dr. J. Alexander** IAS (Retd.), former Chief Secretary, Government of Karnataka and a member of the Managing Board of XIME and Advisor to the Leadership Development Centre of the Institute.

## BUDGET MEET-2010

The Budget Meet 2010 was organized on March 5, 2010. The discussion panel comprised three members- **Mr. B. Gopala Ramanan**, Director, Oracle India Pvt Ltd, **Mr. T. A. Shivakumar**, CFO, DBOI Global Services Pvt Ltd. and **Prof. S. P. Srinivasan**, Faculty Member, XIME.

The panel discussion commenced with Nazeeb Alam and Avishek Gupta from Batch 14 presenting the highlights of the budget 2010-11. Thereafter, Mr. T. A. Shivakumar addressed the gathering giving his perspectives on the Budget in terms of the changes introduced in it and their impact on the industry with main emphasis on Limited



Seated on the dais: Prof. S. P. Srinivasan, Mr. T. A. Shivakumar and Mr. B. Gopala Ramanan

Liability Partnerships (LLP).

Prof. S. P. Srinivasan was of the opinion that the budget was nothing but mundane and he interspersed his views with characteristic humour, citing interesting trends from the previous budgets. He was sceptical if the implementation of GST and DTC will be effected as promised in the budget and also felt that the Government's emphasis was more on the outlays than on outcomes.

Summing up the Budget discussion, Mr. B. Gopala Ramanan appreciated the government's move to significantly improve the outlays in the social sector and its resolve to reduce the backlog of pending cases in the courts and making necessary financial provisions in the budget for the purpose.



Mr. B. Gopala Ramanan summing up the Panel Discussion on Budget 2010 - 11

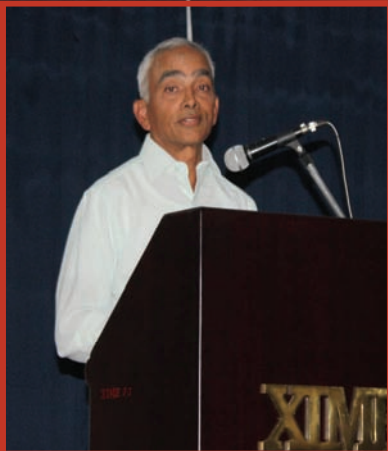
## SPEAKERS ON CAMPUS

On 14th January, 2010, **Mr. Zarir Batliwala**, former Director-HR of Hewlett Packard interacted with the students of the HR stream. Speaking about the various facets of Human Resource Management, Mr. Batliwala emphasized the importance of being flexible in the HR field. A Company Secretary by profession, he spoke about his gradual transition to the personnel management arena. He opined that consulting was the 'in-thing' in HR and as HR professionals, the generalist role is what one should aim to do. HR in the manufacturing and in the IT sectors are poles apart and people must be dynamic enough to work in both areas. Mr Batliwala opined that a perfect HR manager is one who can empathize with his subordinates and this should be attained at any cost, even if it meant getting one's feet dirty!



Mr. Zarir Batliwala

Mr. Batliwala also gave certain inputs on facing interviews. This was well appreciated by the students as placement was round the corner. Several of the myths regarding an interview process were dispelled in the 70-minute talk. He spoke about what HP is looking for in candidates and furnished a few tips on tackling an HP interview.



Mr. Sesh Velamoor

On 28<sup>th</sup> January 2010, **Mr. Sesh Velamoor**, Deputy Director, Foundation for the Future, Washington, addressed the students of XIME on the topic: 'Global Transitions - A Management Perspective'. He gave a comprehensive picture of what was happening on the planet and how it might affect the people. The dimensions of this big picture included issues of sustainability, environmentalism, climate change, technology revolution, globalization and the end of the nation state. He said that restoration of all the things that have changed around us is our responsibility and urged the students to develop both, conscience and consciousness towards these issues.

On February 11, 2010 **Ms Sangeetha Prasad**, Chief Operating Officer, Mahindra World City Developers Limited addressed the batch 15 students. In an informal and extremely interactive session, she cited experiences from her professional life, the obstacles and challenges she had to face and how common sense and the ability to think on her feet proved as important as her education in achieving her career objectives.

She said that an archer cannot choose the battle field. Knowing to shoot, when circumstances are favorable doesn't make you a master, but you are one, if you can hit the target when on dangerous grounds. The Zen philosophy, "Learn to stand at the crevice" was the crux of the message that Ms Sangeetha Prasad gave to the XIME students.



Ms. Sangeetha Prasad



## SPEAKERS AT THE CAMPUS

The XIME students were addressed by **Mrs. Ranjana Kumar**, former Chairperson Indian Bank and NABARD, and Vigilance Commissioner in the Central Vigilance Commission (CVC) on January 29, 2010.

Describing the banking institutions as the backbone of the Indian public sector, she explained the origin, evolution and various stages of transition that our banking sector has undergone. The 'turnaround queen of India', as she is popularly called also talked about the emerging trends in the banking sector such as the focus on customer service, anti - money laundering policies etc.

Continuing the interaction on the next day, she presented an exhaustive study on the current status of the Indian economy against the backdrop of the global financial crisis. She also had an informal session with the girl students of XIME on how to achieve work-life balance citing various examples from her own life to describe the stress and struggle that working women have to undergo and also counselling them on how to strike a balance between their personal and professional lives.



Mrs. Ranjana Kumar



Mr. Vijay Talwar

**Mr. Vijay Talwar**, CEO, William J. Clinton Foundation addressed the students on February 18, 2010. Mr. Talwar joined Clinton HIV/AIDS Initiative (CHAI) India as CEO in November 2008 after a stint of over six years with Nike Inc. as the Chief Operating Officer.

Mr. Talwar spoke on the need to get hands-on experience working with charities in our own cities and to focus on giving opportunities for improvement to the under-privileged, and not just charity offerings. He said that charity is more successful if people are given a chance to become independent as in the age-old story of teaching a man to fish rather than just giving him the fish. He dwelt on the projects he was focusing on – girls' education and malnutrition. He said that in order for any family to improve its standard of living, the girls in the family need to be educated and have a source of income.

**Mr. Dipak Mane**, Managing Director of the family owned, 150 year old, 8000 employee strong Buhler Group with an annual turnover Rs. 9,000 crore, addressed the students of marketing and operations elective groups on March 15, 2010. Apart from providing products and services to the customers, he exhorted the prospective managers to become the business leaders of the future. Profit, he said, is not the only metric for measuring success. It is the passion for achievement and hunger for success that make organizations ascend to business leadership.

He also spoke about the challenges industries face during periods of transition. It is the task of the business leaders to make the transition seamless by adapting adequately in the ever changing business environment, irrespective of the market segments you operate in.



Mr. Dipak Mane

## SPEAKERS AT THE CAMPUS



Mr. Ashoke Joshi

On 23<sup>rd</sup> February 2010, **Mr. Ashoke Joshi** IAS (Retd.), Chairman, Srinivasan Services Trust of the TVS Group, addressed the students on the importance of CSR. Mr. Joshi spoke at length on the philanthropic activities being organised by the Srinivasan Services Trust such as self-help groups for women, schools for children, setting up vermi-compost pits and constructing community toilets across the country. He also explained to the students how various benefits like increased brand recognition, rural marketing, strong community relationships and reduced risks through increased public and government support can occur if an organisation incorporates CSR in its corporate strategy. Concluding his talk, he said that

CSR should not be treated as charity. Community is a major stakeholder in business and every corporate should develop a consciousness towards community issues.

**Ms Flaminia Fazi**, Preident, U2Coach, a Training and Development Consultancy Company in Rome, addressed the HR students on February 16, 2010. She enlightened them on myriad topics related to training and development, coaching, work-life balance, women entrepreneurs, Italy's work culture, lifestyle and status of women. She spoke about the nuances of coaching, the benefits and challenges of a corporate coaching programme and how coaching is a proven methodology for sustained competitiveness for organizations.



Ms. Flaminia Fazi

She spoke about working women in Italy and plight of working would-be mothers. It was an enriching and fulfilling experience as she shared her experiences and various facets of her life, challenges she had to face to achieve her aspirations and dreams. Her anecdotes not only evoked humour but generated a sense of inspiration among the students who were on the threshold of a promising career.



Prof. Anesh Maniraj Singh

**Prof. Anesh Maniraj Singh**, Head of the Graduate School of Business, University of Kwazulu – Natal, South Africa and also one of the Vice Presidents of the Association of BRICS Business Schools (ABBS), addressed the students on 10<sup>th</sup> March, 2010 on Market Segmentation in South Africa. He outlined the strategies followed in promoting consumer goods to the various segments of the diverse South African population such as the blacks, whites, coloured and Indians. He identified various factors relating to Living Standard Measures (LSMs) and the drawbacks of using LSMs as criteria for measurement. He also spoke of the Indian presence in South Africa

which comprised just 3% but is the second highest in terms of per capita income. He also mentioned of the changing trends in advertisements aimed at the Indians. For effective marketing, the target segment should be clearly understood and focused on accordingly, he added.

## LAURELS GALORE IN 2010

### Atharva 2010 - T. A. Pai Management Institute, Manipal

XIME students participated in the annual international management festival Atharva, organized by T.A. PAI Management Institute (TAPMI) Manipal on the 8<sup>th</sup>, 9<sup>th</sup> and 10<sup>th</sup> of January 2010.

**Sanila Mammen** and **Satish Kumar** won first prize in the Marketing event Chakravayuh, beating tough competition from other students of leading B-schools in the country.



The XIME team that won at TAPMI



The team that won at the MCIM Fest

### Diakrisi 2010 - MCIM Fest , Bangalore

With the theme, 'Protecting Mother Earth,' the Mount Carmel Institute of Management fest— 'Diakrisi 2010' of 21<sup>st</sup>- 22<sup>nd</sup> January 2010 put together a challenging and innovative set of events and showcased various areas of management skills.

The fest began with the inaugural speech by Sister Albina, Director MCIM, followed by an address by the Chief Guest Mr. Jagdish Pai, Executive Director, Canara Bank. XIME stole the show at MCIM.

**Renita** and **Sanket** in the Retail event, **Kenric**, **Sindhura** and **Shradha** in the Team Building event, **Upasana** and **Indira** in the Advertising and HR competitions won the runner up prizes. The Best Manager award was bagged by **Anuradha Mukherjee**, and XIME won the Overall Championship.

### Naissance 2010 - SDMIMD, Mysore

XIME students bagged the Overall Championship at the SDMIMD Mysore management festival NAISSANCE, conducted during 29<sup>th</sup>- 31<sup>st</sup> January 2010. A team of twelve students represented XIME in the various events held during the fest which included games in the domains of Marketing, Finance, Operations, HR and Systems along with a B-plan and a Best Manager competition.



XIME - The Overall Champions at SDM, Mysore

The pick of the event, the Best Manager competition was won by Arjun Shehrawat. The team of **Vivek Bothra** and **Pinal Bhansali** won first prize in the Finance event , **Anit Chandran**, **Sunny Manjani**, **Ashesh Mishra** and **Jithesh Narayan** won first prize in the Operations event and **Sanila Mammen** along with **Avishek Gupta** won second prize in the Systems event. The team consisting of **Sunny Manjani**, **Ashesh Mishra** and **Nitin Mittal** won first prize in the B-plan competition. XIME also won first prize in the cultural event which was a team effort by all the students.



## LAURELS GALORE IN 2010



M. Avinash &amp; M. Dakshinamurthy

### Amaethon 2010 - IIM, Ahmedabad

In the prestigious Amaethon competition organized by IIM-Ahmedabad on January 14, 2010, **M. Avinash and M. Dakshinamurthy** won first prize in the online event Comm Trade. They were awarded certificates and a cash prize of Rs.40,000/-.

Comm Trade featured 20 teams from leading business schools. They were shortlisted from hundreds of teams that participated in the first round. The second prize went to SPJIMR, Mumbai and third prize to IIM-Ahmedabad.

### CII Innovator 2010 , Chennai

CII, Chennai conducted a Business Plan competition, 'CII Innovator 2009', during February 11-12, 2010 in Business, Technical and Social streams. The competition was supported by Cognizant. The competition had three rounds. In the first round, teams were asked to submit an abstract of the business plan. Out of a total of 200 participating teams, 75 were selected for the second round. In this round, a detailed explanation of the business plan had to be submitted. 20 teams were shortlisted for the final round, which was held in Le Meridien, Chennai. The finals had two phases. In the first phase, the teams had to demonstrate the idea through proto-types, advertisements, videos and brochures. In the second phase, the teams were given seven minutes to present their idea which was followed by a three minutes question - answer session.

In the Business Innovation stream, the team comprising **Sindhura Reddy, Sathyan Mani, Nikhilesh Kumar, Nirmal Kandth and Satheesh Kumar** won the first prize of Rs.50,000/- and a trophy. In the Social Innovation stream, the team consisting of S. Yamini and Nisha Karunakran won the second prize of Rs. 30,000/-.



The XIME team at CII Innovator 2010, Chennai



The XIME Winning Team

### Gerencia Proventus 2010 - Christ University

**Saranga Sharma and Saurabh Pundir**, students of batch 15, bagged the first prize in the Case Study competition 'Voynich Manuscript' held on 8<sup>th</sup> March, 2010 during 'Gerencia Proventus 2010' at Christ University, Bangalore. The event started with a preliminary round where an online solution for a case study on 'Disney World' was invited. Six best entries were selected for the final round in which they had to give a presentation and their analysis on 'Mergers and Acquisitions of Tata Group'. The XIME team was declared the winner and awarded trophies, certificates and gift vouchers worth rupees fifteen thousand.

## LAURELS GALORE IN 2010



Atasi Das and Ashesh Misra

### **Yukti 2010, Tyagarajar School of Management, Madurai**

Adding another feather in the cap of XIME were the team of Atasi Das and Ashesh Misra who won the first prize in 'Yukti' 2010, a business plan competition organized by Tyagarajar School of Management, Madurai on March 21, 2010.

The winners were awarded a shield, mementos and a cash prize of Rs. 5000/-

### **Connaissance, Christ University, Bangalore**

The XIME team consisting of Soumya Malkani and Aditya Mohan bagged the second prize at 'Connaissance', an inter college paper presentation competition organized by Christ university, Bangalore on March 12, 2010.

The theme of the paper was 'The Chinese Real Estate Bubble and Its Aftermath'. Mr. Advit Dhudhu, founder of Alivenow Inc. and MoneywhizDom, a US-based asset management company was the Chief Guest at the event.



Aditya Mohan and Soumya Malkani

## AN EDP OF A SPECIAL KIND

XIME was the venue for a two-day Entrepreneurship Development Programme for the members of Ayurpark Health Care Limited, an association of ayurvedic medicine manufacturers of Karnataka. It was a unique one because this was the first time a healthcare unit attended an EDP at XIME. Conducted by XIME on 29<sup>th</sup> and 30<sup>th</sup> January 2010, the 24 participants who attended the programme were manufacturers of ayurvedic medicines with a scale of operations ranging from Rs. 20 lakh to 5 crore. They opined that the programme was very beneficial for them as they were able to imbibe basics of marketing and finance, besides the vital entrepreneurial traits. They urged XIME to call them back later for an in-depth development programme spanning about a week so that they could be stronger in various business verticals which will facilitate an enhanced management focus through strategic thinking and business orientation to achieve sustained business growth.



The Participants of the EDP for Ayurpark Health Care Ltd with the XIME Faculty

## ENTREPRENEURSHIP DEVELOPMENT PROGRAMME



Mr. T. K. Ramesh addressing the inaugural session



The Participants of the EDP with the XIME Faculty



Prof A. Tales from Brazil taking a session

The Entrepreneurship Development Programme, seventh in the series, was inaugurated by **Mr. T. K. Ramesh**, CEO, Micromatic Machine Tools Ltd. on February 15, 2010. Conducted by XIME, this month-long programme is organized with the assistance of Hewlett Packard. Addressing the inaugural session Mr. Ramesh said that the prospective entrepreneurs must sense the business opportunities and work on them persistently to be successful.

Addressing the participants, **Prof. A. Tales**, Associate Dean, FGV - EAESP Business School, Sao Paulo, Brazil said that opportunities for budding entrepreneurs were abundant in the emerging economies such as India and China. He said that the entrepreneurs were the life blood of a nation. Twenty prospective entrepreneurs including four Chinese students attended the programme. The previous three EDP programmes were also attended by Chinese students. Certificates were awarded to the participants at the end of the programme.

## KNOWLEDGE MANAGEMENT WORKSHOP



The Participants of Knowledge Management Workshop

XIME conducted a two-day workshop on knowledge management on March 5 and 6, 2010. This was the 7<sup>th</sup> such workshop on the topic and the theme for this workshop was: 'Positioning the organization and its knowledge ecology for success'. During the inaugural session, Prof. J. Philip, president of XIME, set the context for the workshop by explaining how knowledge management has been traditionally practiced by educational institutions in the form of publishing books, articles and journals.

**Mr. N. Kailasanathan**, the Senior Vice President and Chief Operating Officer of Titan Industries Ltd., addressed the participants on the basis of his practical experience in implementing knowledge management in his industry. Leaders from companies like Infosys, Honeywell, Wipro and Cygnus India conducted sessions on various topics related to knowledge management. The participants ranged from leading industries like TNPL, BEML, HAL, CDOT, MTRDC (DRDO), CGI and academic institutions like Indian Business Academy and REVA Institute of Science and Management. Prof. Ashwathanarayana Shastry coordinated the programme.



## ADMISSIONS: 2010 - 2012

The admissions process for the next batch — Batch 16 (academic years 2010-2012) — is complete. Group Discussion and Personal Interviews were conducted at four locations — Chennai, Secunderabad, Kochi and Bangalore. Selected candidates have been intimated.

The new batch of students is scheduled to join the one-week orientation programme, commencing on 21st June, 2010, prior to the regular classes starting on 28th June, 2010. We look forward to the young buds to bring in new life and discipline to the campus and once again the XIME campus to be agog with excitement and enthusiasm.

## SUMMER INTERNSHIP

The students of Batch 15 (academic years 2009-2011) are all set to embark on a summer internship at reputed organizations across India. The internship which will last for eight weeks from April to June, 2010 is intended to give our students a hands-on experience in the various domains of management. The students will work on projects assigned to them by their respective organizations with an aim to bring about improvement in the functional areas and will submit their project reports to the Institute for academic assessment.

## PLACEMENTS — 2010

Placements for the graduating students started in the week beginning 17<sup>th</sup> January 2010. In the wake of the slow but sure economic recovery that India is experiencing, 90% of the 14<sup>th</sup> Batch has been placed in reputed companies. The remaining 10% is waiting for their preferred choices to happen. The trend indicates that 100% placement could be achieved by the Convocation Day (8 May 2010), if not earlier.

A partial list of companies who visited us for placements 2010 includes: Infosys, Mphasis, IDBI, Synova, Dalmia Cements, HDFC, Cognizant, HCL, TCS e-Serve, JSoft Solutions, ABB India, Kotak Mahindra, SBH, Oracle, Wipro, MTR Foods, M&M, HP, ICICI Bank, First Source Solutions and Spandana Spoorthy.

## FORTHCOMING PROGRAMME

**A four-day programme in Leadership Development** — April 27 - 30, 2010: The programme will focus on public systems, service organizations and NGOs and explore leadership in the context of rapid changes and increasingly complex environments. The programme will draw on the collective wisdom of senior leaders who will lead the discussion in this context. The programme is intended to benefit College Principals, Vice Principals, University Administrators, Chairpersons of Educational Trusts, Heads of NGOs, Hospital Administrators, etc

**Venue:** XIME **Session Timings:** 9:00 a.m. to 5:00 p.m. each day **Registration Closes:** April 15, 2010

## Dr. NASEER M JAFFER TAKES OVER AS ACTING DIRECTOR



Dr. Jaffer holds a Ph.D. degree in Economics with specialization in Industrial Economics from University of Madras. He did his research for his M.Phil. and Ph.D. degrees in the Economics Department of Madras Christian College, Chennai. He has been teaching economics and related subjects for more than three decades in various institutions including Loyola College and SRM University, Chennai.

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