





## **DIRECTOR'S MESSAGE**

XIMB being one of the premier B - Schools that our country has, takes pride in updating that XIMB is now spurted into Xavier University Bhubaneswar (XUB). The basic commitment of creating world class Managers with the flare for development remains static. At this juncture of immense indulgence, when XIMB has turned into Xavier University Bhubaneswar I would like to mention that while withholding the core values and vision, the strata of operations of Xavier University has grown exponentially. Here at XUB, we strive for even better accumulation of talented students who will further take the lantern in the direction for a better society. With its highly qualified and experienced faculty, both inhouse and visiting XU, it is in a better position to cater to the changing needs of businesses. We at XUB create corporate and development managers with a difference.

Over the span of last 27 years XIMB has delivered one of the best and value based managers to the industries and the country, who have embedded their names on various horizontals and verticals. XUB vouches to uphold the commitment.

It was a pleasure having all recruiters at XIMB last year and we look forward for your participation in Xuberance 2015.

Fr. Paul Fernandes, S.J. Director, XIMB Vice-Chancellor, Xavier University, Bhubaneswar



# **ASSOCIATE DIRECTOR'S MESSAGE**

The Post Graduate Programme in Rural Management at XIMB is envisioned as a premier program to expand the benefits of management science to the rural sector. The program provides a platform for the students to delve into the dynamics of the rural society and understand the essence of rural India in a new light.

This year the Post Graduate Programme in Rural Management scales new heights with the formation of the "School of Rural Management" under the Xavier University. The formation of the University will be marked by greater autonomy to the "School of Rural Management" to carve out a niche for itself. XIMB has a chequered history in working with the rural society through its Center for Development Research and Training (CENDERET) and other endeavors. There has always been a great deal of knowledge sharing between the Post Graduate RM Programme and the CENDERET. All these help the students to attain a greater degree of understanding of the rural society.

During the two year program, our students are exposed to the rural life through the 5-week, Rural Living and Learning Experience (RLLE). This experience inspires students to see things in a new light and to spot newer opportunities. Some of our Alumni capitalized on this experience and even started their own grassroots ventures.

Welcome to XIMB-Rural Management, I am sure our students will be able to meet your expectations. Trained by the academic rigor and guided by institute, they are ready to usher in the winds of change in the rural eco-system of the country.

Fr. Antony Uvary S.J. Associate Director, XIMB Registrar, Xavier University, Bhubaneswar



# **DEAN'S MESSAGE**

Welcome to the School of Rural Management of XUB, which now houses the well-established Post Graduate Diploma in Rural Management of XIMB. This long-standing PGDM (RM) is a unique programme, which prepares managers for rural businesses, livelihood promotion initiatives, welfare programs and other organizations engaged in rural development. The focus is on developing management competencies as well as a thorough understanding of rural India and the needs of rural communities; a participant of this programme not only develops a familiarity with the rural context but also learns to adapt the best managerial practices to the unique circumstances of organizations working for rural development.

During the two year programme, the students understand the rural society and economy, and the functioning of rural development organizations, through extended village stays, village study and research trips, and organizational internships, which are all a significant part of their curriculum. A five-week stay in a village and engagement with a development organization helps the students get a first-hand experience of rural life and development practice, summer internships develop organizational competencies, and fieldwork associated with various courses provides hands-on application of concepts and ideas discussed in the classroom. The Rural Management Programme of XUB, is backed by the academic rigour and excellence that XIMB has always been known for. I am sure you will find our students competent and prudent, efficient and empathetic, and able to add significant value to your organization. The long history of committed and competent work by many batches of PGDM (RM) graduates strengthens our conviction that these students will also make a mark in whichever sector they serve.

Prof. Kajri Mishra Dean, School of Rural Management Xavier University, Bhubaneswar



# **COORDINATOR'S MESSAGE**

Welcome to the School of Rural Management, Xavier University, Bhubaneswar (XUB) and to Xuberance 2015, the campus placement process of the Rural Management Programme at Xavier University. It is indeed my privilege to present to you the Post Graduate Diploma in Management-Rural Management students who are leaders with managerial acumen and social values.

The Rural Management programme aims at promoting sustainable and equitable socio-economic development for rural people through professional management. The rigor of the academic programme prepares our students for not just survival but excellence in the most difficult circumstances. Apart from rural management subjects, in which the course specializes, students are exposed to all the disciplines of management science like Marketing, Finance, Operations, Human Resources and Systems. With students inculcating values and strength required to adapt to the dynamic corporate environment and garnering business knowledge, XIMB students have been tremendous assets to the organizations that they set their foot on.

Our credo of "Management with a human face and the social orientation" sets our students apart. These students have been chosen and trained to be committed professional rural managers. There is no doubt in my mind that they will surpass all your expectations when it comes to fulfilling the goals set by your organization.

I take this opportunity, once again, to welcome your organization to the campus of XIMB for the placement process of the graduating class of 2015 of Rural Management programme.

**Prof. Saveeta Mohanty** 

Faculty Coordinator, Placements XIM, Xavier University, Bhubaneswar

# THE INSTITUTE

Xavier Institute of Management, Bhubaneswar (XIMB) owes its origin to a "Social Contract" between the Government of Odisha and the Odisha Jesuit Society. XIMB is internationally acknowledged as a world class business school, which provides high quality management programmes and develops futuristic managers with a strong sense of ethics and values. Now, Xavier University, Bhubaneswar has been established in accordance with the Xavier University Act 2013. The Rural Management program has now evolved into the School of Rural Management. The university is a private self-financing institution of higher learning for imparting professional and technical education.

# **OUR VISION**

Inspired by the Jesuit spirit of 'magis', XIMB strives to be a premier institute, globally recognized for management education, training, research, and consulting that helps to build a just and humane society.

# **OUR MISSION**

We shall continue to be an institute with a difference by developing competent, committed and compassionate leaders through management education, knowledge generation and dissemination, capacity building, technology enabled learning and organizational development.

# **OUR VALUES**

## **Integrity and Honesty**

XIMB believes in being truthful to oneself and others in all its endeavours.

## Quality

XIMB believes in meeting standards, which are required to make our services unique and attractive.

## **Respect for Individuals**

XIMB believes that each individual is unique, different and capable of contributing to the institutional objectives.

## **Passion for Performance**

XIMB believes in exploring new ventures and achieving goals beyond expectations.

## **Transparency**

XIMB believes in sharing relevant information to encourage participation and empowerment from all its stakeholders.

## **Social and Ethical Sensitivity**

XIMB believes in serving and empowering those who are denied of opportunities for development caused by social, economic and cultural discrimination.

### Commitment

XIMB family takes pride in identifying themselves with the institute, its activities and partners.



# **BOARD OF GOVERNORS - XIMB**

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**Shri Rajive Kaul**, Chairman, NICCO Corporation Limited, Kolkata

# **VICE CHAIRMAN**

**Fr. Paul Fernandes**, S.J., Director, Xavier Institute of Management, Bhubaneswar

# **SECRETARY**

**Fr. Antony Uvary**, S.J., Associate Director, Xavier Institute of Management, Bhubaneswar

# **TREASURER**

**Fr. Charles Pereira**, S.J. Financial Controller, Xavier Institute of Management, Bhubaneswar

# **MEMBERS**

- Shri Gokul Chandra Pati, IAS, Chief Secretary, Government of Odisha, Bhubaneswar
- Shri Upendra Nath Behera, IAS, Additional Chief Secretary, Finance Department, Government of Odisha, Bhubaneswar
- Fr. E. Abraham, S.J., Director, XLRI Jamshedpur, Representative, Odisha Jesuit Society
- Shri Anand Sen, President, Total Quality Management & Steel Business, TATA Steel Limited, Jamshedpur
- **Dr Chandra Sekhar Kumar,** IAS, Commissioner-cum-Secretary to Government, Employment and Technical Education & Training Department, Government of Odisha, Bhubaneswar
- Dr. Santrupt Misra, Additional Director, Board of Directors of SKI Carbon Black (India) Pvt. Ltd., Aditya Birla Group, Mumbai
- Shri Roopen Roy, Additional Director, Board of Directors of SKI Carbon Black (India) Pvt. Ltd., Aditya Birla Group, Mumbai
- Shri B. J. Panda, Member of Parliament, Loksabha, R. N. Singhdeo Marg, Unit-8, Bhubaneswar
- Fr. George Fernandes, S.J., President, Odisha Jesuit Society, Loyola Hall, Jamshedpur
- Shri D. Shivakumar, Chairman & CEO, PepsiCo India Holdings Pvt. Ltd., Gurgaon
- Fr. Felix Raj, S.J., Principal, St. Xavier's College, Kolkata
- Fr. Nocholas Tete, Principal, St. Xavier's College, Kolkata
- Fr. S. Tony Raj, S.J., Superior, Odisha Jesuit Mission, Bhubaneswar

# **BOARD OF GOVERNORS - XUB**

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**Fr. Paul Fernandes**, S.J., Vice Chancellor, Xavier University, Bhubaneswar

# REGISTRAR/SECRETARY

**Fr. Antony Uvary**, S.J., Associate Director, Xavier Institute of Management, Bhubaneswar

# **MEMBERS**

- Shri Gagan Kumar Dhal, IAS, Principal Secretary, Higher Education Department, Govt. of Odisha, Bhubaneswar
- Shri Vishal Kumar Dev, IAS, Commission-cum-Secretary, Industries Department, Govt. of Odisha, Bhubaneswar
- **Dr. Chandra Sekhar Kumar**, IAS, Commissioner-cum-Secretary to Government, Employment and Technical Education & Training Dept, Govt. of Odisha, Bhubaneswar
- Shri Upendra Nath Behera, IAS, Additional Chief Secretary, Finance Dept, Govt. of Odisha, Bhubaneswar
- Fr. E. Abraham, S.J., Director, XLRI, Jamshedpur, Representative, Orissa Jesuit Society
- Fr. Felix Raj, S.J., St. Xavier's College, Kolkata
- Fr. Nocholas Tete, S.J., Principal, St. Xavier's College, Ranchi
- Fr. Swebert D' Silva, S.J., Principal, St. Aloysius College, Mangalore
- Dr. B. Muthuraman, Vice Chairman, Tata Steel Ltd., Mumbai
- Shri Ansuman Das, Chairman-cum-Managing Director, NALCO
- Fr. George Fernandes, S.J. President, Odisha Jesuit Society, Loyola Hall, Jamshedpur
- Dr. Sanghamitra Mohanty, Vice Chancellor, North Odisha University, Baripada, Odisha
- Mrs. Jagi Mangat Panda, Managing Director, Ortel Communication Ltd., Bhubaneswar
- Shri Manohar Randhari, Member of Legislative Assembly, Odisha
- Shri Ashok Chandra Panda, Member of Legislative Assembly, Odisha

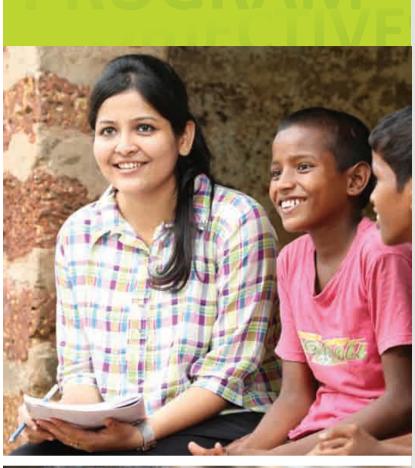


# RURAL MANAGEMENT

XIMB is committed to social transformation. Since its inception, the programme has been providing quality managerial inputs. It is one of the few B-schools in the country that seeks to equip its students, with the best of managerial insights into both, the corporate and the social sectors.

The basic objective of the Rural Management Programme is to inject professionalism into the field of rural management and development. The two-year AICTE approved PGDM(RM) programme, since its inception 19 years ago, has strived towards moulding rural managers, with the heart of a social worker and with the mind of a business manager. The RM program has produced many stalwarts in different fields and it has a strong legacy of performance par excellence. It trains individuals and groups to imbibe and cultivate a sense of respect for the poor and the under-privileged, even as it nurtures in them an understanding of the factors leading to higher levels of motivation and performance to achieve organizational goals. Just conceived, the School of Rural Management – XUB, has been entrusted to keep up this glowing legacy.







# THE PROGRAMME OBJECTIVES

- To evolve alternative perspectives to understand and to analyse the factors affecting the rural sector
- To develop professional skills to plan, implement and monitor development programs in the rural areas
- To build social entrepreneurial skills and leadership
- To create and manage changes and development processes of organizations working at various levels
- To promote passion for learning and commitment to pursue a career to serve and manage India's large citizen sector professionally

Over a period of two years, the students develop competencies to analyse problems in a holistic manner; to seek, organize and present information that could lead to insightful, practical and innovative solutions. The course curriculum further helps them to decipher the complex situations and go beyond the obvious. Discipline, versatility, creativity, and above all, humility form the hallmark of the students.

# **INFRASTRUCTURE**





# THE XUB CAMPUS

Located in the serene and beautiful Kurki, 12 km from Bhubaneshwar Airport, is the state-of-the art campus of Xavier University. Spread over 35 acres, Xavier University is an ambitious project with modern infrastructure and amenities. The University includes well equipped classrooms with interactive teaching aids, excellent sports facilities including basketball and tennis courts, cricket and football grounds, hostel facilities for boys and girls, gymnasium, Jogging track, Sports facilities, multi-purpose halls along with Video conferencing facilities.

# THE XIMB CAMPUS

Located in the heart of Bhubaneswar, the verdant 20 acre campus is entirely Wi-Fi enabled. It houses the office complex, Tata Centenary Learning Centre, a round-the-clock library, computer centre, classroom complex, management development centre, CENDERET office complex, auditorium complex, hostels for boys, girls and executives, studio apartments for students, gymnasium and a cafeteria. The campus provides the students with an enriching learning atmosphere. To ensure the all round development of the students, the campus has extensive sports and recreational facilities that include a floodlit basketball court, badminton. tennis and volleyball courts, a cricket and football ground with an adjoining jogging track.

# **COMPUTING FACILITIES**

Since Information Technology is an important factor in imparting quality management education, XIMB has one of the most technology intensive campuses in India. The 90 MBPS TCP/IP leased lines support the 24x7 wireless internet accesses for all members on the intranet. This is backed by the campus LAN supported by a fibre optic backbone. With 10 servers based on Windows and Linux, more than 600 work stations and 100 software packages, the computer resource centre helps the IT enabled institute in all its functions and equips the students in the journey to become truly global managers. The Academic Information System (AIS) provides a workflow for students and faculties to manage all academic activities.





# NEW ACADEMIC BLOCK

The new Tata Centenary Learning Centre, which was inaugurated in 2009, is a six storied building with spacious class rooms, examination hall, faculty rooms, board room and dining hall giving the right ambience for collaborative learning. The classroom complex has 4 amphitheatres, 3 lecture halls, 9 syndicate rooms, 1 multimedia hall and 1 executive classroom. The massive infrastructure of XIMB places special emphasis on providing an atmosphere conducive for learning. All the classrooms are air-conditioned and equipped with educational audio-visual equipments, computers, LCD projectors and wireless internet connectivity.

# **CENDERET**

The Centre for Development Research & Training (CENDERET) was the precursor to the Rural Management Programme. Setup in 1988, it served as the rural and social development wing of XIMB to highlight the issues in rural and deprived sections of the society. CENDERET acts as a resource centre with a goal to create an entrepreneurial society through building of sustainable livelihoods. It has been a pioneer in development consultancy, development management training, and implementation of development projects. CENDERET with its focus on academic research and emphasis on practical implementation has been the corner stone of XIMB's policy of rural development and empowerment.

## **LIBRARY**

XIMB with its mission to become a leader as a research oriented institute that generates knowledge and diffuses it for the benefit of all, maintains an impressive collection of books and journals both domestic and international. The library houses an excellent collection of books, journals, working papers, audio-visual resources, dissertations, summer projects, annual reports and bound volumes of periodicals making it a learner's paradise. The e-resources of the XIMB library include EBSCO, ISI, IEEE, ACM Digital library, SAGE publications, EPW, open access Journals and Blackwell references. The library facilities are available throughout the campus through the user friendly Library Information System (LIS).

# PROGRAMME DESIGN

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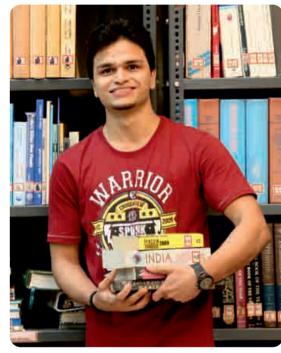


# **CLASSROOM SEGMENT**

This segment exposes the students to the theories and concepts of basic management disciplines, specific requirements for understanding the issues of rural development as well as new and emerging areas in the broad spectrum of rural management. The students are often required to carry out micro-research projects in selected villages and different organizational environments. They strengthen the ability of the students to design systems that can make practical connections between the local, regional and global realities and plan innovative interventions in rural areas.

# RURAL LIVING AND LEARNING EXPERIENCE (RLLE)

Rural Living and Learning Experience is a 5 week long visit to rural India which imparts a higher level of understanding of the rural ecosystem. It encompasses knowledge gathering on various spheres of living in a rural society which ultimately transforms into a research on the consumer behaviour. The students are advised to unlearn classroom learning so that they reach their destinations without any presumptions. This aids them in keeping an open mind. The dimensions the students seek to understand from the society are economical, anthropological and social in nature. This creates a new zest for learning and applying the concepts in the context of newly acquired understanding. This distinct component of the curriculum keep students anchored to reality and at the same time prepares them for a world outside this institution.



# SUMMER INTERNSHIP PROGRAM

During the SIPs, students undergo rigorous training of a minimum of eight weeks where the students get an opportunity to understand the working environment of an organization and gain practical experience. It strives to equip the students with more effective techniques and better decision making abilities. It exposes them to the real life applications of the development and management concepts learnt in the classroom. It also helps them to come up with innovative and target-oriented solutions to the major issues faced by the organizations. Another aspect that the students learn during their SIPs is to address the operational and functional problems pertaining to the organizations. The students seek to learn the modus operandi of the different dimensions of the organizations. Some of the projects on which the students have already worked on are:

- Developing Market Entry Strategy
- Conducting Market Research
- Devising Business Development Strategy
- Preparation of District Level Plans
- Studying Loan Portfolio Assessment for Small & Marginal Farmers
- Designing Promotion Campiagns for Rural Masses
- Analysis of Service Delivery Model for Rural Financial Services

# INDEPENDENT RESEARCH PROJECTS (IRP)

The Institute actively encourages the students and provides them with an opportunity to pursue Independent Research Projects (IRP). IRPs build on the interest and willingness of students to learn through a project over a longer duration (sometimes across two terms) that could add significantly to a deeper understanding of rural management discipline. IRPs are customized offerings and are not compulsory but can be used by students to gain 3 credits in lieu of an elective in the second year. Some IRPs successfully completed by our students are:

- Impact Assessment of Venture Capital Fund scheme of Government of India (A Case Study of Orissa)
- Exploring the Context of Social Entrepreneurship in India
- Revisiting Food Security: Towards Ecological Agriculture and Diversity of Crops
- Micro-pension: Social Security for Domestic Help (Un-organized sector workers)
- Collaborative Marketing in Rural Artisans Cluster
- Participation of Women in Decentralized Water Management
- Strategic Planning by Contextualizing Development Interventions: A case of Southern Orissa Development Initiative (SODI)
- The need and relevance of CSR in changing Economic Scenario
- The need and relevance of CSR in India: The Case of Private & Public Sector

## **IMMERSION COURSES**

The students are provided with an opportunity to take up immersion courses that involve thoughtful leaders and professionals, who provide inputs to the students on upcoming areas in the industry and social sectors. This unique educational innovation at XIMB enables the students to broaden their horizons into uncharted territories and explore newer opportunities. Some of the immersion courses include Managing Social Enterprises, Geographical Information Systems, Business Plans for Social Enterprises, Product and Brand Management, Commodity Trading, Human Rights and Social Justice, Renewable Energy Management, etc.

# INTERNATIONAL COLLABORATIONS

XIMB has been working on developing international collaborations and has already entered into student and faculty exchange, and joint research arrangements with Loyola College, Maryland, GSBE, Poland, REIMS, EUROMED, France, UFSIA, Belgium, Facultad de Economia, Spain and USBS, South Africa. XIMB has been organizing international seminars and conferences in association with these institutions. The rural management students have been involved in organizing and participating in an international workshop with the University of Maastricht, Netherlands, whose faculties are part of the international networks on social entrepreneurship, institutional learning, change and global development. This provides students with insights into the best practices across the world.

# **COURSES**

The programme aims at evolving alternative perspectives to understand and to analyse the factors affecting the rural sector; developing professional skills to plan, implementing and monitoring development programmes and building social and business entrepreneurial skills and leadership. It caters to the identified market niches of Development and Social Entrepreneurship, Rural Business Development and Rural Finance.

# **GENERAL** COURSES

## **Economics**

- Macroeconomic Analysis for Rural Society
- Managerial Economics

# **General Management**

- Communication
- Social & Ethical Responsibility
- Strategic Management\*
- Impression Management
- Leadership and Team Building
- Leadership and ream ballanig
- Knowledge Management in Knowledge Economy\*
- Quantitative Methods of Management
- Transformational Leadership

# Human Resource Management & Organizational Behaviour

- Development Training\*
- Human Resource Management
- Organizational Behaviour (OB-I)
- Groups in Organization (OB–II)
- Organizational Development
- Personal Growth Lab\*Human Rights \*\*
- EQ and Leadership

# **Information Systems**

- Management Information System
- Geographical Information System\*\*

# **Operations Management**

- Operations Management
- Supply Chain Management
- Procurement Management and Warehousing\*

\* Electives \*\* Immersion



# **Rural Business Development** and Marketing

The emphasis on inclusive growth is hinged on the ability to provide professional business development services in rural areas. The courses in the RBD stream are intended to help the students in acquiring managerial skills related to production, supply chain management, value chain analysis, product and brand promotion, marketing of the rural products for the rural and urban markets and of the urban products appropriate for the rural markets.

# **Courses Rural Business Development & Marketing**

- Introduction to Marketing
- Rural Inclusive Marketing
- Sales and Distribution Management\*
- Product and Brand Management\*\*
- Agricultural Input Marketing\*
- Agricultural Output and Food Marketing\*
- Consumer Behaviour in Rural Markets\*
- Rural Marketing Communication\*
- Market Research
- Advanced Methods of Data Analysis\*
- Social Marketing\*
- Retail Management\*\*
- **Qualitative Research Methods**

## **Rural Finance**

Managing rural finance is an important aspect of financial inclusion and meeting the developmental aspirations of rural areas. This stream encourages students to appreciate the financial intermediation process and interrelationship with different stakeholders with a view to developing managerial aspects of building viable rural architecture and mechanisms for sustainable rural financial delivery for wealth creation and poverty reduction.

## **Courses Rural Finance**

- Accounting for Decision Making
- Financial Statement Analysis
- **Financial Reporting**
- Commodity Markets and Derivatives\*
- Microfinance Management\*
- Introduction to Risk and Valuation
- **Capital Investment Decisions**
- Rural Financial Institutions and Services
- **Insurance and Risk Management**
- Commercial Banking for Rural Management
- Legal and Financial Management for Development Organizations\*
- Financial and Cost Accounting\*

# **Development** and Social **Entrepreneurship**

This stream offers courses and opportunities that enable the students to understand rural society as a dynamic social force impacting and impacted upon by business, environment, government and society. The courses in the area seek to provide the students with an interdisciplinary orientation by incorporating theoretical insights from different fields.

# Courses **Development and** Social Entrepreneurship

- Community Mobilisation & Institution Building\*
- Cooperative Management
- Corporate Social Responsibility\*
- Development Induced Displacement and Rehabilitation\*
- Disaster Management\*
- Gender Issues in Development\*
- Health Care Management\*
- Micro-Planning\*
- Ecosystem and Sustainability Management
- Project Management
- Project Monitoring and Evaluation\*
- Rural Development Administration
- Social Entrepreneurship
- Rural Environment and Public Policies
- Rural Production and Livelihood Systems
- Societal Analysis and Development Action
- Governance and Development
- Entrepreneurship and Livelihood
- Climate Change and Sustainable Development\*
- Globalization and Development\*
- Participatory Qualitative Research Methods\*
- Social Research Methods
- Information & Communication Technology\*
- Understanding Development Organizations

## **OUR FACULTY**

## Dr. Amar KJR Nayak

BE (NIT Rourkela), MBA (IIM-Bangalore) PhD (IIT-Kharagpur), Research Fellow (Kobe University, Japan) NABARD Chair Professor,

### **Strategic Management**

**Dr. Andrew Dutta** 

M.Com (Calcutta Univ.), MTP (IIMT), PhD (ICFAI Univ.), Visiting Research Scholar (Bentley University, Massachusetts, USA, 2004-05), **Organisational Behaviour & HRM** 

### **Prof. Arun Kumar Paul**

B.Tech. (Hons), IIT Kharagpur, Fellow XLRI, Jamshedpur \*,

**Operations Management and Decision** Science

## **Dr. Asit Ranjan Mohanty**

M.Phil (Eco), JNU, Fellow UGC, CAIIB, PhD (Utkal Univ.), Dip in Risk Management (IIBF), **Accounting and Finance** 

## Dr. Banikanta Mishra

MA (Delhi School of Economics), PhD (Stern School, New York Univ., USA), **Accounting and Finance** 

## Dr. Bibhu Prasan Patra

MA (Utkal Univ.), MPhil (NEHU, Shillong), PhD (IIT Kanpur),

## **General Management**

Dr. Biresh K. Sahoo

MA (Eco), MPhil (Eco) (Univ. of Hyderabad, India), PhD (IIT Kharagpur, India), JSPS Fellow (GRIPS, Tokyo, Japan), Lise Meitner Fellow (WU-Wien, Austria), **Economics** 

## Dr. Bishnu Prasad Mishra

MA (Eco), DSE, PhD (Utkal Univ.), CAIIB.

**Accounting & Finance and Rural** Management

## Dr. Biswa Swarup Misra MA, PhD (Patna), CAIIB,

**Economics** 

## **Prof. Brajaraj Mohanty**

M.Com. (Utkal University), Fellow (IIM-Ahmedabad),

## **Strategic Management**

Dr. C. Shambu Prasad B. Tech & MS (IIT, Madras), PhD (IIT Delhi).

## **Rural Management & Development** and Strategic Management

Dr. Dipak Kumar Bhattacharyya M.A. (Eco.), PGDPM, PG Diploma in Journalism. PhD (Calcutta).

**Organisational Behaviour & HRM** 

## **Prof. Dipak Misra**

BSc. Engg. (UCE, Burla), ME (NIT, Rourkela), PhD (Utkal Univ.), **Information Systems** 

## Dr. D.V. Ramana

MCom, MPhil, PhD (Utkal Univ.), **Accounting and Finance** 

## Fr. Donald D'Silva, S.J.

M.A. Communications (Madras Univ.), PGDHRM (Pondicherry Univ.), PhD (Madras Univ.)\*. **General Management** 

## Dr. E. M. Rao

M.A. (S.W.), LLB, PhD (TISS), **Organisational Behaviour & HRM** 

## **Dr. Fakir Mohan Sahoo**

MA (Utkal Univ.), PhD (Queens Univ.,

## **Organisational Behaviour & HRM**

## Dr. Gopal Krishna Nayak\*\*

B.Tech (IIT Kharagpur), PGDM (IIM Bangalore) PhD (IIT Kharagpur), **Information Systems** 

## Dr. Ibha Kumar

MA (Kanpur), PhD (IIT Kanpur), **General Management** 

### **Prof. Jeevan J Arakal**

PGDRM (XIMB), PhD (IIT-Bombay)\*, **Rural Management** 

Dr. Kajri Misra PhD (Cornell University, USA),

## **Rural Management**

Dr. Krishna Das Gupta MBA, PhD (Utkal Univ.), **Marketing** 

## Dr. Latha Ravindran

MA (Madras), MPhil, PhD (Coimbatore), **Economics** 

## Prof. M.N. Tripathi

BSc: Engg (REC Rourkela), PGDM (IIM Ahmedabad), PhD (Utkal)\*, Marketing

## **Dr. Manimay Ghosh**

BE (Mechanical), MBA, MS, PhD

## **Operations Management and Decision Sciences**

## **Prof. Niraj Kumar**

Bsc: Agri & AH, MSc: Agri (GBPUAT), PhD (IVRI, Izatnagar), **Rural Management** 

## Prof. P.K. Mohanty

MCom, MBA, PhD (Sambalpur University),

## **Accounting & Finance**

## Fr. Paul Fernandes, S.J.

PhD (KU, WWF Ingolstadt, Germany), M. Sc. in Economics (KU Leuven, Belgium), M. A. Licentiate in Applied Ethics (KU Leuven, Belgium), PGD BM (XLRI)

## Dr. Prahlad Mishra

MA, PhD (Sambalpur University), **Economics & General Management** 

## **Prof. Rahul Thakurta**

B.E. (BESU), Fellow (IIM Calcutta), **Information Systems** 

## Prof. S.P. Das

MA, LLB (Sambalpur), DSW (Bangalore), PhD (Utkal), **Economics & Rural Management** 

## Dr. Soosai Peppin

M.A. (Loyola College, Chennai), MPhil and PhD (JNU),

## **Rural Management and OB & HR**

### Dr. S.S. Ganesh

MHRM. MPhil (M.K. University). PhD (Dharam Singh Desai University), **Organisational Behaviour & HRM** 

## **Dr. Sandip Anand**

MA (Psychology) (Univ. of Allahabad), MPS, PhD (International Inst. for Population Sc., Mumbai), Marketing

## **Dr. Sanjay Mohapatra**

B.E. (NIT Rourkela), M.Tech (IIT Madras), PGDM (XIMB), PhD (Utkal), **Information Systems** 

### **Dr. Sasmit Patra**

MBA, PhD (Allahabad),

**Organisational Behaviour & HRM** 

## **Prof. Saveeta Mohanty**

PGD PM & IR (XLRI), PhD (Utkal)\*, **Organisational Behaviour & HRM** 

## **Dr. Shridhar Kumar Dash**

MA (Economics), PhD (Finance), (IGIDR),

### **Accounting & Finance**

## Dr. Snigdha Pattnaik

PGD PM&IR (XLRI), PhD (Utkal Univ.), **Organisational Behaviour & HRM** 

## Prof. Soumya Guha Deb

BCE (Hons) (JU), PGDBM (IIM-Calcutta), Fellow (IIM-Calcutta), **Accounting and Finance** 

## Dr. Subhajyoti Ray

M-Stat (ISI), Fellow (IIM-Ahmedabad).

## **Operations Management & Decision Sciences**

## Dr. Subha Kant Padhi

FCA (ICAI), DISA (ISA), PhD (Utkal), **Accounting And Finance** 

## **Dr. Subhasis Ray**

BE, PGDBM (IIM-C), PhD (Osmania Univ.),

## **Marketing & Strategy**

### **Dr. Suchitra Pal**

MA, MPhil (Utkal University), PhD (Norwegian Univ. of Sc. and Tech., Trondheim), Research Fellow (Centre for Occupational and Life Stress, NUIG, Ireland),

### **Organizational Behaviour & HRM**

Dr. Sudhanshu Shekhar Singh MA (Sociology), PGDRD (XISS Ranchi), Dip. In Sustainable Mgmt.

(Univ. of Birmingham), PhD

(Ranchi)\*, **Rural Management** 

## Fr. Thomas P.D., S.J.

M.Ed (Harvard).

## **Human Resources Management**

## Prof. Umesh H Rao

MSEE (Oklahoma State Univ... Stillwater, USA), PhD (IIT Kharagpur)\*, **Information Systems** 

## Dr. W.S. William

BTech: Hons, MTech, PhD (IIT Kharagpur),

## **Operations Management & Decision** Sciences

## Dr. Bhaskar Basu

B.E, M.Tech (Jadavpur University, Gold Medalist), PGDBM(IIM Kolkata), PhD (IIT Kharagpur),

## **Information Systems**

Dr. Kalpana Sahoo MA, Psychology (Utkal University), MPhil, Psychology(Utkal University), PhD, Psychology (Utkal University), **Organisational Behaviour** 

## **Dr. Punyaslok Dhall**

LLB (Capital Law College), PGDM (XIMB), PhD (IIT Kharagpur), Marketing

## Dr. Purnima Anjali Mohanty

MA, English (Ravenshaw College), PhD, English (Utkal University), **Communication English** 

## **Prof. Soumya Sarkar**

FPM (IIM Kolkata), PGDBM (IIM Kolkata),

## Marketing

## Dr. T.Kumar

B.E (NIT Tirchy), Integrated PhD (IRMA),

## **Rural Management**

## Fr. Arockia Das, S.J

M.Com (Loyola College, Chennai), M.Phil (Loyola College, Chennai), **School Of Commerce** 

## **Dr. Debendra Prasad Kar**

LLB (Utkal University), MBA (Burdwan University), PhD (IIT Kharagpur),

## **Organisational Behaviour & HRM**

## Dr. Mousumi Padhi

FPM (XIMB), MBA (Utkal University),

### **Human Resource Management**

## **Prof. Tania SaritovaRath**

MA. Political Science (Utkal University), PGDM (XIMB), CAIIB (IIBF), ISABS Training (ISABS), PhD\*, HRM (SOA University), **Human Resource Management** 

# **ADJUNCT FACULTY**

## Fr. Aloysius C. Jesurajan, S.J.

M.A. Communication. Leicester University, UK L.Ph. Philosophy, Sacred Heart College, Shembaganur, India

## **Prof. Anshuman Tripathy**

MBA, PhD (Utkal), FPM (IIM Calcutta).

## Strategic Management/ Human **Resource Management**

## Dr. Bhabesh Sen

MA (Utkal University, Gold Medalist), MS (Michigan State University, U.S.A), PhD (Colorado State University, U.S.A), **Operations Management and** 

**Decision Sciences** 

Dr. D. P. Dash BTech, Hons (IIT Kharagpur), PGDM (XIMB), PhD (Lincoln, UK), **Strategic Management** 

## **Prof. Indranil Chakrabarti**

MSc (IIT Bombay), Fellow (IIM-A), **Strategic Management** 

## Prof. S.K. Bishwal

Bsc: Engg (Hons) (REC Rourkela), M.Tech: IE & OR (IIT Kharagpur), **Operations Management** 

## Dr. Shashi Bhusan Mohantv MBA (IIM Kolkata), Marketing

\* PhD work in progress

\*\* On Leave

## **VISITING FACULTY**

**Prof. Ashok Sarkar** 

Head - SQC & OR Unit. Indian Statistical Institute, Mumbai

**Prof. Atul Tandon** 

B.Tech (Hons) (IIT Mumbai), PGDBA(IIM Ahmedabad)

Prof. B. B. Mohanty

Head (PM & IR) (Retd.), Utkal University, Bhubaneswar

**Prof. Bimal Rath** 

Head-HR. Nokia

Dr. Chandan K. Parhi

Faculty, BIMTECH, Bhubaneswar

**Prof. Chiranjib Bhattachary** 

Director, Sales –Technology for East at Oracle India Pvt Ltd., PGDBM (I.I.S.W.B.M), B.Tech (Hons), IIT Kharagpur

Dr. D. P. Kar

PhD (OB, IIT Kharagpur), LLB (Utkal University)

Dr. Golaka C Nath

MA (Calcutta) MBA (Jadavpur), PhD (Goa) VP (Eco. Research & Surveillance). The Clearing Corpn.of India Ltd., Mumbai

Dr. Jomon MG

MPhil (Delhi), Fellow (XLRI-AHRD), Faculty, XLRI, Jamshedpur

Dr. Kamal Lochan Mishra

Deputy General Manager, Orissa State Disaster Mitigation Authority, Bhubaneswar

Prof. Manaw Modi

MD/CEO, Karma Strategies, Bhubaneswar

Dr. N. Rajkumar

PGDM (XIMB), PhD (Utkal Univ.), Faculty, XLRI, Jamshedpur

Dr. N C Kar

MCom, PhD (Utkal Univ.), FDP (IIM Ahmedabad), Faculty, Dept. of Business Administration, Utkal University

**Prof. PNSV Narasimham** 

PGDM (XIMB),

Chief Operating Officer, UBS India SC, Hyderabad

Dr. P Venugopal

PGDM (IIMA), Fellow (IIMA), Faculty, XLRI, Jamshedpur

Prof. M Kandasami

FCA, DISA, Chartered Accountant, Consultant, Chennai

Dr. P.K. Padhi

LLM (Cochin), PhD (Utkal) Faculty, XLRI, Jamshedpur

**Dr. Pitabas Mohanty** 

MA in App. Eco (Utkal), CA (ICWAI), FPM (IIMB), Faculty, XLRI, Jamshedpur

**Prof. Pradip Kumar Lath** 

Mcom (Delhi), PGDM (XLRI), FCA (Fellow, I.C.A.I.) Practising CA, Sambalpur

Prof. Rajneesh Krishna

PhD (IIT, Mumbai), MA (Sociology, Patna Univ.)

Dr. R K Bal

PhD (Utkal), FDPM (IIM-A), Faculty, PG, Dept. of Commerce, **Utkal University** 

Dr. Ranian Ghosh

Faculty, IIMC (Retd.), Kolkata

Dr. S P Singh

BTech (BIET Jhansi), MTech, PhD (IIT Kanpur), PDF (NUS, Singapore), Faculty, IIT, Delhi

**Prof. Sangeeta Agasty** 

DGM, Foundation for MSME Clusters, New Delhi

Prof. Sheila R. Chakrabarti

BE (NIT, Rourkela), PGDM (XIMB)

Dr. Sunil K. Agrawala

PMP, M.S.(Comp. Sc.), USA Bharti Consulting Inc.

Dr. Sunil K Parameswaran

Director & CEO, Tarheel Consultancy Services, Bangalore

**Prof. Viswanathan Krishnan** 

Head, Risk Management Development Credit Bank Ltd. Mumbai



# **ALUMNI**

The Institute is proud of its alumni who carry the spirit of courage, dedication and excellence in various walks of life. Through their talent. experience and motivation some of them have come to grace top leadership positions in their chosen field of work. Today they are spread throughout the world, contributing to society as professional managers, entrepreneurs, researchers and subject matter specialists. In a way, our alumni community stands for what the institute has achieved ever since it came into being.

The RM Alumni Committee endeavors to foster continuing relations with the illustrious RM alumni. To this end we regularly conduct events that promote interaction between students and alumni.

Sanidhya, is an annual event where the alumni and students of XIMB come together in six major cities across the country. The event provides us a platform to increase industry institute interaction.

# **XIMBians**

XIMBians have always made a mark for themselves wherever they have participated and competed.

The following are a few of the events won by XIMB students in the recent past

## **Achievements**

- Winner of "Deloitte- Be the One Challenge"
- Finalist of "Master B-Plan Competition" at IIM-A
- Finalist of "KIIT Business Plan Competition" at KIIT-Bhubaneswar
- Finalist of "SANKALP'2013 VALORACION" Annual Agribusiness conclave at IIM - Lucknow
- Successfully Organised NSoRM (India's first National Symposium of Rural Management)



# **STUDENTS ACTIVITIES**



## **RMAX**

Rural Managers' Association of XIMB (RMAX) is a student initiative towards enkindling the social hearts and business minds of the budding rural managers. Constituted in year 2004, it is a community of dedicated students who believe in learning by doing and learning beyond the books, from the grass root realities facilitating the learning process by conducting various classroom and field activities. It is a platform where there is a culmination of theory and practice. This gives an opportunity to the students to learn beyond the books through practical exposure to the realities and challenges of rural India.

The mission of RMAX is to help develop the corecompetency of the students and to provide them with an enabling environment by engaging and facilitating them in a plethora of classroom and field learning activities thereby helping them understand and apply the theory and learnt practices in reality.

## **SPARDHA**

"Spardha", a social entrepreneurship competition was introduced by RMAX (Rural Managers' Association of XIMB), during "Xpressions" (the Annual Festival of XIMB) in 2008. The concept of Spardha marks a paradigm shift from competition to collaboration - which RMAX believes is the way ahead.

Spardha tests the social entrepreneurship quotient of participants through a series of stages encompassing sectors which is influenced by the rural scenarios of India. It propagates the fire which was kindled and aims at generating ideas and concepts, and policy suggestions by participants which can be put to use in real-time. This is done by the team RMAX with the assistance of the partners including the local NGOs.

## **VAKTAVYA**

Vaktavya, an inter-college debate competition is organised by the Rural Managers' Association of XIMB (RMAX). Speakers from different B-schools in the country are invited to participate and express their opinion on a particular topic. The topic to be debated usually reflects the major issues concerning the rural scenario in India. RMAX seeks to position Vaktavya as a platform for constructive debate and healthy discussion on policy matters concerning Management in general and Rural Management in particular. Last year RMAX in association with Sarvodaya International Trust, Odisha organised "VAKTAVYA" on "Contemporary Relevance of Gandhian Principles for Management Studies Scenario of India".

# ABHIVYAKTI - RM CONCLAVE

RM Conclave is an enterprise to broaden engagement of young budding rural managers with the industries' best minds and discuss to assemble viewpoints about some of the topics of extreme importance in the present rural management scenario. The event includes panel discussions on several themes as picked up by the student committee serving their best interest.



# NSoRM (National Symposium on Rural Management)

It brought together, for the first time in 33 years of the existence of this field, all the leading institutions with Rural Management Programs, a large proportion of the significant people in the field and a wide cross section of practitioners, policy-makers, academics, RM students and alumni. It has been historic in that it has helped forge a common identity, initiated formation of an Association of Rural Management Schools/ Programs (NARMS) and organizing of annual Symposia, and set a precedent for collective thinking and discussion about this very important field.

# ILLUMINATIX (MEDIA AND PR CELL OF XIMB)

"Focusing the world's attention towards XIMB"

The Media and PR cell of XIMB, IlluminatiX handles a wide gamut of events including press releases, video and photo coverage, celebrity events and promotional endeavours , all aimed at communicating the good work that goes on in the XIMB campus and beyond to the outside world.

We work in close association with the administration of XIMB in order to keep a clear and concise channel of communication open within the institute. We also handle all external linkages and maintain the necessary forms of dialogue for the same. In order to achieve this, we maintain existing cordial relationships and establish new ones with the media, the corporate world and premier B-schools. We also facilitate communication with shortlisted candidates by way of the much appreciated Student Mentorship program. We also handle merchandising by means of an in-house enterprise called Dukaan.

# MAXIM (THE MARKETING ASSOCIATION OF XIMB)

"Marketing Smarte

The Marketing Association of XIM (MAXIM) is the oldest association at XIM. MAXIM organises special lectures, immersion courses and workshops to help students learn skills relevant in the area of marketing and market research. MAXIM undertakes a variety of projects ranging from market research, customer relationship, marketing consulting and sales strategy development

MAXIM through the years have developed new marketing strategies and have given fresh insights for organisations like Tata Steel, Reckitt Benckiser, Reliance, Coca-Cola, Vodafone, L'Oreal, Godrej, Swosti Group among others.

# SRC (SOCIAL RESPONSIBILITY CELL)

"Creating values for a better tomorrow"

The Social Responsibility Cell works towards the goal of promoting the well-being and facilitating the process of uplifting the less privileged populace of our society. Through the organization and management of many year round programs it strives to build collaborations and awareness aiming at the difference that one can make in the lives of the lowest rungs in our society. With constant engagement with other social institutions, schools, orphanages and shelter homes, it assists in providing for education, basic amenities and medical assistance to the identified beneficiaries.

# X-SEED (IDEA AND INITIATIVE CELL OF XIMB)

"Imagination Unlimited"

XSEED is XIMB's initiative to foster innovation and entrepreneurship. Despite remarkable success of private sector, there are quite a number of segments and geographies which are still untapped. People are tapping fortunes by catering to these silent needs. With ample access to information and funding resources, entrepreneurship is gaining vigour as never before. Formally established in 2012, XSEED is one of its kinds of learning avenues wherein success is not measured by your score but the persistence to explore your inner calling. Within a year of its establishment, XSEED has conducted events like X Innovator, SPARK, entrepreneurship talks, knowledge sharing sessions by veterans and live projects. In line with some of the top B-schools XSEED provides you the deferred placement opportunity to negate the fear and LIVE your LIFE your WAY!!



## **GRAMOTSAVA**

Started in the year 2006, it is the flagship event of RMAX and its well-recognized success over the years holds a remarkable place in the history of XIMB. The term Gramotsava has its roots emanating from two words, 'Gram and Utsava', which hints at the festivities and spirit of the countryside. This fair has given the institute an opportunity to associate with the esteemed corporate and social entities like TAFE, Spring Health, Shailija Organics, HUL, Mahindra and Mahindra, Piaggio, Britannia, Everest, Hero Moto Corp, ITC, Godrej Agrovet, Cavin Kare, Paradeep Phosphates LTD, Cholayil Group, Lotte Group, LIC, ICICI Lombard, UNICEF and the likes.

## **Objectives**

- To promote products and concepts among rural masses in partnership with business and social organizations
- To carry-out need based market research in association with the partnering organizations
- To foster a productive relationship with the rural community and organizations which are active in rural set up

## Some of the challenges in tackling the rural markets are:

- Understanding the rural consumers
- Extending reach of product and services to remote locations
- · Communicating with the largely heterogeneous audience

## **Design-From Concept to Execution**

Gramotsava '14 will be held in the most prominent Rural Haats around Bhubaneswar, Cuttack and Puri. This will help us to create a significant impact on the ideas and products being promoted among rural consumers.

## Gramotsava is divided into three phases:

- Adi Parva (Pre-fair phase)
- Madhya Parva (Fair day)
- Iti Parva (Post-fair phase)



## Take Away for students:

- Helps to bridge the gap between classroom learning and practical applicability of theoretical concepts learnt
- Helps to understand the rural market dynamics, behavior of the rural consumer and agricultural practices prevalent in Odisha, as it involves extensive travelling into the hinterlands of Odisha

# LIVE PROJECTS DETAILS

- Creating awareness amongst farmers about 'Stevia Rebaudiana Bertoni' and mobilizing them towards production of Stevia in the nearby villages of Cuttack and Khurda districts for Shailaja Organics Pvt. Ltd.
- Promoting bacteria free safe drinking water of Spring Health in rural areas of Odisha and identifying alternative marketing strategies to increase the customer base
- Developing a research and analytic design for Empower Pragati to market the product (Skill Training) to the target segment (rural youth in 4 districts of Odisha) and designing a strategy for Post Placement Retention
- Designing and implementing an effective promotions mix for brand activation for Mahindra 2 wheelers in rural haats
- Designing strategies and promoting visibility for the brand penetration of Godrej Agrovet in the identified rural pockets of Odisha
- Identifying the major government channels and officials for institutional sales of Swaraj Tractors and arranging a demonstration arena for Rotavators and Tractors
- Undertaking promotional activity and customer engagement during Gramotsava fair days and creating awareness about services provided by Mahindra Finance
- Creating awareness about the product category of IFFCO and providing the facility of soil sample testing at free of cost through the Mobile Soil Testing Van during Gramotsava fair days
- Spreading awareness about the product category of Onergy among the rural masses through product display, games, flipcharts & audio- visuals and other promotional aids during Gramotsava fair days.





## • Mr. Vijay Mahajan, The founder and CEO of the BASIX Social Enterprise Group gave a talk on prioritizing of profit over social responsibility

- Mr. Paul Polak, The founder of IDE delivered a lecture on developing a social enterprise to sell clean drinking water through small kirana stores in the villages of Odisha
- Mr. Nikhar Gyanesh, Senior Product Manager, CEAT Tyres spoke on the recent trends in the tyre industry and how Rural Management graduates can fit into the industry
- Mr. Nitin Sharma, Senior Project Manager, BoP South Asia, BASF spoke on the different technological innovations in the field of chemical engineering relevant to Bottom of Pyramid.
- Mr. R. D. Kapoor, Agri Business Head, PI Industries delivered a talk on changing landscape of agriculture and agro chemicals market in India
- Mr. R.S.Sodhi, MD, GCMMF (AMUL) interacted with the students about how the cooperative society works in the country
- Mr A. Kumar Raia. Joint Secretary. Centre for Development Studies-APARD had an interactive session with the students
- Mr. Debasis Mohapatra, Senior Manager, PricewaterhouseCoopers, India lectured the students on the role played by private consultancies in forming government
- Mr. Sanjay Panigrahi, CEO of SREI Sahaj, stressed on the importance of groundwork where rural marketing and sales and working on rural development project is concerned
- Mr. Samit Ghosh, CEO of Ujjivan, spoke on the importance of microfinance institutions in the country
- Ms. Parul Agarwal, Program Head, IFMR CMF spoke about the rigorous research in the domain of financially mediated services for the poor in India and provide evidence based policy outreach to practitioners, regulators and policy makers to help shape the policies and donor paradigms that frame the sector
- Mr. Debaraj Behera, State Project Manager, Bihar Rural Livelihoods Promotion Society spoke about SRI and livelihood generation in the state of Bihar
- Mr. Shouvik Mitra, a resident consultant to the world bank shared his experience on intervention in livestock in Dhoulpur district of Rajasthan
- In the 1st National Symposium on Rural Management (NSoRM), talks were delivered by eminent speakers like Dr. Mihir Shah, Member Planning Commission, Government of India, Ms. Neelima Khetan, GM, Coca Cola India, Mr. VedArya, SRIJAN India, Professor M S Sriram and many more

# **INDUSTRY INTERFACE**







# XIMB (RM) Alumni footprints

## CONSULTANCY & RESEARCH

AC Nielsen

Access Livelihood Consultancy

**BASIX Consultancy** 

Berger Group

Centre for Budget & Policy Studies

CTRAN Consultancy

Deloitte

**Environmental Resources** 

Management

**Ernst & Young** 

Global Agri-Systems

**IMRB** International

Intellecap

IPE Global

Kadence International

MART Rural

**NASSCOM Foundation** 

NCIS

NRMC

PricewaterhouseCoopers (PWC)

Research International

SREI-SAHAJ

Srijan TFRI

TNS Global

TRA International

Villgro

Sambodhi Research and Communications

All India Disaster Mitigation Institute

Centre for Good Governance

Humana People to People India

**Amaltas Consulting** 

JPAL

**AISECT** 

## **FINANCE**

Agricultural Finance Corp. Aviva Insurance

Axis Bank

Bajaj Allianz

Bank of Maharashtra Birla Sun life Insurance

Citibank N.A.

Future Generali

**FWWB** 

**HDFC Bank** ICICI Bank

ICICI Lombard

**ICICI** Prudential **IDBI** Bank

**IFMR** 

M-CRIL MetLife

Morgan Stanley Capital Int.

**NCDEX** 

Oriental Bank of Commerce

SBI Life

**SIDBI** 

SKS Micro Finance

Spandana Sphoorthy

Standard Chartered

UCO Bank

Ujjivan Financial Services

United India Insurance

YES Bank **NABFINS** 

IndusInd

**AMUL- GCMMF** 

Devgen

**Dow Agrosciences** 

DSCL

Shailia Organic DuPont

Spring Health Milk Mantra

Pl Industries Essilor India Pvt Ltd

Flipkart.com

**Futures Group Internationa** 

Godrej Agrovet **Impact Communications** 

Indian Oil

ITC-Agri Business Division

JK Seeds

Linterland Rural Initiatives

Mahindra & Mahindra - FFS

Manipal Group

Monsanto

Mother Dairy

Nokia NTPC

NAFED

Ogilvy & Mather

Paradeep Phosphates

Perfetti Van Melle

Reliance Big Broadcast

**Reliance Communications** 

**RK Swamy BBDO** 

Sanguine Management

Services SELCO

Syngenta

**Synthite Industries** 

TAFE

TATA Chemicals Ltd.

TATA Docomo **TATA Motors** 

TATA Rallis

TATA Tele Services TATA Tinplate

United Phosphorus

Usha International Wipro Consumer Care DEVELOPMENT

Action Aid

Azim Premii Foundation

**CARE India** 

**CGIAR-ICRISAT** 

**CRY** 

**European Commission** 

**Gram Tarang** 

Hindustan Latex Family Planning

II & FS

Indiabulls Foundation

KGVK - CSR Usha Martin

**MPWPCL** 

**OXFAM** 

**PRADAN** 

**RBS** Foundation

**Rural Innovation Network** 

SERP- Govt of AP

**SEWA** 

SIDS

**SRTT** 

UNICEF

Water Aid

Odisha Livelihood Mission

# BUSINESS **DEVELOPMENT** & MARKETING

Aditya Birla Retail Ameya Agritech Products **Bartronics India Bayer Bioscience** 

Biostadt India Ltd. Birla Tyres **CEAT Tyres** 

Coromandel International Dabur India Limited Daimler India CV

**BASIX Group** 

BRLP (Jeevika)

CGIAR-CIP

Dr. Reddy's Foundation

Foundation for MSME

Clusters

Greenpeace India

**Promotion Trust** 

JSPL-CSR

Naandi Foundation

National Inst. of Smart Govt.

Pratham

Reliance Foundation

**SGGPA** 

SJTT

UNDP

USAID (SARI/E)

World Vision

Small Farmers' Agri-Business Consortium

PLACEMENT BROCHURE 2015 | POST GRADUATE DIPLOMA IN RURAL MANAGEMENT PLACEMENT BROCHURE 2015 | POST GRADUATE DIPLOMA IN RURAL MANAGEMENT



# **PLACEMENTS**

## **FINAL PLACEMENTS**

The campus recruitment program of PGDM (RM) - Xuberance 2015, commences on 5th January 2015. The batch of 2013-15 is gearing up to face the challenges and demands of the recruitment process. 47% of the students have work experience which complements the managerial skills imbibed by them in the institute. The batch is a perfect mix of freshers and experienced students, which is what makes it a vibrant one.

## PRE PLACEMENT TALK (PPT)

The Pre-Placement Talk has been the standard practice to facilitate interaction between the industry and the students. The organisations participating in the placement process are requested to make a brief presentation about themselves, the opportunities and prospects ahead for the aspirants along with the detailed job description for the positions they wish to recruit for. In order to facilitate the process of PPT, the institute will provide LCD / OHP, TV / VCR. The video conferencing facility acts as a supplement whenever direct interaction /interview is not possible.

# PRE PLACEMENT OFFERS (PPOs) / PRE PLACEMENT INTERVIEWS

Post Summer Internship the firms can communicate to the institute their decision to offer PPO (Final Job Offer) / PPI (Pre Placement Interviews). The acceptance decision regarding the same would be communicated within a stipulated time as per the institute policy.

## **CURRICULUM VITAE**

The Institute has a standard format for applying to various organisations. However, in case the organisation has a format of its own, it should be sent in advance to facilitate the process. The CVs of the students can be provided either in the institute's standard format or the specified format as per the organization's rules.

# **GUIDELINES / RULES FOR ORGANIZATIONS**

The following norms would help the organizations to decide about their participation in the final placement:

- Companies will be allotted a slot in the recruitment program schedule for conducting their final
  recruitment process. These slots are decided purely by cumulative student preferences. But as and
  when situation demands a mutually convenient time and date would be allotted to the organization
- The declaration of the final results is expected immediately after the interview. This enables the selected candidates to sign-out of the placement procedure
- All communication regarding the placement is to be made to the placement office

## **IMPORTANT DATES**

**Duration of Summer Internship Program:** April — June, 2015

## **Timeline for Final Recruitments**

**Organisation Response:** October, 2014\*

**Slot Intimation to Organisation:** December, 2014\*

Campus Recruitment Program commences from: 5th January, 2015

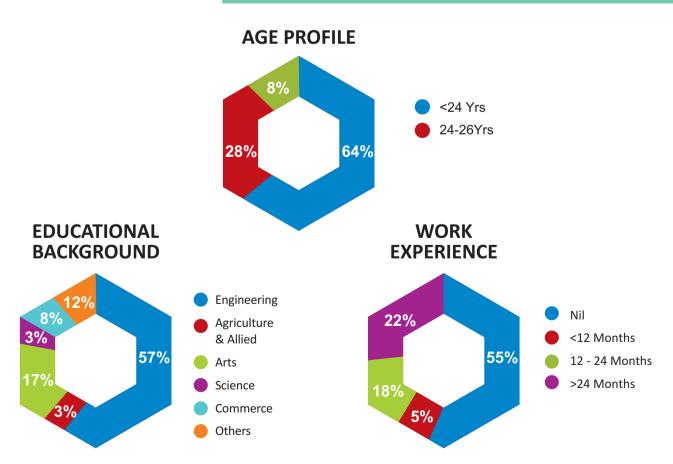
\* Dates are tentative





# **BATCH PROFILE**

**Class of 2013-15** 





Name: Aakanksha Thakur
Age: 24 years
Educational Qualification: PG Diploma
in Public Relations and Corporate
Communication, Xavier Institute of
Communication, Mumbai
BA (Hons) Business Economics, Sri
Guru Gobind Singh College of
Commerce, University of Delhi

Work Exp.: 13 Months
MSL India, Account Associate
Summers: NCDEX - Spot Exchange Ltd

"Study of socio-economic impact of PDS rice, sugar, jowar and ragi eauction by NCDEX Spot Exchange Ltd. in Karnataka and Mapping new

trade linkages" **RLLE Org. :** Sodhana



Name: Abhijeet Pandey
Age: 24 years

Educational Qualification: B.Tech
(Electronics and Communication
Engineering), IEC College of
Engineering and Technology,
Gautam Buddha Technical University

Summers: Case New Holland Fiat India Ltd

"Study the sustainability of sugarcane harvester and planter to use

as a tool for rural marketing"

RLLE Org.: Indian Grameen Services (IGS), Odisha



Name: Akansha Jain
Age: 24 years

Educational Qualification: B.E.
(Mechanical Engineering), Krishna
Institute of Engineering and

Technology, Gautam Buddha
Technical University

Work Exp.: 13 Months

Asia Motor Works Ltd., Graduate Engineer Trainee **Summers :** All India Disaster Mitigation Institute

"Upgradation of District Disaster Management Plan of Assam State

Disaster Management Authority"

RLLE Org. : Sodhana



Name: Akritee Bahal Age: 22 years

Educational Qualification: B.A (Hons) Business Economics, Bhim Rao Ambedkar College, University of

Summers: Gufic Biosciences Ltd

"Market Research to capture the brand (Shapers and Stretchnil) perception among retailers in Delhi, Uttar Pradesh and Rajasthan"

RLLE Org. : Gram Vikas



Name: Anuj Arora
Age: 25 years

Educational Qualification: B.Tech
(Electronics and Electrical
Engineering), Maharaja Agrasen
Institute of Technology, Guru Gobind
Singh Indraprastha University

Work Exp. : 21 Months

P2 Power Solutions Pvt Ltd, Sr. Engineer (7 months)
Rajni Group of Companies, Sales and Marketing Engineer (14 months)

**Summers:** RBS Foundation

"Impact assessment of Eco-tourism in Mangalajodi, Orissa and Field assessment for construction of sanitation facilities in 18 schools of

Ranthambore"

RLLE Org.: Seva Mandir



Name: Arnesh Chowdhury Age: 22 years

**Educational Qualification**: B.Sc. (Hons) Physics, Kirori Mal College, University of Delhi

Summers: IFMR

Detail Project Report of Farmer Producer Organization at Sambalpur "The effect of an affordable day-care program on health and economic well-being over the life-course in India: A cluster-randomized impact evaluation study"

RLLE Org.: Seva Mandir



Name: Ashutosh Narayan Age: 25 years **Educational Qualification**: B.E. (Mechanical Engineering), P.E.S. Institute of Technology, Visvesvaraiah

Technical University

Summers: Godrej Agrovet Limited

"Understand the potential of PGP(Plant growth promoters) in agri business and suggest strategy to improve market share in the same

segment"

RLLE Org.: Indian Grameen Services (IGS), Odisha



Name : Avik Sen Age: 23 years

Educational Qualification : B.Tech (Information Technology), Gandhi Institute For Technology, Biju Pattnaik University of Technology

Summers: Madison India

"Understanding rural consumers for better marketing communication - two-wheeler, lubricants, tractors, hair care,

personal care, tyres, agriculture inputs"

RLLE Org.: Gram Vikas



Name: Bh. Abhilash Varma Age: 23 years **Educational Qualification**: B.E. (Civil Engineering), MVSR Engineering College, Osmania University

Work Exp.: 11 Months

Nava Nirman Infra Tech Private Ltd., Graduate Engineer trainee

Summers: Agriculture Skill Council of India

"Preparation of the 'National Occupation Standards' for fisheries and

poultry sector"

RLLE Org. : Sodhana



Name: Biswajit Bhuyan Age: 24 years

**Educational Qualification**: B.Com (Hons), Amity College of Commerce and Finance, Amity University

Work Exp.: 23 Months

National Institute of Advanced Technology, Supervisor

Summers: IFMR

"Worker Sorting Project - Compare producivity of formal set up v/s informal setup"

RLLE Org.: Vasundhara



Name: Chitransh Mathur Age: 24 years

**Educational Qualification**: B.Tech (Electronics and Communication Engineering), Jaipur Engineering College & Research Center, Rajasthan Technical University

**Summers:** NDDB Dairy Services

"Market potential study for new milk brand in Punjab"

RLLE Org. : Vasundhara



Name: Deepa Sarkar Age: 21 years

**Educational Qualification**: B.A (Hons) Economics, Mahila Maha Vidyalaya, Banaras Hindu University

Summers: IFMR-CMF

"The Study of AIC-WI Round 2 Informal Risk Sharing and Ex Ante and Ex Post Risk Mitigation through Insurance and Migration"

RLLE Org.: Vasundhara



Name: Dhruba Das Age: 23 years

**Educational Qualification**: B.Tech (Mechanical Engineering), Birbhum Institute of Engineering and Technology, West Bengal University of Technology

**Summers:** Shailja Organic Products Private Limited "Market Mapping of Tea Industry in Bhubaneswar"

RLLE Org.: Onergy



Name: Jagadisha Behura Age: 23 years

Educational Qualification : Bachelor in Business Law, Annamalai University

Work Exp.: 33 Months

Diamond Infotech Technology Samiti, Assistant Branch Manager,

Web Developer

**Summers:** Digital Empowerment Foundation

"Mobile for Social & Behaviourial Change, Internet Rights"

RLLE Org. : Udyogini



Name: Jagruti Swain Age: 22 years

Educational Qualification: B.Com (Hons) Accounting, Buxi Jagabandhu Bidyadhar Autonomous College, Utkal University

Summers: Jindal Steel & Power Limited

"Sustainable Livelihood- Transforming SHG into SHE"

RLLE Org. : Sodhana



Name: Jyoti Ranjan Rout Age: 26 years

Educational Qualification: B.Tech. (Chemical Engineering), National Institute Of Technology, Rourkela

Work Exp.: 12 Months

Philips Carbon Black Ltd., Graduate Engineer Trainee (3 Months) Kapilas Cement Manufacturing Works (OCL India Ltd.), Executive

Engineer (Chemical cum Process) (9 Months)

Summers: Vistaar Financial Services Pvt. Ltd.

"Attrition analysis and evaluation of existing employee engagement

program"

RLLE Org.: Vasundhara



Name: Kislaya Gopal Age: 26 years

**Educational Qualification**: B.E. (Electronic and Communication Engineering), Birla Institute of Technology, Mesra

Work Exp.: 20 Months

Petroserv Controls And Communications W.L.L, Project Engineer

(Communication) Summers: IFMR-CMF

"Sanitary Care in Urban slums"

RLLE Org.: Humana People to People India



Name: Kritarth Mishra Age: 28 years

**Educational Qualification**: B.Tech (Electronics and Communication Engineering), Jaypee University of Information Technology

Work Exp.: 46 Months Accenture, Senior Programmer **Summers:** Ujjivan Financial Services

"Design and Development of Effective Marketing Material for

Individual Lending Program"

RLLE Org.: Humana People to People India



Name: Kumar Indrajeet
Age: 26 years

Educational Qualification: B.A.
(English), Indira Gandhi National
Open University

Work Exp.: 49 Months
Pawan Hans Helicopters Ltd., Instructor (6 Months)

Thakur Institute of Aviation Technology, Instructor (43 Months)

**Summers:** Nasscom Foundation

"Trend Analysis of Entries in Nasscom Social Innovation Honours"

RLLE Org.: Humana People to People India



Age: 24 years

Educational Qualification: B.E.
(Electronics and Communication
Engineering), Jerusalem College of
Engineering, Anna University

Name: Leenus Roffun Silva

Work Exp.: 21 Months

CollabNet Software Private Ltd., Technical Support Executive

**Summers : NABARD Financial Services** 

"A Study on Customer Satisfaction and Retention at NABFINS"

RLLE Org.: Samanvaya



Name: Mahan Hansraj B
Age: 27 years

Educational Qualification: B.Tech
(Electronics and Instrumentation

Engineering). Dr. M.G.R Educational

and Research Institute

Work Exp.: 48 Months

Aaryavart Educational Services Pvt Ltd., Director (24 months)
X-Eventz Media Entertainment Pvt Ltd., Director (24 months)

**Summers:** OneWorld Foundation India

"Community mobilisation and exit strategy in Access2Justice"

RLLE Org.: Udyogini



Name: Maitreya Goswami Age: 24 years

Educational Qualification: B.E. (Electrical Engineering), Girijananda Chowdhury Institute of Management and Technology, Gauhati University

**Summers:** All India Disaster Mitigation Institute

 $\hbox{\it ``Hazard, Vulnerability and Capacity Assessment for Dhemaji, Chirang}\\$ 

and Bongaigaon Districts in Assam"

RLLE Org. : Udyogini



Name: Kishore Kumar Mohanty Age: 27 years

Educational Qualification: Bachelor of Occupational Therapy, Swami Vivekanand National Institute of Rehabilitation Training and Research, Utkal University

Work Exp.: 4 months

NRHM (Community Health Centre), Rehabilitation Worker

Summers: OMFED

"A survey on PET bottle packaging for Sweetened Flavoured Milk"

RLLE Org. : Agragamee



Name: Manoj Kumar Nayak Age: 25 years

**Educational Qualification**: B.Tech (Mechanical Engineering), C.V. Raman College of Engineering, Biju Patnaik University Of Technology

Work Exp.: 30 Months

Denso Haryana Private Limited, Engineer

Summers: All India Disaster Mitigation Institute

"Hazard, Vulnerability and Capacity Assessment for Dhemaji, Chirang

and Bongaigaon Districts in Assam"

RLLE Org. : Agragamee



Name : Aditya Marathe Age : 23 years

Educational Qualification: B.E. (Electronics and Communication Engineering), Jai Narain College Of Technology and Science, Rajiv Gandhi Proudyogiki Vishwavidyalaya

**Summers : Impact Communications** 

"Market Research and Validation for Branding and Advertisement"

**RLLE Org.:** Grassroutes Journeys Pvt. Ltd



Name : Mihir H. Sonpal Age : 24 years

BBA (Bachelor of Business Administration), Scottish Church College, University of Calcutta

Work Exp.: 12 Months

M/s Jaysree, Management Trainee

Summers: All India Disaster Mitigation Institute

"Hazard, Vulnerability and Capacity Assessment for Dhemaji,

Chirang and Bongaigaon Districts in Assam" **RLLE Org.:** Grassroutes Journeys Pvt. Ltd



Name: Nikita Tulsyan Age: 23 years

**Educational Qualification**: B.A. Hons (Political Science), Ramjas College, University of Delhi

**Summers:** NASSCOM Foundation

"Analyzing the CSR activities of the member companies and connecting it with the volunteering initiative of the organisation"

RLLE Org.: Gram Vikas



Name: Nishant Raj Age: 27 years

Educational Qualification: B.Tech (Electronics and Telecommunication Engineering), College of Engineering Bhubaneswar, Biju Patnaik University of Technology

Work Exp.: 37 Months

Nokia Siemens Networks, Fault Management Engineer

Summers: Ikure Techsoft Pvt. Ltd

"To prepare a marketing and operations strategy for Ikure in Bolpur

(Shantiniketan)"

RLLE Org.: Grassroutes Journeys Pvt. Ltd.



Name: Nitish Kashyap
Age: 22 years

**Educational Qualification**: B.Pharm, Birla Institute of Technology, Mesra, Ranchi

Summers: NASSCOM Foundation, Delhi

"NDLM Website Development and Proposal designing for various projects under NKN initiative"

RLLE Org.: Indian Grameen Services (IGS), Indore, M.P.



Name: Padmank Krishna Jani Age: 23 years

Educational Qualification: B.Com (Hons.), Dayanand Anglo Vaidik Post Graduate College, Banaras Hindu University

**Summers :** All India Disaster Mitigation Institute

"Hazard, Vulnerability and Capacity Assessment for Dhemaji, Chirang and Bongaigaon Districts in Assam"

RLLE Org.: Indian Grameen Services (IGS), Indore, M.P.



Name: Paritosh Mishra
Age: 26 years

Educational Qualification: B.E.
(Electrical Engineering), Institute of
Technical Education and Research
(I.T.E.R), Bhubaneswar, Biju Patnaik
University of Technology (BPUT),

Work Exp.: 34 Months

Infosys Limited, Senior System Engineer (34 Months)

Summers: Ujjivan Financial Services Pvt. Ltd.

"To Undertake Market Study of Loans in range of Rs. 75000-500000 &

estimate the Customer Potential in Kolkata"

RLLE Org. : Agragamee



Age: 22 years

Educational Qualification: B.E.
(Computer Engineering),
Vishwakarma Government
Engineering College, Chandkheda,
Ahmedabad, Gujarat Technological
University

Name: Patel Ankit Mohanbhai

**Summers :** Drishtee Foundation

"Consumption Pattern Study & Preparation of Sustainable Business Model for community owned Rural Retail Store (Michi-no-eki) in

Madhubani, Bihar"

RLLE Org.: Indian Grameen Services (IGS), Maharshtra



Name: Prakhar Gupta
Age: 24 years

Educational Qualification: B.A.
(Hons.) Business Economics,
Sri Guru Tegh Bahadur Khalsa
College, University of Delhi

**Summers :** Ujjivan Financial Services Pvt. Ltd.

"Risk Management Practices in Major NBFCs (All over India)"  $\,$ 

RLLE Org.: Aga Khan Rural Support Programme (India)



Name: Pranav Vohra Age: 23 years

Educational Qualification: B.Tech (Mechanical Engineering), Guru Premsukh Memorial College of Engineering, Delhi, Guru Gobind Singh Indraprastha University

**Summers:** Impact Communications

"Monitoring and Execution of Marketing Campaigns for Pidilite and

RLLE Org.: Aga Khan Rural Support Programme (India)



Name: Pravin Pratap Singh Age: 26 years

Educational Qualification: B.E. (Computer Science & Engineering), S T J Institute of Technology, Visvesvaraya Technological University, Belgaum

Work Exp.: 24 Months

Hotel Geetika, General Manager (12 months) Pratap Yamaha, General Manager (12 months)

Summers: Ujjivan Financial Services Pvt. Ltd.

"To Undertake Market Study of Loans in range of Rs. 75000-500000  $\,$ 

& estimate the Customer Potential in Patna"

RLLE Org.: Aga Khan Rural Support Programme (India)



Name: Rahul Ranjan Sinha Age: 26 years

Educational Qualification:
B.E.(Information Technology), Sri
Siddartha Institute of Technology,
Tumkur, Visvesvaraya Technological
University, Belgaum

Work Exp.: 33 Months

Accenture Services Pvt Ltd., Software Engineer

**Summers : NABARD Financial Services** 

"A study on Customer satisfaction and retention at NABFINS"  $\,$ 

RLLE Org.: Pan Himalayan Grassroots Development Foundation



Name: Raisa Qutub
Age: 26 years

Educational Qualification: B.Tech
(Bio Technology), Sathyabama
University

Work Exp.: 19 Months

Cognizant Technology Solutions, Programmer Analyst

Summers: Ujjivan Financial Services Pvt.Ltd.

"To Study Complete Loan Processing of Individual Loan- Origination to Disbursement. Map the Activities of all Concerned. Identify Duplications and Redundant Activities and suggest Efficient Processes."

RLLE Org.: Samanvaya



Name: Rasmiranjan Mallick
Age: 25 years
Educational Qualification: B.E.

(Computer Science Engineering),
Orissa Engineering College,
Bhubaneswar, Biju Pattnaik University
Of Technology, Odisha

Work Exp.: 19 Months

Tata Consultancy Services Ltd., Assistant System Engineer

Summers: Agriculture Skill Council of India

"Designing Labour Management Information system"  $\,$ 

RLLE Org.: Aga Khan Rural Support Programme (India)



Name : Sajal Umalkar Age : 24 years

Educational Qualification: B.E. (Mechanical Engineering), Sagar Institute Of Research And Technology, Rajiv Gandhi Technical University,

**Summers:** Swades Foundation

"Identifying alternate livelihood options in the rural areas of Raigad

District, Maharashtra" **RLLE Org.**: Pan Himalayan Grassroots Development Foundation

Work Exp.: 14 Months

City Montessori School, Teacher

Summers: All India Disaster Mitigation Institute

"Hazard, Vulnerability and Capacity Assessment for Dhemaji, Chirang

Name: Sapna Ahuja

**Educational Qualification**: PG

Diploma in Human Resources and

Management, Lucknow University

Bachelor in Management Sciences,

Age: 24 years

**Lucknow University** 

and Bongaigaon Districts in Assam"

RLLE Org. : Samanvaya



Name: Saurav Anand Age: 27 years

Educational Qualification: B.E. (Computer Science Engineering), Shri Vaishnav Institute of Technology and Science,Indore, Rajiv Gandhi Technical University

Work Exp.: 27 Months
Infosys Limited, System Engineer
Summers: Drishtee Foundation

"Market Research for Swachh Jal and Product Selection tool for

Urban to Rural Market"

RLLE Org.: Pan Himalayan Grassroots Development Foundation



Name: Kushal Shah Age: 22 years

**Educational Qualification**: B.E. (Computer Science Engineering), LDRP-ITR, Gandhinagar, Gujarat Technological University

**Summers:** Drishtee Foundation

"To design a model and marketing plan of mobile based radio

service"

 $\textbf{RLLE Org.}: \mathsf{WOSCA}$ 



Name: Shreeman Prusty Age: 21 years

**Educational Qualification**: B.Com, Ravenshaw University, Cuttack

**Summers:** Impact Communications

"Market Research and Validation for Branding and Advertisement"

RLLE Org. : WOSCA



Name: Shreya Gupta Age: 23 years

Educational Qualification: B.Tech (Information Technology Engineering), United College Of Engineering & Research, Gautam Buddh Technical University

**Summers :** NASSCOM Foundation

"Implementing Strategic CSR for IT & BPM Companies"

RLLE Org. : Tarun Bharat Sangh



Name : Shruti Tanvi Age : 26 years

Educational Qualification: M.Sc. Bio-Medical Instrumentation, Birla Institute Of Technology, Mesra B.Sc. Biological Science, Daulat Ram College, Delhi University

Summers: DCM Shriram Ltd.

"Acceptance and performance evolution of Shriram's hybrid corn

varieties in selected districts of Bihar"

RLLE Org. : Samanvyay



Name: Soobhraj Purohit Age: 29 years

Educational Qualification: B.Tech (Information Technology Engineering), National Institute of Science and Technology, Biju Patnaik University of Technology

Work Exp.: 39 Months

Entrasoftech, Senior Software Engineer (14 months),

Varicent Global Technologies, Senior Software Engineer (25 months)

**Summers:** Impact Communications

"Project Sangam- Market Research for branding and advertisement"

RLLE Org.: Grassroutes Journeys Pvt. Ltd.



Name : Sourav Kumar Panda Age : 22 years

**Educational Qualification**: B.Com, Khallikote Autonomous College, Berhampur University

Summers: Shailaja's Organic Products Pvt. Ltd.

"Understanding the FPO model and stevia cultivation in the districts  $% \left( 1\right) =\left( 1\right) \left( 1\right$ 

of Rayagada and Koraput"

RLLE Org. : Onergy



Name: Stuti Sen Age: 23 years

**Educational Qualification**: B.A. (Hons Sociology, Jesus and Mary College, Delhi University

**Summers:** Impact Communications

"LG Rural Activity Van: Impact Assessment, Monitoring & Evaluation

of Van Activity in Rural Areas"

RLLE Org. : Onergy



Name: Sumit Kumar Age: 25 years

Educational Qualification: B.Sc. (Agriculture), College Of Agriculture Dapoli, Dr. Bala Saheb Konkan Krishi Vidyapeeth Dapoli

Summers: DCM Shriram Ltd.

"To study the market potentiality and identify the constraints and strengths of distribution channel of hybrids Chilly & Cucumber seeds

in Bihar regions."

RLLE Org. : Aajeevika Bureau



Name: Tapas Bhartiya
Age: 23 years

Educational Qualification : B.B.A., ICFAI University, Dehradun,

**Summers:** Impact Communication

"Project Sangam: Market Research for branding and

advertisement"

RLLE Org.: Aajevika Bureau



Name: Tushar Srivastava Age: 25 years

Educational Qualification: B.Tech (ECE), JSS Academy of Technical Education, NOIDA, Gautam Buddh Technical University

**Work Exp.**: 19 Months
Infosys Limited, Systems Engineer

**Summers:** IFMR-SEFC

"Technology based financial training for MSMEs"

RLLE Org.: Aajeevika Bureau



Name: Upen Soni Age: 24 years

Educational Qualification: B.Tech (Computer Science Engineering), Maharishi Arvind Institute of Engineering and Technology, Rajasthan Technical University

**Summers:** NDDB Dairy Services

market"

RLLE Org.: Grassroutes Journeys Pvt. Ltd.



**Summers:** Drishtee Foundation

DRAP": To study market linkages

"SWACHH JAL": To conduct a data survey

RLLE Org.: Indian Grameen Services (IGS), Maharashtra

Name: Vikas Chauhan Age: 22 years

**Educational Qualification**: BBA, Kurukshetra University



Name: Vinay Garg Age: 25 years

**Educational Qualification**:

B.A.(VOC) Tourism, College Of

Vocational Studies, Delhi University

Work Exp.: 34 Months

Tata Consultancy Services, Business Analyst

Summers: RBS Foundation

"Impact assessment of Eco-tourism in Mangalajodi, Orissa and Field assessment for construction of sanitation facilities in 18 schools of

Ranthambore"

RLLE Org.: Grassroutes Journeys Pvt. Ltd.



Name: Vishal Kumar Age: 22 years **Educational Qualification**: B.A. (Hons.) English, Hans Raj College, University of Delhi

Summers: Ujjivan Financial Services Pvt.Ltd.

"Risk Management practices at Ujjivan and recommending the

structure for Risk Containment Unit"

RLLE Org.: Humana People to People India



Name: Vishwanath Jha Age: 23 years

**Educational Qualification**: B.Tech (Civil Engineering), Kalinga Institute of Industrial Technology, Bhubaneswar, KIIT University, Bhubaneswar

**Summers:** Impact Communications

"Rural Marketing Strategies and Activation for Organizations such as Heinz, Hero Motocorp, Ceat Tyres, Abbott pharmaceuticals and

Godfrey Philips India"

RLLE Org.: Humana People to People India



Name: Preeti Priyadarshini Age: 23 years

**Educational Qualification**: B.B.A., Patna Women's College, Patna University

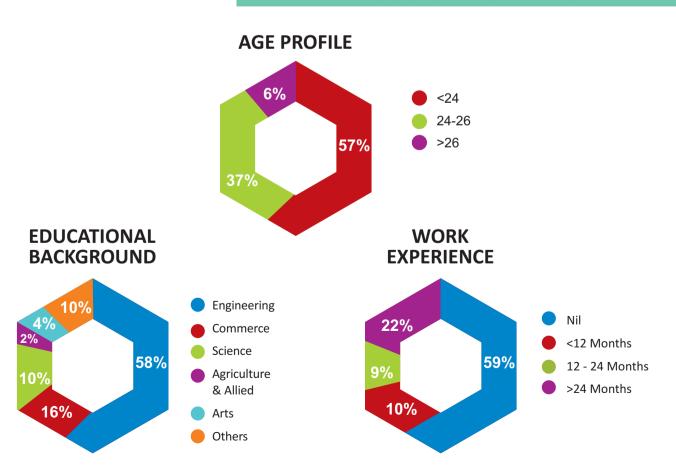
**Summers:** Drishtee Foundation

"Women entrepreneurship development and market research for launching a UV based water sanitiser in different rural and semi-

urban regions of India"

RLLE Org.: Human People to People India





Aaditez Bachu. 22 years

B.Tech (Mechanical), Parala Maharaja Engineering College, Berhampur, Odisha,

Biju Patnaik University of Technology

Work Exp.: Nil

**Abhay Kumar Tiwari,** 20 years

BBA.,

Gyan College of Management, Lucknow. Uttar Pradesh. University of Lucknow

Work Exp.: 12 Months

Organisation 1: Rubics Rostrum (12

Months), Teacher

Akshay Kapoor, 24 years

B.Tech (Mechanical), Northern India Engineering College, Lucknow, Uttar Pradesh, **Uttar Pradesh Technical University** 

Work Exp.: 18 Months

Organisation 1: Bhushan Steel Ltd. (18 Months),

Asst. Engineer

Alok Sharma, 28 years

B.Sc (Chemistry), Jamshedpur Co-operative College, Jharkhand, Ranchi University

Work Exp.: 46 Months

Organisation 1: Tata Steel (46 Months),

Operator

Amar Bikash Sahani, 25 years

B.Tech (Biotech),

SRM Engineering College, Chennai, Tamil Nadu, SRM University

Work Exp.: 33 Months

**Organisation 1:** Tata Consultancy Services, Bhubaneshwar,

**Assistant Systems Engineer** 

Amrita Dhal, 22 years

B. Tech(IT),

International Institute of Information Technology (IIIT Bhubaneswar), Odisha, International Institute of Information Technology (IIIT), Bhubaneshwar

Work Exp.: Nil

Aneesh Kumar Agarwal, 23 years

B.Com (Accountancy Honours), Ravenshaw University, Cuttack, **Odisha University** 

Work Exp.: Nil

Ankit Srivastava, 22 years

B.Com,

Department of Commerce, University of Allahabad, Allahabad, Uttar Pradesh. University of Allahabad

Work Exp.: Nil

**Aparna Sridhar,** 26 years

B. Tech(AE&I), Marian College of Engineering, Trivandrum, Kerala. **Kerala University** 

Work Exp.: 38 Months

Organisation 1: Tech Mahindra,

Technical Associate

Avantika Kushwaha, 24 years

Bachelor in Planning, Maulana Azad National Institute Of Technology, Bhopal, Madhya Pradesh, Maulana Azad National Institute Of

Work Exp.: 9 Months

Organisation 1: Aakar Consultancy, Urban Planner

Technology

**B K Arpan Subhashis,** 24 years

Bachelors of Business Administration, Maharaia Suraimal Institute. Delhi. Guru Gobind Singh Indraprastha University

Work Exp.: 40 Months

Organisation 1: IMARC Group,

Lead Consultant

Barnali Dash, 21 years

B.Com (Accountancy Honours), Ravenshaw University, Cuttack, Odisha, Ravenshaw University

Work Exp.: Nil

Bipin Kumar, 22 years

B.Sc (Chemistry), Govt. Autonomous College, Rourkela, Odisha,

Sambalpur University

Work Exp.: Nil

Chinmaya Kumar Pattanayak, 26 years

B.Tech (CSE),

Mahavir Institute of Engineering and Technology, Khurda, Odisha, Biju Patnaik University of Technology

Work Exp.: 38 Months

**Organisation 1:** Enterprise System Solutions Pvt. Ltd., (6 months)

Trainee Consultant

Organisation 2: Maruti Cable Network, (32 months) **Assistant Manager** 

**D. Evalyn,** 22 years

B.Tech (Electrical). Krupajal Engineering College, Bhubaneshwar, Odisha, Biju Patnaik University of Technology Work Exp.: 5 Months

**Organisation 1:** Cognizant Technology Solutions.

Programer Analyst Trainee

James Biplab Salim, 22 years

B.Tech (ETC). Synergy Institute of Engineering and Technology, Dhenkanal, Odisha, Biju Patnaik University of Technology

Work Exp.: Nil

Kalpit Kaya Mohanty, 21 years

B.A (Political Science).

B.J.B Autonomous College, Bhuabaneshwar, Odisha, **Utakal University** 

Work Exp.: Nil

Krishna Dwipayana Mahapatra,

B.E (Electrical & Electronic). KLS Gogte Institute of Technology, Belgaum, Karnataka,

Visvesvaraya Technological University

Work Exp.: 24 Months

**Organisation 1:** Market Engineering Consultancy Pvt. Ltd.,

Marketing Executive

Kushal G, 21 years

B.Tech (Mechatronics), Sastra University, Thanjavur, Tamil Nadu,

Work Exp.: Nil

Manish Bameta, 26 years

B.Tech (Electronics and Communication),

College Of Technology, Pantnagar, Uttarakhand.

G B Pant University of Agriculture and Technology

Work Exp.: 36 Months

**Organisation 1:** Tata Consultancy Services.

**Systems Engineer** 

Narendra Singh, 24 years

BE (Mechanical Engg.). MVJ College of Engineering, Bangalore, Karnataka.

Visvesvaraya Technological University

Work Exp.: Nil

Neha Agarwal, 21 year

Ravenshaw College, Cuttack, Odisha

Work Exp.: Nil

Pallavi Gupta, 23 years

B. Pharm,

Birla Institute Of Technology, Mesra, Ranchi, Jharkhand,

**Deemed University** Work Exp.: Nil

Parinita Dev, 21 year

B. Com.

Christ College, Cuttack, Odisha, **Utkal University** 

Work Exp.: Nil

Parul Jhunjhunwalla, 21 years

B.Tech (Electrical),

Parala Maharaja Engineering College, Berhampur, Odisha,

Biju Patnaik University of Technology

Work Exp.: Nil

Preetam Babu, 23 years

B. Com,

Gangadhar Meher Autonomous College, Sambalpur, Odisha, Sambalpur University

Work Exp.: 13 Months

Organisation 1: Scan Steels Limited,

**Management Trainee** 

Priyabrata Panda, 25 years

B.Tech (Electrical and Electronics Engineering),

Raaidhani Engineering College. Bhubaneswar, Odisha,

Biju Patnaik University of Technology

Work Exp.: 12 Months

Organisation 1: Larsen & Toubro Limited, **Electrical Engineer** 

Raunak Roy, 23 years

B.Tech (Mechanical), Institute of Technical Education and Research, Bhubaneswar, Odisha, Siksha O Anusandhan University

Work Exp.:Nil

Ruchira Choudhury, 26 years

B.Tech (Food Technology), Harcourt Butler Technological Institute, Kanpur, Uttar Pradesh, **Uttar Pradesh Technical University** 

Work Exp.: Nil

Saswat Prasad Das, 25 years

B.Tech (Electrical), Gandhi Institute for Technological Advancement, Bhubaneshwar, Odisha, Biju Patnaik University Of Technology

Work Exp.: 38 Months

Organisation 1: Icomm Tele Limited (8 Months), Graduate Engineer Trainee

Organisation 2: Gowthami Infratech Pvt. Ltd (17 Months), Site Engineer

Organisation 3: Bengal Tools Ltd (13 Months), Trainee Engineer

Shraddha Suman, 23 years

B.Sc (Agriculture), Allahabad School of Agriculture, U.P., Sam Higginbottom Institute Of Agriculture, Technology & Sciences,

Allahabad Work Exp.: Nil

**Shreyas Trivedi,** 23 years

B.Tech (Food Technology), **University Institute of Chemical** Engineering and Technology,

**Punjab University** Work Exp.: 11 Months

Organisation 1: Nestle India Limited. Technical Trainee – Production

**Shweta Tripathi.** 24 years

B.Sc. (Honours in Biological Sciences), Sri Venkateswara College, Delhi, University of Delhi

Work Exp.: Nil

Soham Ghosal. 24 years

B.Sc (Agriculture), Palli Siksha Bhavana, Visva Bharati, West Bengal,

Visva Bharati.

Santiniketan, West Bengal Work Exp.: Nil

Sophiya Dash, 22 years

B. Tech (AE & I), Silicon Institute of Technology, Bhubaneswar, Odisha,

Biju Patnaik University Of Technology

Work Exp.: Nil

Soumya Swarupa Nayak, 24 years

B.Tech (ETC),

Indira Gandhi Institute of Technology, Sarang, Odisha,

Biju Patnaik University of Technology

Work Exp.: 17 Months

**Organisation 1:** Tata Consultancy Services, Assistant Systems Engineer

Swarup Ranjan Ghadei, 24years

B.Tech (Electrical Engineering), Institute of Technical Education & Research, Bhubaneswar, Odisha, Siksha 'O' Anusandhan University

Work Exp.: 2 Months

**Organisation 1:** Cognizant Technology Solutions India Private Limited.

Sahinsaha Ali Khan, 21 years

Programmer Analyst Trainee

Bachelors of Business Administration, Buxi Jagabandhu Bidyadhar College (Autonomous), Bhubaneswar, Odisha, **Utkal University** 

Work Exp.: 9 Months Organisation 1: The Nielsen Company,

**Data Supplier** 

Vineet Kumar Mishra, 24 years

B.Tech (Computer Science), United College of Engineering and Research, Greater Noida, Uttar Pradesh,

**Uttar Pradesh Technical University** 

Work Exp.: 30 Months

Organisation 1: Utopia India Pvt. Ltd,

**SAP Consultant** 

Abhilash Kumar Panda. 24 years

B.Tech (Electronics & Telecommunication), Krupajal Engineering College, Bhubaneswar, Odisha, Biju Patnaik University of Technology

Work Exp.: 21 Months
Organisation 1: Techno Aquatech Pvt.
Ltd. (14 Months), Sales Engineer

**Organisation 2:** Sai Bio Care Pvt. Ltd. (7 Months),

**Business Development Executive** 

Akshay Kumar Nayak, 25 years B.Sc. (Biotechnology), S.R.M. Arts &Science College, Kattankulathur, Chennai, University Of Madras Work Exp.: 34 Months

Organisation 1: Shree Omm Meditech,
Marketing Head & Drug Distributer

Amrita Das, 22 years

B.Tech. (Applied Electronics & Instrumentation),
C.V. Raman College of Engineering,
Bhubaneswar, Odisha,
Biju Patnaik University of Technology
Work Exp.: Nil

Ankit Kumar Jain, 23 years
Bachelors of Business Administration,
Tecnia Institute of Advanced
Studies(IPU), Delhi,
Guru Gobind Singh Indraprastha
University

Work Exp.: Nil

Anushree Gupta, 23 years

B.Pharm,
Birla Institute of Technology,
Mesra, Ranchi, Jharkhand,
Birla Institute Of Technology, Mesra

Work Exp.: Nil

Work Exp.: Nil

Arnab Parida, 22 years

B.Tech (Electrical Engineering),
Kalinga Institute Of Industrial
Technology,
Bhubaneswar, Odisha,
Kalinga Institute of Industrial Technology
University

Bhautik Dineshbhai Makadiya,

21 years
B.Tech (Electronics and
Communication),
Institute of Technology, Ahmedabad,
Gujarat,
Nirma University
Work Exp.: Nil

Brijesh Arora, 21 years B.Com (Hons.), Faculty Of Commerce, Varanasi, U.P., Banaras Hindu University Work Exp.: Nil

Harshvardhan, 24 years
B.Tech (Computer Science and
Engineering),
National Institute of Technology,
Patna, Bihar,
National Institute of Technology,

Patna
Work Exp.: 29 Months
Organisation 1: Infosys,
Systems Engineer

Karishma Ramchandra Padhy,

21 years
B.A. Hons (Governance & Public
Administration),
Pandit Deendayal Petroleum
University,
Gandhinagar, Gujarat,
Pandit Deendayal Petroleum University
Work Exp.: Nil

Kiran Kumar Mishra, 22 years

B.Tech. (Electrical Engineering), Parala Maharaja Engineering College, Berhampur, Odisha, Biju Pattnaik University of Technology

Work Exp.: Nil

Komal Mundhra, 21 years

B.Com, Ravenshaw University, Cuttack, Odisha University

Work Exp.: Nil

Matru Prasad Das, 27 years

B.Tech (Electrical & Electronics), National Institute of Science and Technology, Berhampur, Odisha, Biju Pattnaik University of Technology Work Exp.: 38 Months

Organisation 1: Infosys Technologies Ltd. (12 Months)
Systems Engineer

**Organisation 2:** Bank Of India (26 Months)

Asst. Manager

Meera T Muricken, 24 years
B.E (Electronics and Communication),
Sathyabama University.

Chennai, Tamil Nadu, Sathyabama University

Work Exp.: 4 Months
Organisation 1: Cognizant Technology
Solutions.

**Programmer Analyst Trainee** 

Monika Pattnaik, 22 years

B.Tech (Civil), KIIT University, Bhubaneshwar, Odisha, Kalinga Institute of Industrial Technology University

Work Exp.: Nil

Nirmalya Kanungo, 22 years

B.Tech (Applied Electronics and Instrumentation Engineering), Eastern Academy of Science and Technology, Bhubaneshwar, Odisha, Biju Pattnaik University of Technology

Work Exp.: Nil

Pankaj Kumar Senapati, 21 years

B.Com,
Prana Nath (Autonomous) College,
Khordha, Odisha,
Utkal University

Work Exp.: Nil

Parth Kapoor, 23 years

B.Tech (Computer Science Engineering), Institute of Engineering and Emerging Technology, Himachal Pradesh,

Himachal Pradesh University

Work Exp.: 4 Months

**Organisation 1:** Dell International Services.

Client Technical Support Associate

Pooja Pattnaik, 23 years

B.Sc (Information Technology Management), Ravenshaw University, Cuttack, Odisha,

Ravenshaw University

Work Exp.: Nil

Prachi Jhankruta, 22 years

B.Tech (Computer Science Engineering), Dhaneshwar Rath Institute of Engineering and Management Studies, Tangi, Cuttack, Odisha, Biju Pattnaik University of Technology

Work Exp.: Nil

Pratheesh P, 30 years B.Tech (Mechanical), College Of Engineering,

Trivandrum; Kerala University

Work Exp.: 103 Months

Organisation 1: Cognizant Technology

Solutions (97 Months) Associate - Projects

**Organisation 2:** Wipro (6 Months) Technical Lead

Preeti Shankar, 26 years

B.E (Computer Science Engineering); Bangalore Institute Of Technology, Bangalore, Karnataka, Visvesvaraya Technological University

Work Exp.: Nil

Rakesh Jalan, 21 years

B.Com,

Ravenshaw University, Cuttack, Odisha

Work Exp.: Nil

Rohit Rathi, 26 years

B.Pharma, Maharaja Surajmal Institute of Pharmacy, Delhi, Guru Gobind Singh Indraprastha

University

Work Exp.: 5 Months

Organisation 1: Invida Menarini Pvt Ltd.

(5 Months)

Executive Scientific Information

Ruma Paul, 24 years

B.A. Hons(English), Barasat Government College, Kolkata, West Bengal,

West Bengal State University

Work Exp.: 35 Months

Organisation 1: TCS Eserve International Ltd. (35 Months)
Project Associate

Sailesh Pattnaik, 26 years

B.Tech.(Electronics & Telecommunications), CV Raman College of Engineering, Bhubaneswar. Odisha.

Biju Patnaik University of Technology

Work Exp.: 41 Months

**Organisation 1:** Tech Mahindra/ Satyam, Product Manager

Sarvottam Prasad,

28 years

M.Com (International Business

Operations)

Indira Gandhi National Open University B.Sc. (Botany Hons), Patna Science College,

Patna, Bihar, Patna University

Work Exp.: 61 Months

**Organisation 1:** State Bank Of India (61 Months),
Manager

Satyabrata Nayak, 25 years

B.Tech (Electrical),

Indira Gandhi Institute of Technology, Sarang,

Biju Patnaik University Of Technology, Odisha

Work Exp.: Nil

Shreya Goenka, 21 years

B.Com, Ravenshaw University,

Cuttack, Odisha,

Work Exp.: Nil

Sidhartha Sarbapriya, 23 years
B.Tech (Applied Electronics and

Instrumentation)
CV Raman College Of Engineering,
Bhubaneswar, Odisha,
Biju Patnaik University Of Technology

Work Exp.: Nil

Somnath Kejriwal, 21 years

B.Tech (Computer Science and Engineering),

College of Engineering & Technology, Bhubaneswar, Odisha,

Biju Patnaik University Of Technology
Work Exp.: 9 Months

Organisation 1: Hindustan Seeds Pvt.

Ltd. (9 Months) Strategy Manager

Subhashree Subhadarsani,

22 years

B.Tech (Electronics and Communication Engineering) Gandhi Institute for Technology, Bhubaneswar, Odisha,

Biju Patnaik University of Technology

Work Exp.: Nil

Suchindram, 23 years

B.Tech (Information Technology), B.B.D. National Institute of Technology & Management, Lucknow, Gautam Buddh Technical University

Work Exp.: Nil

Sweta Kejriwal, 23 years

B.Tech (Computer Science and Engineering),

Institute of Advanced Computer and Research,

Rayagada, Odisha,

Biju Patnaik University of Technology

Work Exp.: Nil

Unnati Solanki, 21 years

B.com (Accountancy Hons), Ravenshaw University, Cuttack, Odisha, Ravenshaw University

Work Exp.: Nil

Vemula Raghuram, 24 years

B.Tech (Mechanical Engineering-(Mechatronics), Mahatma Gandhi Institute of

Technology, Hyderabad, Andhra Pradesh, Jawaharlal Nehru Technological

University
Work Exp.: 27 Months

Organisation 1: Tata Consultancy
Services Ltd.,

Systems Engineer

## Vinay Kumar Mundhra 21 years

B.Com (Accountancy Honours), Ravenshaw University, Cuttack, Odisha

Work Exp.: Nil

## Vinitesh Garima, 25 years

B.Tech (Computer Science & Engineering), Orissa Engineering College, Bhubaneswar, Orissa,

Biju Patnaik University of Technology

Work Exp.: 42 Months

**Organisation 1:** Tata Consultancy Services Ltd.,

Systems Engineer

## Samson Sundi, 23 years

Bachelors of Business Administration, Xaviers Institute of Tribal Education, Gamharia, Jamshedpur, Jharkhand, Kolhan University

Work Exp.: Nil

## Neha Vandana Minz, 24 years

B.Com (Accountancy Hons), Karim City College, Jamshedpur, Jharkhand, Kolhan University

Work Exp.: 43 Months

**Organisation 1:** M/s Narayan & Sons (23 Months),

Data Entry SAP

support

Organisation 2: M/s The Steel Workers Welfare Society (12 Months), SAP MM & PS Core User (System Application Product in Data Processing-Material Management & Project Systems Core User)

M/s Sonary Community and Welfare Centre (8 Months), Systems, Applications and Products in Materials Management Project Systems

## Nayomi Ilin Bari, 27 years

B.Sc (Botany Hons.), Gossner College, Ranchi, Jharkhand, Ranchi University, B. Ed.

Loyola College of Education, Jamshedpur,

Kolhan University, Chaibasa

Work Exp.: 22 Months

Organisation 1: St. Mary's School (22

Months), Assistant Teacher

## Dangi Hembrom, 23 years

B.Sc (Chemistry Hons.), Jamshedpur Women's College, Jamshedpur, Jharkhand, Kolhan University

Work Exp.: Nil

## Noel Bothaju, 23 years

B.Tech (Mechanical Engineering), C.V. Raman College of Engineering, Bhubaneshwar, Odisha, Biju Patnaik University Of Technology

Work Exp.: Nil

## Anurag Nayak, 22 years

B.Tech. (Electrical Engineering), Government College of Engineering, Bhawanipatna, Odisha, Biju Patnaik University Of Technology

Work Exp.: Nil

## Siddharth Mohanty, 26 years

B.Tech. (Electrical & Electronics Engineering), Gandhi Institute for Technological Advancement, Bhubaneshwar, Odisha,

Biju Patnaik University of Technology

Work Exp.: Nil

## Debashree Debashrita, 23 years

B.Tech (Computer Science & Engineering), Indira Gandhi Institute of Technology, Sarang, Odisha, Biju Patnaik University of Technology

Work Exp.: Nil

## Omprasad Nayak, 26 years

B.Sc (Chemistry Hons.), Ganjam College, Ganjam, Odisha, Berhampur University **Work Exp.:** 59 Months

Organization: Sesa Sterlite Ltd (59

Months),

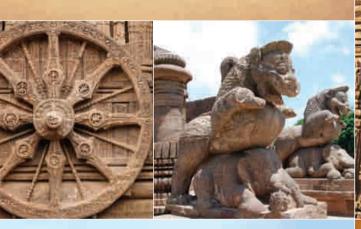
Process Controller

## Abhisekh Samantray, 24 years

B.Tech (Applied Electronics and Instrumentation),
Institute of Technical Education & Research,
Bhubaneshwar, Orissa,
Siksha 'O' Anusandhan University

# BHUBANESWAR The Temple City

Popularly known as the "Temple City of India", Bhubaneswar is considered the centre for Hindu Pilgrimage. The capital of Odisha is a well planned city famous for the unique shiva temple called Lingaraj. It is the house to one of the largest Buddha temple and makes an ideal tourist destination that's well connected by air, rail and road to the rest of India. The literal meaning of the word Bhubaneswar is 'Gods' World' that witnessed the evolution of temple architecture. The sound education infrastructure and extensive architectural legacy makes Bhubaneswar one of the attractive destinations in India.



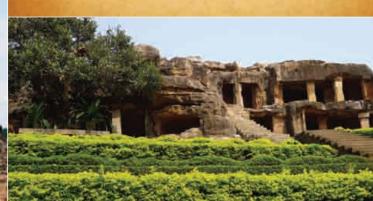


Bhubaneswar has excellent connectivity by air and railways from and to major cities in India.

# Stay

We would be glad to make arrangements for your stay at the Management Development Centre on Campus.

Alternatively, there are several three to five star hotels close to the campus.





# XAVIER INSTITUTE OF MANAGEMENT XAVIER UNIVERSITY, BHUBANESWAR

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## Coordinator

Prof. Saveeta Mohanty

## Members

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Prof. Subhajyoti Ray

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