

IILM ACADEMY *of*
HIGHER LEARNING

Jaipur Campus

NEWSLETTER

Nov 2018

Pratibimb - Alumnai Newsletter

Volume: 01



PRATIBIMB
ALUMNI MEET-2018

About IILM–AHL, Jaipur Campus

IILM Academy of Higher Learning, Jaipur was established in 1998. IILM offers AICTE approved Post Graduate Diploma in Management (PGDM) and Master of Business Administration (MBA) affiliated to RTU, Kota at a well located campus in the beautiful city of Jaipur. With curriculum bench marked against the best in the world, The IILM PGDM goes beyond the traditional functional silos of Marketing, Finance, OB-HR and Operations. After close interaction and input from the Indian industry, our integrated and experiential curriculum is also inspired by the best of leading global B-School'. It offers experiential learning avenues through FIELD, Career Trek and Managerial Skill; as at Wharton and Stanford respectively. With over a decade's experience in training future entrepreneurs and managers, IILM is proud to have 3500+ well placed alumni in top companies in India and abroad.

Message from the Director's Desk



Dr. Gitika Mayank
Director

Life at the end is nothing but a bouquet of cherished relationships. One such Beautiful relationship which each of us share is with our alma mater. Two wonderful and exciting years at the prime of youth full of dreams, aspirations and lots of apprehensions cannot be forgotten by anyone. For us as faculty the most rewarding and gratifying return we drive out of our profession comes from every step up the ladder of success which our students take. Thereby at this juncture wishing all the students of IILM-Academy of Higher Learning a beautiful life with their canvas etched with colours of success, satisfaction and lots of happiness.

HIGHLIGHTS - 2018

Celebrating 20th year of excellence.

Quantum jump in highest package placement by 45%

30% students received pre placements offers from Batch 2017-19.

Hosted 8 pool campus placement drives at campus

4th entrepreneur emerged from Batch 2016-18.

Introduced add on Courses for batch 2019-21 to enhance employability

From the Heart of Alumni (about IILM)



Anuj Pal Goswami

MD & CEO - GIST
Limca Book Record Biker
Batch 2000-02

IILM, The 1st stop of professional learning in my career. I remember when I took admission in 2000 as 1st batch MBA student. IILM shaped up personal skills and thinking process. It had set up the foundation of personal and professional career. I should say it had adequately inculcated all desired traits among all of us to lead our life happily.

I am thankful to all faculties and admin staff including Dean and Director of institute who went extra mile to gives us best of everything.

If IILM wasn't there I would not have succeeded so well in career and life.



Sarthak Seth

Chief Marketing Officer & Business Head
Panasonic India
Batch 2001 – 2003

"I went straight my career with Marketing specialization in MBA program at IILM Jaipur because formally knows as IILM. I wanted to round off my degree to be prepared for the future". The MBA program was a personal milestone which contributed both to my personal growth and professional development.

A professional teaching staff with appropriate backgrounds, friendly environment, and constant pursuit for academic excellence are the key elements of such a valuable experience. The small class sizes provide a personal learning environment that fosters the development of communication and leadership skills. This environment has helped produce close bonds with my MBA program peers that will be there for the rest of my life."



Abhishek Patni

City Head
Nearbuy.com
Batch - 2004-2006

IILM is one of the best MBA & PGDM colleges in Jaipur. The faculty of this college in among the top in entire Rajasthan. The college focuses in the all round development of a student that includes extra curricular activities as well. The Placements in IILM has always been outstanding. Students who have passed out from IILM are today working in the top companies in India.



Abhishek Singhal

Assistant Vice President
(Business Banking & Trade Finance)
AU SMALL FINANCE BANK LTD
Batch - 2004-2006

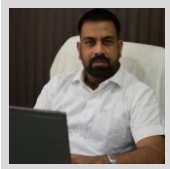
"When you dream high, you need a great platform. I am glad IILM provided the same which helped me in achieving a decent corporate position. The pedagogy was great, so were other activities. I am thankful to IILM."



Shyam Sunder Jajoo

Assistant Manger
National Small Industries Corp. Ltd.
Batch - 2005-2007

It has been great experience learning at IILM Jaipur during 2005-2007. Those two years are milestone in my career building. The faculty and colleagues are unforgettable. Lived those years with full zeal and participated in all activities viz studies and cultural sports etc. I have great respect for the institution called IILM Jaipur.



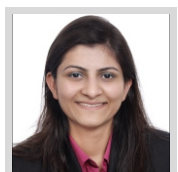
Vishal Solanki
Managing Director
Futureprofilez
Batch - 2004-2006

My Voyage...

In Persian, IILM or 'ilm' means knowledge. Thereby, the name IILM connotes a place for seeking and attaining education and wisdom. This vision of IILM truly reflects my voyage of life.

My dream to metamorphose from an undergraduate to a leading entrepreneur led me into the campus of IILM. Meticulous academics and research supported management education based on principles and ethical values crafted the astute business understanding of the dormant entrepreneur in me. The encouraging learning environment nurtured my awareness of business trends and technological development across the globe. Above all, it was the personal mentoring which fostered the responsive and responsible business leader in me.

As I stepped out of IILM and embarked upon my professional journey to establish my company, I realized that IILM had already paved the way for my success during my educational grooming. I was equipped with both the conventional and prevailing norms of the industry as well as technological ken. IILM has been instrumental in facilitating me to carve a niche for myself in the corporate world. No words can express my gratitude to this esteemed institution for sculpting an industrialist out of a novice youngster. It is aptly worded by John Dewey "Education is not preparation for life; education is life itself."



Barkha Agarwal
Associate Business Development
BlackRock
Batch 2011-13

"I went straight from my bachelor's degree in finance into the MBA program because I wanted to round off my degree to be prepared for the future". The PGDM program was a personal milestone which contributed both to my personal growth and professional development.

Career Journey:-

After IILM, I landed up in BlackRock, and successfully completed a year here. I am looking forward for more glorious years of association with the company. Life here provides you the opportunities as well as the challenging roles. As I advance in my career and continue to set goals and grow professionally, I realize how vital my education is in today's business world."

In nutshell, I can say that "Experiences at IILM are truly irreplaceable".

Message for Next generation:-

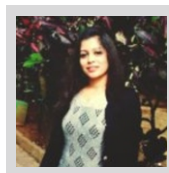
Respect teachers as they are your guiding lights and pillars of success. Nonetheless - "Be yourself & believe yourself - If you can dream it, you can do it"



Gagan Goyal
Chief Financial and Operating Officer
M Suresh Group of Companies,
Gaborone, Botswana
Batch 2008-10

It has been great experience learning at IILM Jaipur during 2008-2010. I can tell with great pride that the journey of those two years was full of learning, rich in experience and will always remain special in my memories.

Those two years are milestone in my career building. The faculty and colleagues are unforgettable. I lived those years with full zeal and participated in all activities viz studies and cultural sports etc. I have great respect for the institution called IILM Jaipur.



Chanul Gupta
Recruitment Specialist
UBS Group
Batch 2008-10

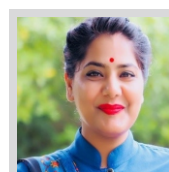
After IILM, I started my career with Randstad India and landed up in Black Turtle, and successfully completed a year here. I am looking forward for more glorious years of association with the company. Life here provides you the opportunities as well as the challenging roles. As I advance in my career and continue to set goals and grow professionally, I realize how vital my education is in today's business world. "In nutshell, I can say that "Experiences at IILM are truly irreplaceable".



Yogesh Sharma
Sales Manager
HDFC Bank
Batch 2010-12

The trailer was not perfect but the complete picture which were created by IILM in 2012 truly a life changing, I think my decision to join the IILM for PGDM Program was undoubtedly correct. IILM gave me a lot of opportunities of regular interaction with corporate professional and eminent faculties. I got placed in two financial companies over here with the help of IILM placement cell. They always help students to be ready for the corporate world.

The two years spent here were splendid and has helped me to grow better professionally and personally. Now I'm confident to take up challenges in the industry, and it's all because of my excellent grooming here. I sincerely appreciate the dedication of the management in student welfare



Indu Tanwar
HR Manager,
Hotel Oberoi
Batch 2012-14

IILM is much beyond just a "College"...It actually denotes a "Culture"...Culture of excellence, empowerment, and enrichment. Being a part of IILM, I felt blessed. The college has molded my personality and clarified my vision of the future. People recognise me with the name of IILM first then my working organisation and I am very grateful to the college for providing guidelines and motivation to inspire me to achieve my goals.

My days at IILM were precious, memories of fun, activity and enjoyment together with studies. College made me the person who I am today... Bold & confident, I want to thank honorable faculties for showing faith in me. A big Thanks to IILM...and miss those days.



Demonitisation: Disruptive Innovation in Banking



Ms. Swati Khandelwal
Marketing Manager,
Punjab National Bank
Batch 2010-12

"Empowering" innovations transform complicated, costly products that previously had been available only to a few people, into simpler, cheaper products available to many. Empowering innovations create jobs for people who build, distribute, sell and service these products." Clayton Christensen

"A disruptive innovation is an innovation that creates a new market and value network and eventually disrupts an existing market and value network, displacing established market leading firms, products and alliances. "The term was defined and phenomenon analyzed by Clayton M. Christensen beginning in 1995.

With reference to banking industry the new market here refers to the people at the bottom of the pyramid. It allows a whole new population at the bottom, access to a product or service (banking) that was historically only accessible to a few with a lot of money or a lot of skill.

Banking earlier was accessible to only a few but recent measures under financial inclusion (started in 2014) like opening of Jan Dhan accounts, setting of a new business model like BC (business correspondents) have changed the scenario. The 4Ps of marketing can be very well studied here: Product is the Basic Saving Bank Deposit Account (BSBDA) and Rupay debit cards .Monetary Price for customers is almost negligible as they don't have to pay anything for opening a BSBDA account(only KYC norms are to be completed by customer). Place is the distribution method adopted by forming BCs which reach the interiors of the country. The promotion strategy adopted was the well publicised campaign of "Jan DhanYojna"by the honorable PM Shri Narendra Modi.

Though the basic product was BSBDA accounts accompanied with rupay debit card but the sudden step of "Demonitisation and focus on cashless transaction" taken by the govt on Nov 08, 2016 has clearly emphasised on paradigm shift to the other related products and services like mobile banking , internet banking, digital wallets etc in order to make India a cashless economy.

The several phases of demonitisation like withdrawal of legal tender status of Rs 500 and Rs 1000 notes; limits on cash withdrawals from bank accounts; limits on note exchange, promoting e-payment channels like internet banking, mobile banking, digital wallets, credit cards/debit cards; waivment of ATM charges for all transactions;waivment of transaction fees on POS machines etc. clearly indicate that one of the main objectives of demonitisationhas been Cashless Economy. And it

can be seen as a disruptive innovation in Indian banking industry.

It started from an inclusive growth strategy in 2014 by honorable PM by opening BSBDA accounts to make sure that each one has a banking access followed by issuing a rupay debit card to such account holders to enable them do cashless transactions. A parallel development relates to the issuance of Aadhaar cards and seeding the cards to bank accounts. Next element is the use of mobile technology. The great expanse of mobile coverage, the number of people having the handsets, the mobile banking products and services (e-wallets, UPI etc.) are all at a critical point for high leveraging to usher in financial inclusion and inclusive growth.

To have a broad look into the above matter, let's do a SWOT analysis of Indian Banking Industry:

Strengths:

- A huge existing HNI customer base and a potential to effectively harness BSBDA account holders.
- A widespread distribution network of well established branches, ATMs, BCs, strong digital banking platform, call centre etc.
- A wide range of financial products & services

Weaknesses:

- High NPA
- Structural weakness such as fragmented industry structure
- Restrictions on capital availability

Opportunities:

- Expansion
- Technological advancement,
- Offering new products and services with latest technology for cashless transactions

Threats:

- Changes in banking laws and regulations by Govt.,
- Increased competition from non banking entities like paytm,
- Recession

Disruption as an Opportunity

The best approach to deal with disruptions is the aggressive approach. Instead of defensive measures to fend off new competition, banks are better off looking at opportunities for innovation and newer ways to add value to their customers. Trends in technology and customers behaviour offer new ways in which banks can engage with customers and entrench themselves in a position of advantage. The last but not the least to enable in this process is re-modelling of HR practices like leadership, organisational design, talent management, organisational culture and rewards and recognition programme.

However, banks without the active support of RBI and Government cannot pass through any disruptive innovation. The journey has just begun and there are number of issues of regulation and govt action that are to be taken care of.

Dice of Desire



Current Scenario seems pledge to DESIRES, what that?? I Google for literal meaning of it and fall out with lots of complicated word tries to convince me with their explanation of desire but that drag me to muddy mind... Tangled ...after a wise thought got to realize that same happens in reality too. We keep digging our inner soul to discover desire and more we kept in the ploy of desire. Each and every single being has swallowed the cocktail of desire at any point of life. As parabolic curve desire change sat the every stage of life which defines in Indian methodology as i) Brahmacharya – Sprout of desire, spur to grow. ii) Grihastha – offshoot of desire with the branches of family tree iii) Vanaprastha – Desire of being settle down, blissful, gratified & v) Sannyasa – Wandering ascetic stage means end trap of desire.

But why it increases?? Who flourish it?? Nurturing it?? Are we purposely want to increase or it happens?? These are the interrogative session murmured in my ears and yet again I am here to pen down “my not so star opinion”.

Desire to be rich, famous, powerful is in trend nowadays most common in teenagers. Desire is very conversant expression obviously an expression because it's meant to be vomit and it is very manipulating too. It can manipulate supreme power of body i.e. brain with the help of our surroundings. What we intake through our



senses including “sixth one” it grabs a shape and keep tickle to bump up with the action to satisfy our desire. No exceptions I too have a very efficient mechanism of desire so every day it comes with the new one) latest is to do LLB. Haahahaha it's ok. We don't have breaks to ride of desire. Yes

desire has taken birth to do LLB now it requires nutrition/ action to grow more, so being good slave of it I have start searching for colleges, fee, and syllabus & etc. etc. take opinions with enrolled friends, colleague and Google baba off course. Lots of marinating, grilling and seasoning session were structured that lead to feasibility of desire to me. Butterflies have 2 weeks of life cycle same as desires have but difference is we can convert that desire to passion to take longer run with it. But I failed to do so soon arrival of its cremation my desire of being advocate malnutrition fails my desire.

Anamika V. Joshi

Executive – Purchase
Umax Packaging
(A Unit of Uma Polymers LTD.)
Batch 2009-11

Message from the Desk of Coordinator



Dr. Anita Gangrade
Alumni Coordinator

Welcome to all students,

It is a great privilege to address and honour you through this alumni newsletter. It is indeed my sincere best wishes to bring the Alumni closer through this newsletter and I truly believe this newsletter will reconnect all of you. You all play a very important role in the development of our Alma matter with your thoughts and suggestions. We wish to take care of our rich culture among the Alumni which leads to building a strong and connected alumni network. We are together embarking on a journey that would benefit the alumni and the IILM family. We would love to listen and interact with you and know your success story through this platform. My best wishes to all alumni.

Editor : Dr. Anita Gangrade | Faculty : Mrs. Amita Soni Hemkar |

Students Coordinator : Mr. Ashish Shrivastava Mr. Rajat Sharma | Ms. Pooja Singh | Mr. Rahul Somani | Mr. Purushotam

Alumni – Journey from Entry to Exit

Journey with IILM

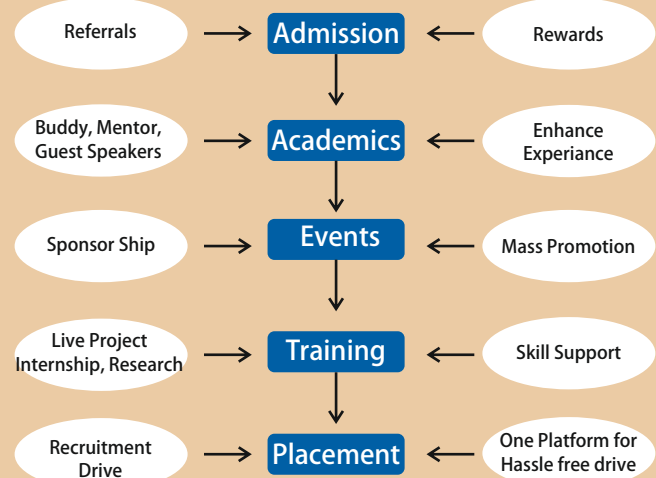
An Alumni association is the pathway to joined hand together to celebrate and refresh old memories and and form new ones. It is an occasion when students gather at their Alma Mater, go down the memory lane and look forward for new interactions with new hopes. The alumni are thrilled to be back in the campus again and interact with new students.

WI would like to appreciate your efforts being done for the development of our society and justifying the years spent by you at this esteemed institution. You can connect and live your association as...

Alumni IILM Connect

Alumni

IILM



You can connect with IILM @ <http://iilm.institute/iilm-alumni-reporting.aspx>

IILM in News

सिद्धांतों, कार्यशैलियों व इंडस्ट्री की अपेक्षाओं से अवगत कराया

पांच दिवसीय ओरिएंटेशन प्रोग्राम 'आगाज 2018' का आयोजन जयपुरा प्रताप नगर स्थित आईआईएलएम अकादमी ऑफ हायर लर्निंग में पीजीडीएम व एमबीए के नवीन छात्रों के लिए पांच दिवसीय ओरिएंटेशन प्रोग्राम 'आगाज 2018' का आयोजन प्रारंभ हुआ। कार्यक्रम के उद्देश्यों के बारे में बताते हुए संस्था के निदेशक डॉ. विधु माथुर ने बताया कि विभिन्न पृष्ठभूमियों से आए छात्रों को प्रबंधन के मूल सिद्धांतों, कार्यशैलियों व इंडस्ट्री की अपेक्षाओं से जोड़ने व अनुभव के आधार पर प्रशिक्षित करने का माध्यम है जिसमें इंडस्ट्री प्रोफेशनल्स से इंटरव्यू, फील्ड विजिट और प्रेजेंटेशन को विशेष रूप से शामिल किया गया है।

दो दिवसीय सम्मेलन आयोजित

युक्त तत्वावधान में मोतीलाल संधी की 140^{वीं} पुस्तकालयों की बदलती भूमिका पर आयोजित सम्मेलन का आयोजन किया गया। कार्यक्रम में पुस्तकालयों की बदलती भूमिका पर आयोजित सम्मेलन का आयोजन किया गया। कार्यक्रम में पुस्तकालयों की बदलती भूमिका पर आयोजित सम्मेलन का आयोजन किया गया।

मीट में याद आए पुराने दिन

आईआईएलएम की 140^{वीं} पुस्तकालयों की बदलती भूमिका पर आयोजित सम्मेलन का आयोजन किया गया। कार्यक्रम में पुस्तकालयों की बदलती भूमिका पर आयोजित सम्मेलन का आयोजन किया गया।

नया करने की गंभीरता है 'इनोवेशन'

आईआईएलएम की 140^{वीं} पुस्तकालयों की बदलती भूमिका पर आयोजित सम्मेलन का आयोजन किया गया। कार्यक्रम में पुस्तकालयों की बदलती भूमिका पर आयोजित सम्मेलन का आयोजन किया गया।

Alumni – Journey from Entry to Exit

IILM Memories

