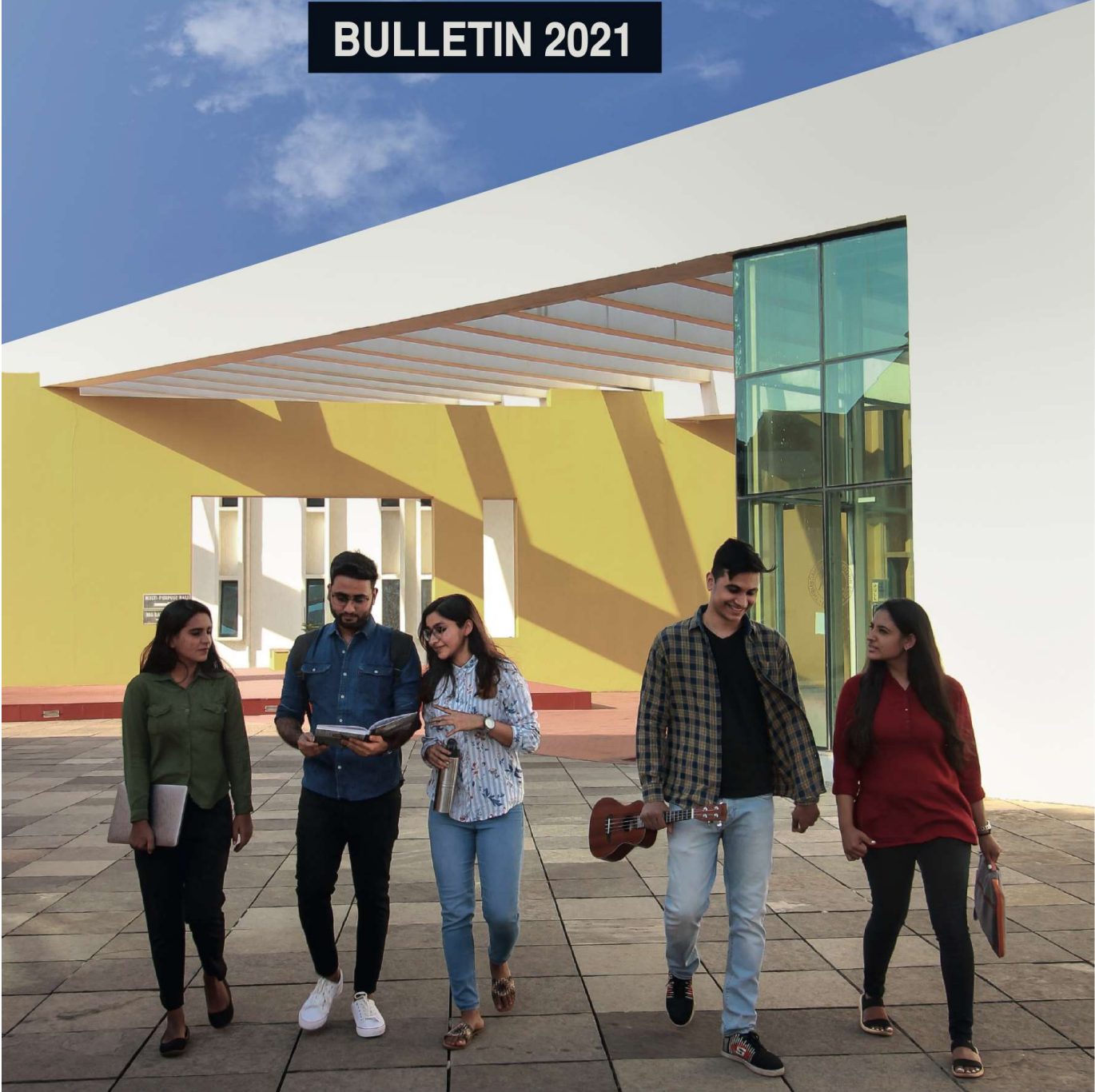




# GOA INSTITUTE OF MANAGEMENT

Learning Never Stops at GIM

## BULLETIN 2021



PGDM

PGDM-Healthcare Management

PGDM-Big Data Analytics

PGDM-Banking, Insurance and Financial Services

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Prof Ajit Parulekar

## Director's Message

Goa Institute of Management continues to create good world citizens who are responsible, responsive and remarkable leaders for businesses. The pandemic has reinforced in us our belief that 'learning never stops at GIM.' The year gone by has been a challenge amidst the worldwide pandemic and the need for rapid change, testing the resilience of the institute. Nonetheless, the GIM community continues our journey towards excellence and imparting learning to our students.

The entire GIM team rose up to the challenges posed by the Covid pandemic and the resultant lockdowns. Faculty of the institute transformed our teaching method and seamlessly moved everything to an online mode. Team GIM had to make rapid strides and put in huge effort in upskilling our faculty and staff, delivering classes online as well as fulfilling other academic and administrative activities including research and industry engagement. This year saw GIM surge ahead in terms of Research Publications as well as a large number of international collaborative sponsored research projects with leading institutions such as WHO, McGill University, Leeds University and German Development Institute.

We welcomed the 2020-22 batch in an online mode and got used to online as part of the new normal. Fortunately, at the time of writing this message, the uncertainty seems to be receding. Given the unique infrastructure problems in our country, and a true pan-India composition of the GIM student body, we had to adopt an unusual measure of offering hostel facilities to students with infrastructure issues in accessing online classes at their hometowns so that they can continue the education without interruption. Scrupulously complying with all safety requirements, we welcomed students joining from different parts of the country and gradually moved about 360 of our students to the campus at the time of writing this note, and more students continue to shift to campus. We strive to explore the possibilities of holding face-to-face classes in our classrooms with required social distance norms.

All student development activities continued in the online mode while leveraging their spread-out locations across the country. Students held their meetings, co-curricular activities including student festivals and guest lectures in the online mode, inviting world renowned figures to interact with GIM students. Our globally renowned Distinguished Professors' initiative featured faculty members from across the globe interact with our students and faculty members. We also extended the benefit of the interactions to the larger academic community outside GIM through electronic connectivity.

We added our fourth full-time PGDM programme this year covering the crucial sector of Banking, Insurance and Financial Services (BIFS). The programme has been designed with significant inputs from practitioners and has a large learning component in the project mode working with various corporates. The pioneer batch of students joining BIFS programme is already in its second term of studies, and is doing really well.

Our Fellow programme for scholars pursuing research in different management disciplines for a doctoral qualification began this year. We hope to build a top-quality research programme.

The flagship PGDM programme built on long years' excellence in management education continues to make its mark in nurturing business leaders with personal integrity, social responsibility and global outlook. Our students get a thorough understanding of Indian business reality and a deep international perspective. With added International linkages, we deepen this perspective. We, of course, continue to have an excellent placement record and alumni occupying prestigious positions as executives and entrepreneurs. The Healthcare Management (HCM) and Big Data Analytics (BDA) programmes are now recognised in the academic and corporate world as being among the top programmes in the country. The BDA programme was ranked 2nd in the country by Analytics Insight and 4th in the country by Analytics India Magazine.

Atal Incubation Centre saw many-fold rise in number of startups last year. We have 31 startups now. The centre has a dedicated vibrant building of its own in the campus for office and workspace for potential incubating businesses.

I welcome students joining 2021-2023 batch and look forward to their journey of learning, interactions, self-improvement, cultural sensitisation and enjoying a vibrant campus life.

# About GIM

We believe that the learning never stops at GIM. Our motto is to prepare our students to be responsive and responsible leaders, making a difference in the society. In 2018–19, GIM celebrated 25 years of imparting knowledge to the country's future corporate leaders. To us, the process is as important as the results; therefore, we emphasise on ethical practices in all our projects. As we are located at the foothills of the Sahyadri range in a 50-acre scenic campus, our outdoor learning complements classroom learning. Students learn creativity through theatre, sports, and simulation games.

GIM is an autonomous body approved by the norms of AICTE (All India Council of Technical Education) which offers two years full-time residential PGDM programmes, i.e., PGDM, PGDM-Healthcare Management (HCM), PGDM-Big Data Analytics (BDA) and PGDM-Banking, Insurance and Financial Services (BIFS) as well as the Fellow Programme in Management (FPM). In 2020, we launched the first batch of PGDM-Banking, Insurance and Financial Services, designed to meet the career advancement aspiration in the financial sector. The programme for working executives, PGDM-Part Time is a non-residential programme carried out over weekends for student managers.

We have consistently focussed on diversity, pedagogy and curriculum led by innovative programmes like GiveGoa for PGDM and HCM students, one full day of CSR every Thursday and Healthcare Thursdays (Know Your Healthcare Provider-KYHP) for PGDM-HCM students. Similarly, the students of PGDM-BDA have focussed learning and extensive field work exposure to Data Science.

Apart from the classrooms and CSR, the students learn from peer interaction, informal communication with faculty members, and by managing the activities in the institute. Students are also encouraged to take up one of the European languages, which earns them a diploma from respective language organisations.

GIM celebrates bonding and connections with over 4,000 of its influential alumni located in more than 15 countries across the globe. GIM continues to maintain 100% placements from the past many years. We have our students placed and interned in all major corporates in India as well as abroad.

We have a world-class faculty, industry experts, and veteran academicians to deliver the best knowledge. We have 70+ full-time highly-qualified and experienced faculty, many of whom are from the industry sector. These faculty provide practical experience through various classes and industry interactions.

Life at GIM is bubbling with energy owing to the sports and cultural activities planned and conducted by the students. The range of activities is an amazing mosaic of filmmaking, choir, orchestra, movie club, theatre, quizzing, celebration of festivals and 'learning with fun.' A galaxy of leaders from all walks of society, both nationally and internationally, visit GIM and share their insights with students and provide invaluable knowledge and motivation. A spirit of competitiveness is instilled in the students through a series of competitions of business analysis, current affairs, sports and cultural events.



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Learning never stops at GIM

## International Collaborations and Linkages

- CLSBE (Catolica Lisboa School of Business and Economics), Lisbon
- ISCTE, Lisbon, Portugal
- Lappeenranta University of Technology, Lappeenranta, Finland
- Universiteit Antwerpen, Antwerp, Belgium
- Kansas University School of Business, Kansas, USA
- Warsaw University Technology Business School (WUTBS), Warsaw, Poland
- Sapir College, Israel
- CUNEF, Madrid, Spain
- North South University, Dhaka, Bangladesh

## National Collaborations and Linkages

- Confederation of Indian Industry
- Goa Management Association (Constituent of AIMA)
- India International Center
- Goa NIPM (life member)
- Academic Collaboration - AIMS, AMDISA, EPSI

## Approvals and Accreditations

Approved and Accredited by



Pursuing Accreditations



Member



Learning never stops at GIM

03

# Full Time Programmes



## Post Graduate Diploma in Management

The Post Graduate Diploma in Management at GIM prepares future leaders and managers by focussing on creating a co-learning experience. The course is structured in a way that the students are familiarised with different areas like Human Resources, Operations and Supply Chain Management, Financial and Marketing Management.



## Post Graduate Diploma in Management Healthcare Management

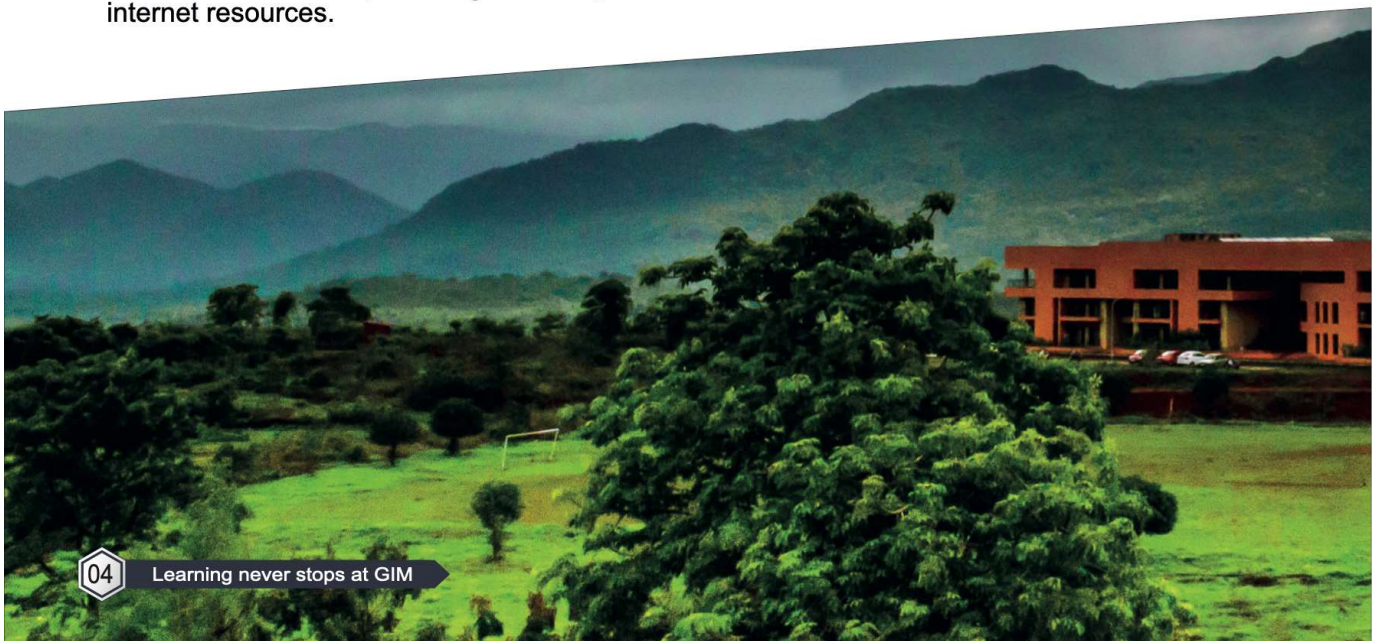
The Healthcare Management programme focusses on building diligent professionals for the business, a rapidly changing health care industry. The programme builds on the established strength of the core curriculum along with enhanced exposure through GiveGoa and Know Your Healthcare Provider (KYHP).

### Teaching Pedagogy

To develop specific skills, different learning methods – from problem analysis, case studies in groups, and simulated games to small group seminars and 'laboratory' exercises – are appropriately used. To facilitate the learning process, students are provided with ready access to the institute's electronic databases, learning material, and internet resources.

### Social Responsibility

Covered widely by Indian media, initiatives such as, GiveGoa project, Know Your Healthcare Provider (KYHP) and the international exchange programmes strive to make a GIM participant aware of her/ his social responsibilities as a human being and a global manager in making.



04

Learning never stops at GIM

# Full Time Programmes



**BDA**

## Post Graduate Diploma in Management Big Data Analytics

Big Data Analytics is focussed towards not just imparting holistic managerial knowledge but also preparing the students to apply this skill for drawing meaningful insights out of the data. The programme is the right blend of industry exposure, with a five-month internship and research ecosystem, supported by a BDA lab to carry out experiments and research in data analytics.



**BIFS**

## Post Graduate Diploma in Management Banking, Insurance & Financial Services

The objective of the Banking, Insurance and Financial Services programme ensures flexibility in quickly adapting to the dynamic financial ecosystem. Regular engagement with industry stalwarts through classroom lectures, seminars, and one-on-one mentorship helps students better understand how banks and financial institutions function.

### Faculty and Research

The courses are delivered by thought leaders, seasoned industry experts, and veteran academicians at GIM. A GIM course participant draws from the web of ideas and experiences of 70 full-time faculty members and 50+ visiting professors.

### Influential Community

GIM celebrates bonding and making connections! Conversations with one another during the programme often translate into lifelong friendships and business opportunities. You will join the GIM family of over 4000 influential alumni located in more than 15 countries across the globe.



Learning never stops at GIM

05


**PGDM**

# Post Graduate Diploma in Management

## Curriculum

The curriculum, comprising six terms, constitutes a judicious mix of core and elective courses. In the first year, students participate in the unique GiveGoa project that helps them to become more socially aware and responsible towards society. Students also pursue the Summer Internship Project (SIP) spread over 8 to 10 weeks. The SIP is meant to bridge the gap between institutional delivery of knowledge and contemporary organisational practices. GIM's Student Exchange Programme provides selected students the rare opportunity to pursue academic internship with global partner institutions. The Joint International Internship Seminar (JIIS) enables selected students from the University of Antwerp and our first year students to work together on live projects in organisations in Goa. Some students may qualify to do a Course of Independent Study on a subject of relevance and interest to their career under the guidance of a full-time faculty.

## Dissertation

Students who meet the eligibility criteria can submit a Masters Level Dissertation instead of a three-credit elective course under the guidance of a faculty mentor. The dissertation allows the students to explore deeply a managerially pertinent research question of interest and relevance to the student.

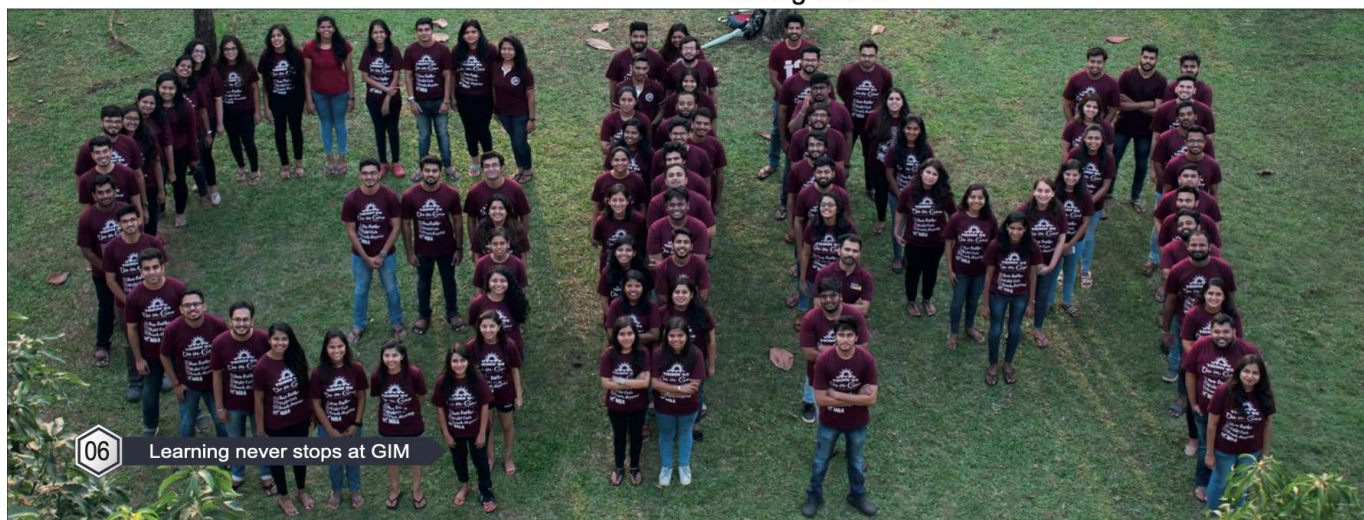
## Summer Internship Project

An eight to ten week programme, the summer internship provides an integrated opportunity for students to apply classroom learning in an industry environment. During the internship, the student contributes to the organisation's objectives by working on an identified problem area and documenting the work and outcome. On successful completion, the student submits a report which is evaluated by an evaluation committee. The GIM Alumni Association has instituted a Gold Medal for the best Summer Project.

## GiveGoa A CSR Initiative

The GiveGoa initiative aims to promote social responsibility among GIM students through service to the less privileged communities and thereby contribute to a more inclusive society. It is operationalised as a compulsory 4-credit course "Social Responsibility and Action" in the first year. The course has two components: a 3-credit experiential project with partner organisations (such as banks and NGOs) and 1-credit classroom learning experience.

Last year, we had 18 clients offering 40 projects which are implemented under 5 themes. These themes are Agriculture and Animal Husbandry, Education, Environment, Health and Sanitation and Waste Management.







**PGDM**

# Post Graduate Diploma in Management

## Course Structure - First Year

### Term 1

Managerial Economics  
 Business Communication  
 Managerial Statistics  
 Operation Management  
 Marketing Management - I  
 Individual Behaviour in Organisations  
 Financial Accounting for Management  
 Social Responsibility and Action

### Term 2

Operations Research  
 Marketing Management - II  
 Cost and Management Accounting  
 Financial Management - I  
 Macro Economics  
 Business Communication  
 Interpersonal & Group Process  
 Human Resource Management  
 Organisational Structure & Design

### Term 3

IT for Managers  
 Big Data Analytics  
 Business Communication  
 Research Methods  
 Business Ethics  
 Business Law  
 Financial Management - II

**PGDM****Post Graduate Diploma in Management****Elective Courses - Second Year****Marketing**

Blue Ocean Strategy  
 Business to Business Marketing  
 Brand Management  
 Consumer Behaviour  
 Consumer Judgement & Choice Models  
 Customer Relationship Management  
 Digital Marketing  
 Integrated Marketing Communication  
 Marketing Analytics & Implementation  
 Marketing Research  
 Neuro Marketing  
 New Product Development  
 Pricing  
 Retail Marketing  
 Rural & BoP Marketing  
 Sales & Distribution Management  
 Services Marketing  
 Social Marketing & Engineering for Sustainability  
 International Marketing

**Finance**

Bank Credit Management  
 Banking  
 Behavioural Finance  
 Computational Finance using R & Python  
 Corporate Taxation  
 Entrepreneurial Finance  
 Financial Communication & Investor Relations  
 Financial Data Analytics  
 Financial Derivatives  
 Financial Institutions & Financial Markets  
 Financial Modelling using Spreadsheets  
 Financial Planning & Wealth Management  
 Financial Reporting & Analysis  
 Financial Risk Management  
 Fintech  
 Fixed Income Securities  
 Insurance  
 Merger & Acquisition  
 Project Appraisal & Finance  
 Security Analysis & Portfolio Management  
 Technical Analysis  
 Valuation

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Learning never stops at GIM

**PGDM****Post Graduate Diploma in Management****Elective Courses - Second Year****General Management**

Assessing Demonetisation  
 Assessing Government Finances  
 Assessing the Goods & Services Tax  
 Capstone Simulation (Core Course)  
 Corporate Governance  
 Creativity, Innovation & Design Thinking  
 Effective Negotiations  
 Entrepreneurship  
 International Business  
 Leadership Spiritual Quotient the Vedic Way  
 Lyrics and Management  
 Strategy Implementation  
 Strategic Management (Core Course)  
 The Science of Happiness

**IT / Operations**

Advance Supply Chain Management  
 Advanced Business Analytics  
 AI for Managers  
 Blockchain Strategy  
 Business Analysis  
 E-commerce  
 IT Consulting  
 Logistics Management  
 Materials Management  
 Operations Strategy  
 Project Management  
 QE & Lean - Six Sigma  
 Revenue Management  
 Service Supply Chain Management  
 Strategic Account Management  
 Supply Chain Analytics  
 Supply Chain Management  
 Technical Bid Management & Pre-sales in  
 the IT Industry  
 Technological Innovations in Management  
 Theory of Constraints

**OB / HR**

Change Management Simulation Course  
 Compensation & Rewards Management  
 Competency Mapping & Assessment Centre  
 Counselling & Emotional Intelligence  
 Diversity at Workplace  
 Employment Law  
 HR Analytics  
 Industrial Relations  
 International HRM  
 Leadership in Organisations  
 Learning & Development  
 Negotiation & Mediation for HR Managers  
 Organisational Development  
 Performance Management  
 Personality Assessment for  
 Self-improvement  
 Recruitment & Selection  
 Strategic HRM  
 Talent Management

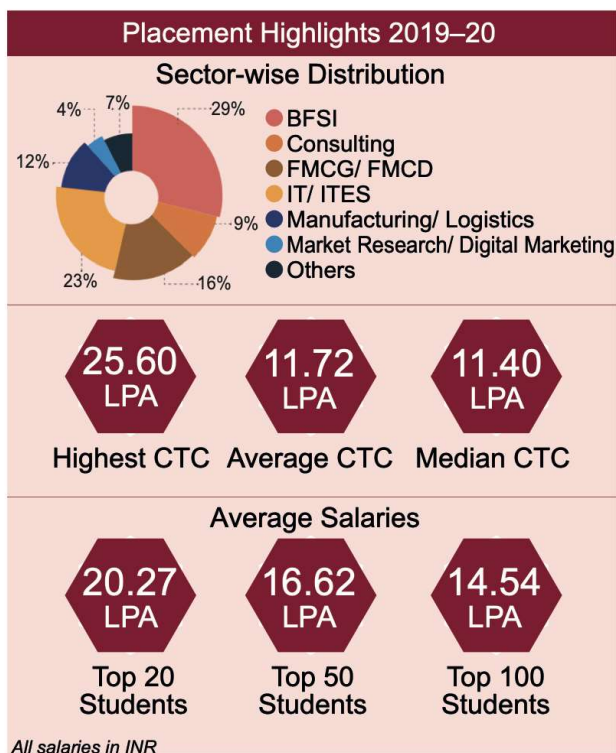


# Post Graduate Diploma in Management

## Placement and Career Development

For 26 years now, GIM has consistently been at the forefront of industry excellence, nourishing student communities to bear the torch of conscious leadership. The bar is raised time and again with 2019 seeing a phenomenal growth in average salaries and a hearty expansion of our portfolio of recruiters. The unique qualities GIM students have to offer have attracted organisations across a multitude of sectors.

Over 70 industry leaders and pioneers made a total of 256 offers to a talented pool of 240 students. We are immensely grateful to our family of recruiters who have always placed faith in the collective qualities and value additions that GIM students bring with them. The year saw an increase of 12% in the average salary to 11.72LPA. Despite economic hurdles, boosts in these metrics along with the trust of our recruiting partners will continue into the coming years.



## Our Top Recruiters




**PGDM**

# Post Graduate Diploma in Management

## Students Speak



**Aditi Raikar**  
PGDM - 2019–21

I am an Electronics and Telecommunication Engineer and worked at TCS before joining GIM with an inclination towards Human Resources Management. The Summer Internship opportunity at Reliance Industries Limited opened the doors for a yearning for HR knowledge. Along with the professional and academic development and informal learning, the diversity at GIM and the peer learning culture moulded me to become a well-groomed HR professional.



**Om Prakash Verma**  
PGDM - 2019–21

I got admitted at GIM through the Achiever's Round. Since joining, I've faced multiple ordeals, learnt things I had never heard of and made some good friends. Along with four of my teammates, I reached the National finals of Global Management Challenge-World's largest management and strategy platform. GIM has provided me with great opportunities and an encouraging platform to evolve into a better version of myself.



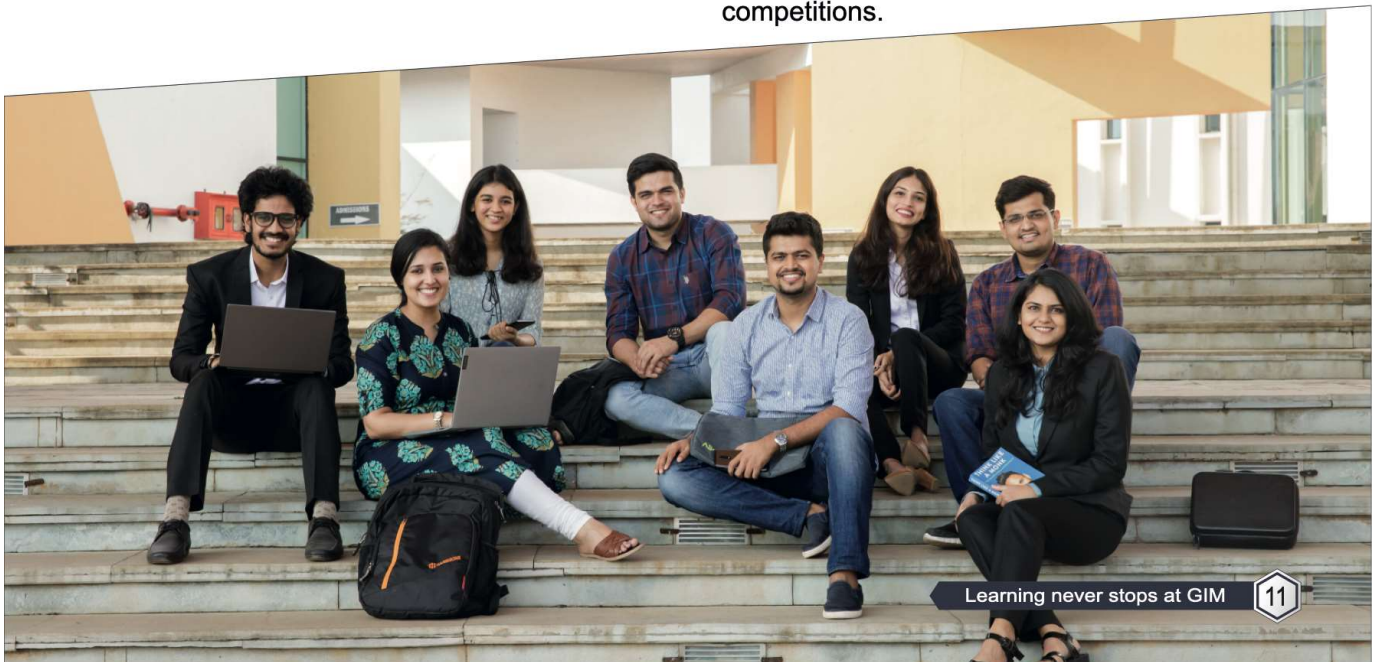
**Ridhi Bajoria**  
PGDM - 2019–21

My GIM journey has been enjoyable and memorable, with some amazing friends by my side and the guidance from renowned faculty members. Having completed my CFA Level 1, an MBA in Finance helped me gain a sound understanding of the financial structure prevalent in India. I participated in the CFA research challenge with four of my fellow batchmates and we were able to win the campus round.



**Somit**  
PGDM - 2019–21

GIM has become my second home. We started with a well-structured induction programme followed by an intense curriculum which helped me improve business acumen, time management and overall personality. Best part was the diversity on campus, that brought many views under one roof, enhancing our discussions. The academic knowledge coupled with support from professors and interaction with industry leaders helped me make the best out of my summer internship and varied B-school competitions.



Learning never stops at GIM

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**BDA****PGDM - Big Data Analytics****Big Data Analytics  
in GIM**

Big Data Analytics (BDA) has created a new paradigm of facts-based or data-driven decision making in management. The business world has recognised its prowess and many companies have already adopted it varyingly. However, BDA is not only confined to businesses, but also holds a huge promise to serve governments in policy formulation. After a careful study of the prevailing market for analytics education in the country, GIM observed that most courses cater to the current business needs for having skilled personnel to handle tools and techniques in vogue today. Therefore, even the B-schools that have embarked upon this BDA bandwagon, have largely taken a technology route. GIM, consistent with its mission to nurture leaders for sustainable business, decided to incorporate BDA in its new curriculum without losing the management orientation. The vision for this programme is to prepare future-ready managers well-versed in BDA having a hands-on experience of handling current tools and techniques to effectively manage their respective domains.

**Curriculum**

A unique two-year, full-time course leading to a Post Graduate Diploma in Management (PGDM) in Big Data Analytics was evolved with extensive research and discussions with a cross-section of practitioners and academicians in India and abroad. This was validated by a 10-member Board of Studies comprising people of eminence from industry and academia. The programme is structured to have a proper mix of business knowledge and BDA-related experience. The course provides an intensive interface with practice by way of minimum two guest lectures of practitioners in each course apart from tutorials/ workshops in select areas. The course also embeds a five-month long Industry Internship with well-known companies which provides students an opportunity to work on practical analytics projects in actual business environments.

**BDA**

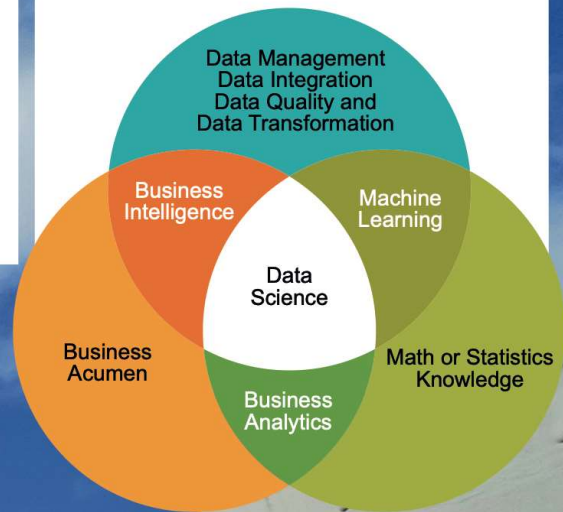
# PGDM - Big Data Analytics

## Industry Internship Project

After completion of three terms on the campus, students are required to immediately join their respective companies to complete their Internships for five months. Each Internship is mentored by a GIM faculty and a company executive. Both of them closely supervise the performance and assess the progress of the students on a predetermined rubric. The Company Executive has 50% weightage and the other 50% is internally determined on the basis of the mentoring faculty and the project presentation.

## Data Science Ecosystem

Schematic Representation of the Confluence of Data, Business and Computers



**BDA****PGDM - Big Data Analytics****Course Structure****Term 1**

Statistics for Analytics  
 Managerial Economics  
 Managerial Accounting  
 Data Preparation, Integration & Querying (SQL&ETL)  
 Strategic Analytics  
 Programming Lab

**Term 2**

Predictive & Prescriptive Analytics {R}  
 Introduction to Big Data Ecosystem  
 Marketing Management  
 Finance for Managers  
 Mathematical Models for Management Decision  
 Design Thinking Big Data Lab

**Term 3**

AI & Machine Learning (Python)  
 Story Telling Using Data & Visualisation  
 using Power BI & Tableau  
 Operations Management  
 Analytics Project Management  
 Behavioural Economics  
 HR Analytics  
 Programming Lab

**Term 4**

Industry Internship Project for 5 months  
 (Please refer to Page 13 for details.)

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Learning never stops at GIM



**BDA****PGDM - Big Data Analytics****Term 5 - Core Subjects**

Ethics & Governance Issue in Big Data  
 Advance Machine Learning  
 Robotic Process Automation  
 Capstone Business Simulation  
 Blockchain  
 + 3 Elective Subjects

**Term 5 - Elective Subjects**

Financial Analytics  
 Financial Derivatives  
 Analytics for Pricing & Revenue  
 Marketing Analytics  
 Public Policy Analytics  
 Healthcare Analytics  
 Customer Analytics

**Term 6 - Core Subjects**

IOT Analytics  
 Cloud Computing & Cyber Security  
 Social Media Analytics  
 + 4 Elective Subjects

**Term 6 - Elective Subjects**

Credit Risk Analytics  
 Valuation Analytics  
 Fraud Detection in Banking & Insurance  
 Financial Econometrics  
 Supply Chain Analytics  
 Energy Analytics  
 Manufacturing Analytics  
 Transportation Analytics

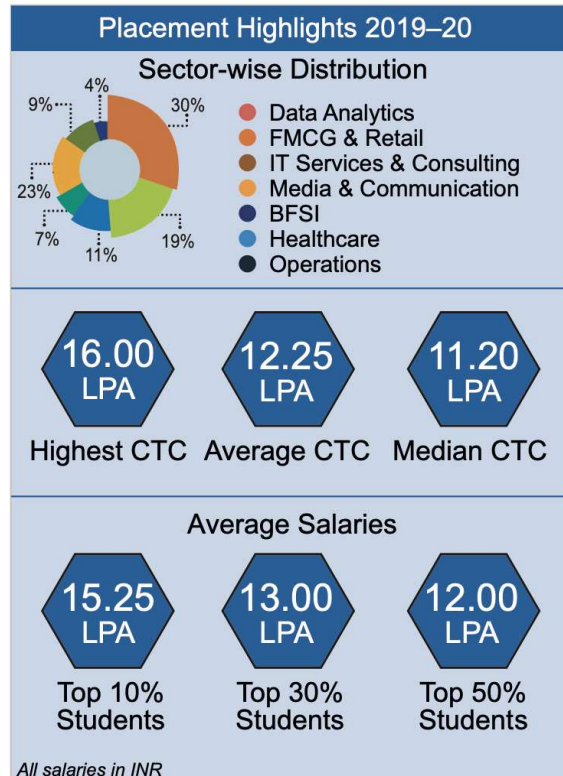
**BDA**

# PGDM - Big Data Analytics

## Placement and Career Development

The placements of BDA programme students are handled by a selective committee of students who work relentlessly and with utmost dedication. There is a faculty in-charge of the placement who supervises this committee.

The placement committee handles various tasks related to placements such as reaching out to potential recruiters and inviting them for conducting campus recruitment interviews, talks and seminars. These activities are conducted both for final placements and summer internship placements. The students go through a 5-month rigorous internship which is a learning and development process in itself. Some students receive Pre-placement offers every year based on their performance during the internship. 100% of the students of the last graduating batch have been placed. The analytics sector can offer some of the most exciting career opportunities for management professionals. There is a diverse range of roles that BDA students have taken up. The feedback received from students regarding their jobs and career growth is overwhelming.



## Our Top Recruiters



**BDA****PGDM - Big Data Analytics****Students Speak**

**Aparna Pathak**  
BDA - 2019–21

After graduating from University of Delhi and gaining experience on industry skills, I knew I had to work on decision making based on technology and data. Throughout my GIM journey, I worked closely with people from different backgrounds and talents which inculcated critical interpersonal skills, enhanced my appreciation for diversity and prepared me for succeeding in a cross-cultural environment.



**Carl Fernandes**  
BDA - 2019–21

Hailing from Goa, it was a dream-come-true to be at GIM. The Big Data Analytics programme developed my analytical skills. The perfect blend of management and analytics in the coursework coupled with a five-month internship enabled me to become a data-fluent manager of tomorrow. Qualifying as a finalist in a National Hackathon and participating in India's largest Analytics conference, Cypher 2019, encapsulates my journey at GIM.



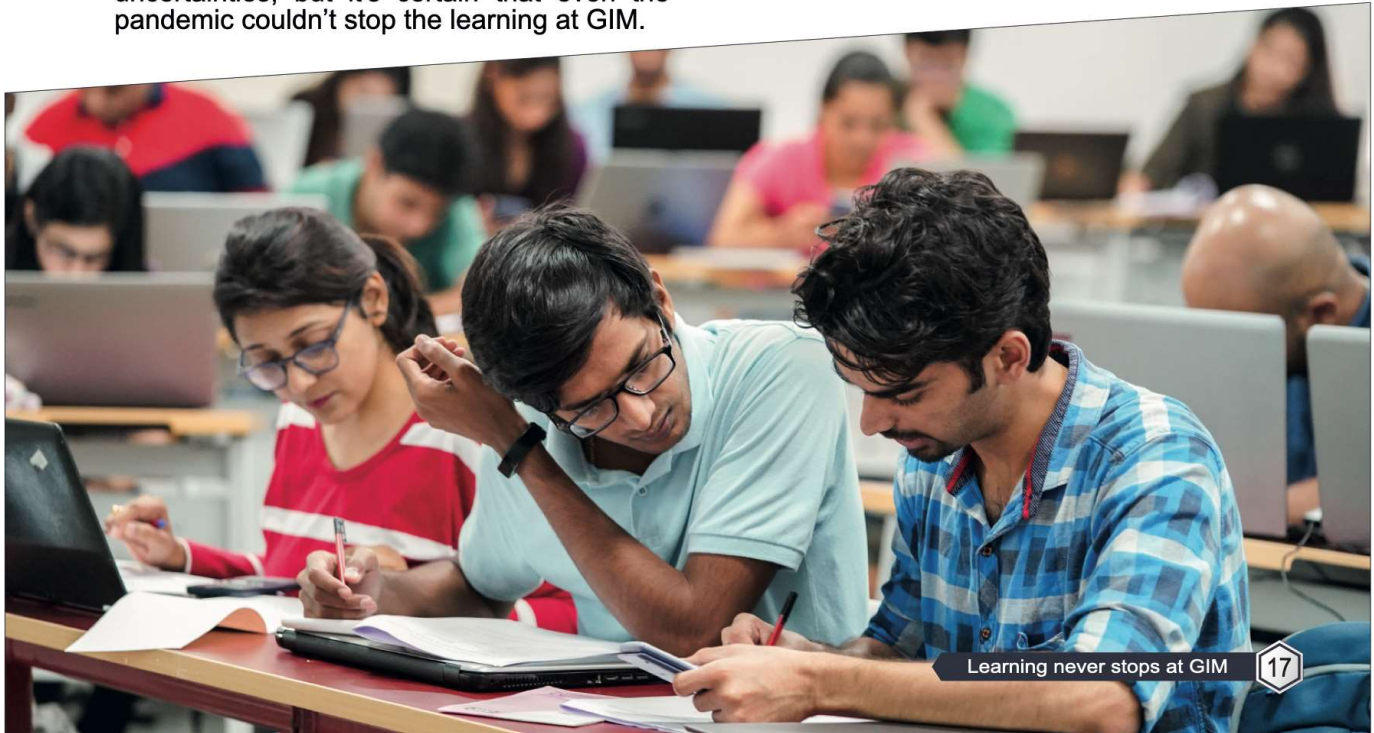
**Aryamadev Das**  
BDA - 2020–22

It has been an amazing and insightful experience so far with GIM. It involved blending into a truly diverse class, aiming to become a data-fluent future leader under the able and top-notch guidance of our esteemed faculty members and backing decisions with hands-on experience in data and analytics. My journey started amidst a lot of uncertainties, but it's certain that even the pandemic couldn't stop the learning at GIM.



**Shradha Patnaik**  
BDA - 2020–22

Being part of the GIM family, I realise how holistically I have developed as a student and as a human being because of the co-curricular activities offered here. The plethora of courses has helped me embrace the newness of the curriculum that I had never experienced before.



Learning never stops at GIM

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**HCM****PGDM - Healthcare Management****Prospects for HCM Professionals**

As per a McKinsey report on the impact of Covid19, Healthcare and Pharmaceutical companies have been least affected during this period. Following this, these industries enjoy a positive sentiment in the share market as well. The government is also planning to increase the healthcare expenditure from about 1.6% currently to 2.5% of GDP by 2025.

Workforce demands will increase in healthcare analytics, health insurance, healthcare IT, digital marketing, digital sales, applications of drones and other emerging technologies in the sector as a result of the COVID lockdown and accelerated digitalisation. Healthcare management professionals will see newer possibilities and scope in the industry. While everything else seems to be grim, this is definitely an opportunity for anyone who is looking at a fulfilling (and well-paying) career option in healthcare. The pandemic has made healthcare institutions realise the importance of management in healthcare, which cannot only make the system far efficient, but can also improve patient care. This will propel the need of trained healthcare management professionals and provide a lucrative career opportunity for many.

**Curriculum**

The HCM programme has been carefully structured after considering industry needs, existing gaps and future requirements. The courses under the programme are a blend of management and healthcare, which makes it an application-based management programme, a concept widely prevalent in developed countries.

The entire programme is divided in 6 terms (3 each in the first and second years). Each term is of approximately 3 months.

These courses are divided into two groups; core and elective. The core courses are a mix of management as well as healthcare domain courses. The elective courses are offered depending upon specific industry requirements and students' interest. The students are also exposed to etiquette and grooming which helps in developing cultural and social sensitivity in dealing with different healthcare contexts.

**Healthcare Thursdays KYHP**

A large portion of the HCM programme focusses on developing practical learning amongst students. For this, a practical field-based course is conducted in terms 1, 2 and 3, named 'Know Your Healthcare Providers (KYHP)'. This course provides extensive exposure to the functioning of the healthcare industry through a first-hand experience of working closely with hospitals, pharmaceuticals, medical devices, public health organisations and other healthcare institutions. Every Thursday, students observe and study the working of an organisation to experience the practices in the health sector. The Healthcare Thursday programme goes beyond the typical 'Industry Visits' by including structured tasks and analysis that student groups study and perform in these professional healthcare environments. Student groups are guided by GIM faculty members and managers at the healthcare facility.

**GiveGoa Health**

This field-based course attaches second year students to a specific NGO in the healthcare field. Student groups visit the NGO every Thursday and work along with them for a social cause related to healthcare. The objective is to sensitise students on social aspects, so that later in their career they not only grow professionally but also appreciate socially inclusive growth.


**HCM**

## PGDM - Healthcare Management

### Summer Internship Project

Students undergo an intensive 10-week industry-based summer internship at the end of the first year to get practical exposure of the principles and concepts of management learnt in classroom. With our wide industry network, students get an opportunity to undergo internships in the most reputed healthcare organisations in the country. The internship is well-structured towards gaining utmost practical experience of working in a healthcare organisation with a faculty from GIM and a supervisor from the organisation assigned as a guide for every student. Besides being a practical learning opportunity, it often benefits the student through stipend and also paves the way for final placement of the student within the organisation.

### Sectoral Project

In term six, each student undertakes an independent industry-related sectoral project relating to healthcare. The sectoral project prepares the student with elaborate understanding of the business scenario in the healthcare sector.



Learning never stops at GIM

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**HCM****PGDM - Healthcare Management****Courses Offered****Management Courses**

Organisational Behaviour  
 Financial Management for Healthcare  
 Human Resource Management in  
 Healthcare  
 Strategic Management in Healthcare  
 Healthcare Operations Management  
 Marketing Management  
 Healthcare Accounting  
 Research Methods in Healthcare  
 Legal Environment for HC Industry  
 Bio-statistics & Operations Research  
 Management Communication  
 Ethics & Corporate Governance

**Healthcare Courses**

Healthcare Systems & Structure  
 Managed Care  
 Healthcare Analytics  
 Managing Hospital Services  
 Healthcare Information Systems  
 Management of Research in Healthcare  
 Healthcare Services Delivery & Distribution  
 Principles of Epidemiology  
 Quality Management in Healthcare  
 Hospital Planning & Design  
 Medical Technology Healthcare Services  
 Marketing

**Elective Subjects**

Healthcare Informatics  
 Strategic Cost Management in Healthcare  
 Digital Marketing in Healthcare  
 Accreditation of Healthcare Organisations  
 Financing & Paying for Healthcare  
 Sales & Distribution Management  
 Pharmaceutical & Medical Device  
 Pharmaceutical Marketing  
 Applied & Behavioural Economics  
 New Product Development and Pricing  
 International Health  
 Medical Tourism  
 Health Policy  
 Branding in Healthcare  
 Leadership in Healthcare

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Learning never stops at GIM

**HCM**

# PGDM - Healthcare Management

## Placement and Career Development

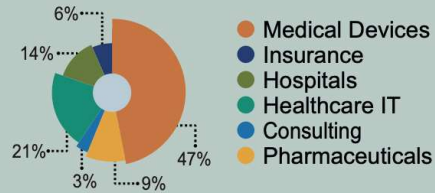
The placements of HCM programme students are handled by a committee of students which works under the supervision of the faculty in-charge of placements. The placement committee reaches out to potential recruiters and invites them for campus recruitment interviews, both for final placement and summer internship placement.

The PGDM-HCM batch (2019-2021) has secured 100% Summer Internships for the batch of 62 students. A good number of students achieve placement as a Pre-placement Offer (PPO). PPOs are generally received by students from their summer internship organisations based on their performance in the organisation.

Healthcare sector offers some of the most challenging yet rewarding careers to management professionals. There are a variety of roles under which the graduates of the HCM programme are employed. The career progression of HCM students also has been highly satisfying, with many of them getting promoted to higher levels within a 1-year time frame.

### Placement Highlights 2019-20

#### Sector-wise Distribution



**25.00 LPA**

Highest CTC

**10.10 LPA**

Average CTC

#### Average Salaries

**16.20 LPA**

Top 10% Students

**14.40 LPA**

Top 20% Students

All salaries in INR

## Our Top Recruiters

**HCM****PGDM - Healthcare Management****Students Speak**

**Dr Anjali Prabhu Chodnekar**  
HCM - 2020–22

GIM has provided me with a very conducive environment for transcending geographical boundaries even during pandemic times. The faculty guides me to subtly embark on a journey of self-transformation and capacity building. GIM training promotes analytical and critical thinking through interaction and “industry connect” keeping the students abreast with emerging technologies in healthcare management.



**Ashutosh Pandey**  
HCM - 2019–21

Looking back, GIM has been one of the best decisions of my life. The right exposure, environment and enthusiasm at GIM helped me transition into a Healthcare IT Professional from a Computer Science Engineer. The guidance from experienced professors helped me sail through the roadblocks to bring out the best in me.



**Diksha Pawar**  
HCM - 2019–21

Being a Goan, GIM was at the top of my priority list. I began my GIM journey with a spot-offer admission for PGDM HCM. Having involved with co-curricular activities and academics, I have witnessed my learning curve grow exponentially. As an active member of the Official band, OxyGIM and the HCM Placement Committee, I've learned things, which helped me be a much better version of myself.



**Tanmaye Sethi**  
HCM - 2020–22

Amidst the pandemic, the journey for our batch started on a very unusual note. Starting the course online has been an experience in itself. Although there were a lot of doubts initially about how everything would turn out, our faculty and seniors have been extremely thoughtful. The faculty members have been very creative with their pedagogy and it has been a transformation in the learning curve so far.



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GROUP 7



**BIFS****PGDM - Banking, Insurance & Financial Services****Prospects for BIFS Professionals**

The Banking and Financial Services space has grown significantly over the last two decades. Some statistics would help place this growth in context. Bank deposits have grown from mere Rs 7 lakh crores in the year 2000 to about Rs 122 lakh crores in July 2018. Mutual fund assets under management have witnessed a manifold increase from Rs 1 lakh crores to Rs 25 lakh crores in the same time. Average daily cash trades on the NSE have gone up from around Rs 2,000 crores in 2001–02 to over Rs 33,000 crores in August 2018, while market capitalisation of stocks listed on the exchange have multiplied from around Rs 6 lakh crores to over Rs 157 lakh crores.

While this growth has been impressive, India continues to be quite underbanked as a nation. One estimate of just the credit demand gap in the MSE sector by Deloitte stands at Rs 12 lakh crores. Apart from this, the increasing inclusion of the unbanked by way of PMJDY, the increasing formalisation of the economy post demonetisation and GST implementation are all drivers that are increasing demand for banking and financial services. These coupled with more emphasis on insurance for all citizens lead to a conducive background for further growth impetus to the sector.

Moreover, the insurance sector in India, despite facing some setbacks in terms of the ULIP scheme controversies, is back on the growth trajectory. The lack of premium penetration in the country, at about \$60 is very low in comparison to the global average of about \$350 and drastically less than the levels of above \$4,000 seen in the US and UK, thus, establishing a lot of opportunities for the sector to do much better in the future. Simultaneously, technology is proving to be a game changer. Though still at a nascent stage in India, the area of fintech is making rapid strides, as has been witnessed globally, and gradually becoming quite palpable in its presence in financial services.

**Curriculum**

The programme is a two-year full time one, with six terms. The overall structure of the programme is one that is highly involved with our organisational collaborations. We desire that the institute ties up with about 20 banks and financial companies so that each company offers internships over the summers and winters to about three students each, thus, accounting for the entire batch of 60 students.

PGDM- BIFS programme is divided into four parts- foundation course, first year and final year with an internship programme embedded in it which puts emphasis on practical and application-oriented learning supported by theories. This would be enabled by a significant proportion of domain courses being conducted by industry executives and practitioners.

**Summer Internship Project**

A key differentiator of this programme at GIM would be the integration of strategic industry partners during the course. These industry partners would provide the students with a pre-agreed format of extended internships, SIP exit guidance interactions, as well as mentoring in a specific domain of the business. This lengthier exposure would make the students job-ready as well as provide the organisations and students detailed opportunities for recruitment and selection. This would also provide the graduates a stronger position in getting more responsible roles and better compensation packages from the employing banks and institutions. The programme proposes an extended internship of 4-5 months to ensure sufficient exposure to corporate requirements and enable them to make a more informed decision on their electives.

**BIFS**

# PGDM - Banking, Insurance & Financial Services

## Course Structure - Year 1

### Term 1

Financial Reporting  
Microeconomics  
Financial Markets and Institutions  
Marketing Management  
Introduction to Econometrics  
Business Law  
Corporate Finance  
Management Communication - I  
Introduction to Excel

### Term 2

Macro Economics  
Retail Banking  
Financial Derivatives  
Management Accounting  
Fixed Income Securities  
Financial Econometrics  
Financial Modelling  
Management Communication - II

### Term 3

Corporate Banking  
Python for Finance  
Risk Management  
Services Marketing  
Insurance  
Data Visualisation  
FinTech  
Management Communication - III  
Excel VBA

### Term 4

Summer Internship Project for 4–5 months (Please refer to Page 23 for more details on SIP)

**BIFS****PGDM - Banking, Insurance & Financial Services****Course Structure - Year 2****Banking Specialisation****Core Courses**

Bank Treasury Management  
 Bank Credit Analysis & Management  
 Banking Regulation  
 Commercial Bank Management  
 Micro-finance, Rural & Social Banking  
 Risk Management in Bank

**Elective Courses**

Asset Liability Management  
 Credit Research & Analysis  
 Trade and Working Capital Finance  
 Banking Compliances  
 International Banking & Trade Finance  
 Structured/ Asset Financing  
 Infrastructure Project Appraisal & Finance (IPAF)  
 Credit Risk Modelling (CRM)

**Insurance Specialisation****Core Courses**

Principles of Insurance  
 Life Insurance  
 General Insurance  
 Regulation of Insurance Business  
 Insurance Operations & Claims Management  
 Underwriting

**Elective Courses**

Health Insurance Operations & Claims Management  
 Re-insurance Management  
 Life Insurance Accounts & Finance  
 General Insurance Accounts & Finance

**Information Technology Specialisation****Core Courses**

C Programming  
 Banking Technology  
 Payment Systems  
 Digital Technology in Lending Operations  
 Cyber Security and Defense  
 Introduction to Information Technology Act

**Elective Courses**

Internet Technologies  
 Cloud Computing  
 Computer Networks  
 Banking on Mobility & Social Media

**Financial Services Specialisation****Core Courses**

Equity Investments  
 Securities Regulations  
 Derivatives Pricing  
 Alternative Investments  
 Portfolio Management and Wealth Planning  
 Algorithm Trading

**Elective Courses**

Quantitative Finance  
 Financial Engineering  
 Accounting for Financial Assets  
 Tax Laws  
 Market Microstructure

**BIFS****PGDM - Banking, Insurance & Financial Services****Placement and Career Development****BIFS in GIM**

With a legacy of 25+ years GIM has made an impact in the BIFS space, which is evident from the placement figures of its flagship programme. The average salary of its graduates placed in the BIFS space is continuously improving. Highest salary offered in the BIFS space witnessed a significant jump in the last placement season with a package of Rs 24.37 lakhs per annum. The average salary is increasing along with the increase in the proportion of students getting placed in the BIFS space. During the last placement season, almost 40% of the graduates joined the BIFS sector.

At GIM, we emphasise on two dimensions to differentiate our offering from the existing programmes in the space: first, strategic tie-ups with industry partners and longer tenure internships, and second, focus on the technological underpinnings of new age of banking.

## Placement Statistics - BIFS Industry

**AVERAGE SALARY**  
(figures in lakhs)**HIGHEST SALARY**  
(figures in lakhs)

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**BIFS****PGDM - Banking, Insurance & Financial Services****Students Speak**

**Nikita Arora**  
BIFS - 2020-22

My PGDM-BIFS journey began with a spot-offer. The online experience has been transforming. This year we made the best out of virtual guest lectures and events. This course has helped me gain domain-specific knowledge along with many essential skills. The online infrastructure has ensured that we get guidance and assistance from professors as well as stay connected with our batchmates.



**Pushan Mukhopadhyay**  
BIFS - 2020-22

My GIM journey has been a mixture of a lot of firsts: from writing brief finance blogs to receiving the best finance article to learning programming from scratch, despite my finance background. With the cohesive environment and challenging curriculum, GIM has brought the best of my entrepreneurial mind by placing me in the E-cell.



**Charul Bansal**  
BIFS - 2020-22

I began my PGDM-BIFS journey virtually on 1st August 2020 and since then there's no looking back. The programme gave me a chance to share knowledge with diverse peers, attend guest lectures, participate in corporate case study competitions and live projects making me industry-ready. Being a part of the placements committee and interacting with industry stalwarts was an icing on the cake.



**Ghanshyam Jhanwar**  
BIFS - 2020-22

"Learning never stops at GIM" stands tall even after the havoc caused by the uncertain times. The rich faculty base and diverse peer learning opportunities have completely overhauled my knowledge and personality. The unparalleled experience here at GIM has opened endless avenues to display my calibre and make a difference.



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# Admission Procedure

The entrance exam for PGDM, PGDM (HCM), PGDM (BDA) and PGDM (BIFS) is the XAT exam run by XLRI Jamshedpur, CAT run by IIMs, GMAT run by Graduate Management Admission Council (GMAC) or alternatively the CMAT exam run by AICTE every year. Candidates must appear in at least one of these exams.

Candidates should have a minimum 50% aggregate marks (45% for candidates belonging to SC/ ST category) in a degree course of at least 3-year duration (or equivalent) recognised by the Association of Indian Universities/ AICTE. Candidates satisfying all requirements for the degree by 5th June 2021 may also apply. If an applicant does not complete all degree related requirements by 5th June 2021 or does not obtain 50% aggregate marks, the offer of admission will stand cancelled. Candidates in the last year of degree should have obtained minimum 50% aggregate in the latest examination.

The intake capacity for PGDM course is 240; for PGDM (HCM) course is 60; for PGDM (BDA) course is 120; and for PGDM (BIFS) course is 60.

For the PGDM-HCM programme, candidates without a background in medicine or allied fields at the undergraduate level can also apply.

## Procedure

Candidates seeking admission to GIM are required to observe the following procedure:

- Applicants to GIM are required to take the XLRI Admissions Test XAT 2021, or CAT 2020, or GMAT taken between 1st January 2019 and 14th January 2021. Applicants who appear for the CMAT exam in January 2021 may also apply. The cut-off percentage for these exams is moderated by the GIM faculty.
- Application forms can be obtained online on payment of application fee ranging from Rs 1500/- to Rs 4500/- depending on the programmes PGDM or PGDM (HCM) or PGDM(BDA) or PGDM (BIFS) and the time of application.

- Candidates for PGDM (BDA) will need to appear for an online aptitude test (called GIM Analytics Aptitude test, or, GAAT), organized by GIM to evaluate the candidates for BDA. The date for GAAT will be announced by GIM and informed to candidates invited for GAAT.
- For PGDM programme, a small number of candidates shall be selected for an early interview in Goa called “Achiever’s Round” in January 2021. The candidates called for Achiever’s Round will be eligible to apply for ACCESS Scholarships.
- Candidates selected for Achiever’s Round shall undergo individual assessment in group activity and face-to-face evaluation. The shortlisting for Achiever’s Round shall be based on profile and academic, co-curricular and career achievements of the candidate. Some of the candidates interviewed in Achiever’s round may get a spot admission offer on the day of the interview. Such offers will be subject to candidate securing stipulated score in competitive exams.
- This year face-to to-face evaluation process may be conducted online for general safety needs.
- The final selection for Achiever’s Round shall be made on objective assessment (40% weightage), the candidate’s past academic performance (15% weightage), work experience, if any, (10% weightage), performance in face-to-face evaluation (30% weightage) and Composite Diversity Index (5% weightage). This is subject to obtaining a desired proficiency in written communication and a minimum score for each evaluation component, except work experience. The objective assessment shall be based on XAT, CAT, GMAT or CMAT score.
- The final selection for Regular Round of PGDM shall be made on the basis of objective assessment (40% weightage), past academic performance (15% weightage), work experience, if any, (10% weightage), performance in face-to-face evaluation (30% weightage), and Composite Diversity Index (5% weightage).

- This is subject to obtaining desired proficiency in written communication and minimum score for each evaluation component, except work experience. The objective assessment for PGDM shall be based on XAT, CAT, GMAT, or CMAT score.
- All candidates who have applied for admission to PGDM, PGDM (HCM), PGDM (BDA) and PGDM (BIFS) will be shortlisted for face-to-face evaluation on the basis of their profile consisting of the entrance test scores, past academic performance and work experience for Interviews. Interview centers are Ahmedabad, Bangalore, Chennai, Delhi, Goa, Hyderabad, Indore, Kolkata and Mumbai (all centers are subject to availability). Interviews may be conducted in-person or online.
- The final selection for PGDM (HCM) shall be made on the basis of objective assessment (40% weightage), past academic performance (15% weightage), work experience, if any, (10% weightage), performance in face-to-face evaluation (30% weightage) and Profile Assessment Index (5% weightage). This is subject to obtaining desired proficiency in written communication and minimum score for each evaluation component, except work experience.
- The objective assessment for BDA shall be based on XAT, CAT, GMAT or CMAT score. The final selection for PGDM (BDA) shall be made on the basis of objective assessment (45% weightage), past academic performance (15% weightage), work experience, if any, (10% weightage), and performance in face-to-face evaluation (30% weightage).

This is subject to obtaining desired proficiency in written communication and minimum score for each evaluation component, except work experience. The objective assessment for BDA shall be based on GAAT score and XAT, CAT, GMAT, or CMAT score.

- The final selection for PGDM (BIFS) shall be made on the basis of objective assessment (40% weightage), past academic performance (15% weightage), work experience, if any, (10% weightage), performance in face-to-face evaluation (30% weightage) and Profile Assessment Index (5% weightage). This is subject to obtaining desired proficiency in written communication and minimum score for each evaluation component, except work experience. The objective assessment for BIFS shall be based on XAT, CAT, GMAT, or CMAT score.
- The academic year would begin in June 2021 and physical presence at this stage is essential.

For selection in the face-to-face evaluation process, the qualifying cut-off score will be lowered by 15 percentile points for candidates of Goan domicile/ origin. Documentary evidence of domicile/ origin is required to be submitted to the admissions office at the time of application. However, final selection will be based on merit on a level playing field.

**Please note:** Admission to the Goa Institute of Management is strictly on the basis of merit and no donation in any form is sought or accepted in connection with the admission. Any dispute concerning Admissions to GIM would be subject to jurisdiction of the competent courts within the territorial jurisdiction of Panaji only.



# Scholarships and Loans

## GIM - ACCESS Scholarship

- ACCESS award is offered to meritorious students who excel in our selection process and demonstrate proper attitude to learning and promise for a good use of the award.
- GIM offers forty scholarships, each amounting to four lakh rupees.

## GIM - MBBS Scholarship (GMS)

- GIM offers GIM-MBBS Scholarship (GMS) to candidates holding MBBS degree admitted into PGDM in Healthcare Management (HCM).
- GIM offers five scholarships, each amounting to four lakh rupees.

### TERMS AND CONDITIONS

- As the awardees are chosen from the list of students who make prescribed advance payment, out of the advance payment one lakh rupees will be treated as deposit for participating in the scheme.
- A candidate forfeits the deposit of one lakh if he/ she does not join GIM, or, discontinues the studies, after accepting the scholarship offered to her/ him.
- Both, the deposit and the award, shall be adjusted against the fee payable, or as decided by the Institute.
- Scholarship is given in two instalments, 50% in the first year and the rest in the second year, which is subject to the academic performance (CGPA of 5.6 or above) and conduct of the awardee.
- If an awardee's academic performance or conduct is not satisfactory to the expectations of the management, the release of the second instalment will be stopped.
- Winners of ACCESS will not be eligible to apply for the Tuition Fee Waiver scheme.
- GIM reserves the right to offer and implement the award; in this process, the decision of the Director of GIM is final.

## Loans

Studying at GIM involves minimal amount of cash out-flow for most students. Students can finance their study through a number of banks/ financial institutions.

State Bank of India, Bank of India and HDFC Bank offer loans to GIM students at favourable terms.

### TERMS AND CONDITIONS

- The candidates should have been admitted only into PGDM in Healthcare Management (PGDM-HCM) course.
- Candidates should have obtained their MBBS degree from a recognised university/ college with a high score/ class.
- Scholarship is given in two instalments, 50% in the first year and the rest in the second year, which is subject to the academic performance (CGPA of 5.0 or above) and conduct of the awardee.
- If an awardee's academic performance or conduct is not satisfactory to the expectations of the management, the release of the second instalment will be stopped.
- Winners of GMS will not be eligible to apply for the Tuition Fee Waiver scheme.
- GIM reserves the right to offer and implement the award; in this process, the decision of the Director of GIM is final.

## Tuition Fee Waiver

All students whose family income is less than Rs 8 lakhs per annum are eligible. The Tuition Fee Waiver may be awarded to deserving students subject to a maximum of 5% of the students admitted.

The award shall be based on assessment of the financial need, considering total family income and economic condition of the family. The awardees would get a full waiver of the Tuition Fees.



# Fee Structure - 2021-23

## Programme Academic Fee\*

### PGDM/ HCM/ BDA/ BIFS- Full Time

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI	Total
Admission Fee	55000	-	-	-	-	-	55000
Academic Fee	275000	275000	275000	275000	275000	291000	1666000
Fee Payable	330000	275000	275000	275000	275000	291000	1721000

Of the total given above, the Tuition Fee component is Rs 1110000/-

### REFUNDABLE CAUTION DEPOSIT - Rs 25000/-

The Caution Deposit will be refunded to the students after they have left the institute, and on verification that no dues are outstanding. An amount of Rs 5000/- will be deducted from the refundable caution deposit on graduation and credited as membership fee to the GIM Alumni Association. Fees once paid is not refundable.

## Hostel Fee\*

### Double Occupancy- Non AC

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI
Hostel Fee Payable	41500	21500	21500	21500	21500	21500

### Single Occupancy- Non AC

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI
Hostel Fee Payable	45500	25500	25500	25500	25500	25500

### Single Occupancy AC with bath attached

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI
Hostel Fee Payable	81500	61500	61500	61500	61500	61500

Allotment of room is subject to availability and at the discretion of the Institute. The fees for the room allotted will be applicable.

\*All the figures are in Rupees.



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# International Admissions

GIM welcomes students from anywhere in the world who aspire for cutting-edge business education while located within the natural surroundings of picturesque Goa. With campus placements and summer internships, all the programmes are suitable and contemporary for a student of any nationality. In addition, Goa is a very diverse and inclusive society with a rich history that has shaped a very accommodating culture of the present. It is one of the most popular tourist destinations of India and boasts of scenic beauty and exotic cuisine. It is also a home to numerous industries as well as India's best healthcare services.

## Scholarships

For international students from:  
i) Other SAARC countries  
ii) Africa

GMAT Score	Scholarship Amount
700 and Above	US \$ 10125 per year
651 to 700	US \$ 6750 per year
601 to 650	US \$ 4050 per year
551 to 600	US \$ 2700 per year
530 to 550	No Scholarship
Below 530	Not Accepted

## Eligibility

- The student must be a foreign national or NRI. Foreign national is defined as someone who has a passport issued by a country other than India.
- NRI means Non-resident Indian as defined in Income Tax Act, 1961.
- All applicants must have scored at least 50% aggregate in their Bachelor's degree, awarded by a recognised university.

## Fee Structure 2021-23

### Programme Fees

PGDM, PGDM-HCM, PGDM-BDA, PGDM-BIFS*	US \$13500 per year
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### Accommodation Charges

Non-AC single occupancy	US \$1200per year
AC single occupancy	US \$1300per year

\*It includes Tuition, Academic and Establishment fees, Admission and Convocation charges and is payable in US \$. Course is fully residential.



# International Exchange

The international linkages are designed to provide an opportunity to GIM students and faculty members to get global exposure as well as facilitate the foreign students and faculty members to experience GIM and India. The international linkages are greatly valued by faculty and students alike and are built on strong and enduring relationships that allow partner institutes to share and learn from each other. Students and faculty enthusiastically participate in innovative programmes like the International Consulting Bootcamp and various other International Exchange Programmes.

## International Exchange Partners

- CLSBE (Catolica Lisboa School of Business and Economics), Lisbon
- ISCTE, Lisbon, Portugal
- Lappeenranta University of Technology, Lappeenranta, Finland
- Universiteit Antwerpen, Antwerp, Belgium
- Kansas University School of Business, Kansas, USA
- Warsaw University Technology Business School (WUTBS), Warsaw, Poland
- Sapir College, Israel
- CUNEF, Madrid, Spain
- North South University, Dhaka, Bangladesh



## GIM & University of Kansas Tie-up

Since 2015, GIM has been hosting every December, a batch of students from Kansas University, US. This is part of the “Study in India” programme run by the KU for its students. GIM ensures that the KU students get exposure to the various dynamics related to doing business in India and also to Indian culture as well as ethos through classroom lecture sessions.

Besides, these students are taken on industrial visits to various factories in Goa and are encouraged to have discussions with the officials of various corporates as well as the Government of Goa. In fact, our programme for the KU is rated very high by the visiting students.

## GIM & University of Antwerp Tie-up

International Consulting Bootcamp is held every year in the month of September as a collaboration between the University of Antwerp and GIM.

Students from the University of Antwerp and GIM work together on live projects in the organisations in Goa. The projects are spread across various industries and challenge students to work together in cross-cultural groups to solve real management problems faced by the organisations.

This is an intensive two-week programme and provides a unique learning experience to the students from both the institutes. Students from the University of Antwerp travel to India along with their professors for this bootcamp.

It has, over the years, successfully delivered excellence on projects in organisations and; participating students have found it to be an excellent opportunity to learn how to work across cultural differences as well as to experience working on live projects with tight deadlines.

# Our



27+ years of educational experience

4500+ alumni network across the globe

59 PhD professors on campus

33 Institutional MDPs in the last three years

179 Peer-reviewed articles published by our faculty members in the last three years

104 Articles published in tier A\*, A, B, C journals

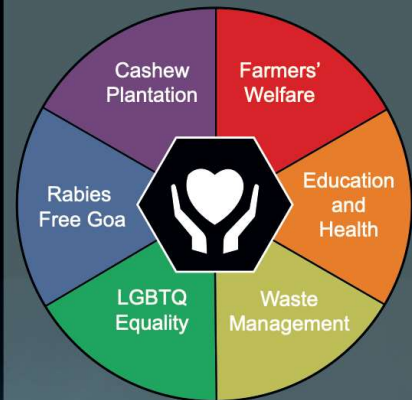
75 Articles published in journals listed in SCOPUS and WoS

19 Case studies published with reputed publishers like Harvard Business School

## GiveGoa

25 Skill-enhancing student clubs

214 GiveGoa Projects in the last four years



# Impact

## Diversity at GIM\*

Gender Ratio

60%



40%

GIM has students from 24 states of India

### Past Work Experience

Fresher 45%

0-2 Years 25%

2+ Years 30%

\*Student data of Batch of 2019-21 as of Dec' 2020

31 AICGIM incubatees

8 International linkages across the globe

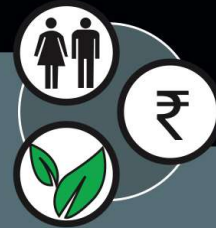
30 GIM students participated in International Bootcamp 2019-20



190+ Goan employees

1<sup>st</sup> Indian Business School to publish its Sustainable Development Goals (SDG) related best practices on the International SDG dashboard developed by Haub School of Business

11 SDGs are prioritised at GIM



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# Infrastructure and Facilities

## Learning Facilities

### Classrooms

The interaction with the professors requires an ambience, which the spacious and well-equipped classrooms provide. Management studies come alive aided by the visual and audio aids present in all classrooms, each being equipped with a television, video, projection and presentation equipment. The single chair seating arrangement helps in-group activity. These are the essentials for the daily class presentations, which prepare the students for the world of business beyond the walls of the classroom.



### Library

The library is equipped with over 26,788 management and related books, in print format. It subscribes to e-books from Pearson and EBSCOHOST e-book Business collection, and also subscribes to over 50,000 online journals and 120 hard copy management magazines and journals from India and abroad. Users have access to the finest selection of contemporary books, journals and other resource materials including management videos.

The entire library book collection is computerised and the catalog is available in ERP. Library has inbuilt ERP software. RFID facilitates 24-hour access to the library. The library is open 24 x 7 and books can be self-issued/ returned on RFID card without recourse to a librarian. The library has an extensive hard component backed up by the best online data banks in the country which are accessible all over the campus at all times.



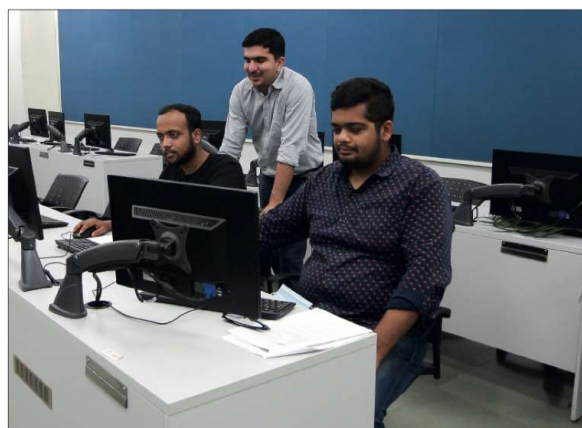
# Infrastructure and Facilities

## Learning Facilities

### Data Labs

The lab is equipped with complete SAS suite software along with all open source software like R, R Studio, Python 3.7, Hadoop, Cloudera, CDH5.x, Tableau, Power BI, Oracle VM Virtual Box. Each system is secured with a licensed commercial security software.

Big Data Analytics Lab is also equipped with two projectors connected to the central system which is used by the faculty for demonstration purpose. BDA Lab is fully air-conditioned to provide an ambience where students and faculty members work on their experiments and carry out research in data analytics.



### Finance Lab

The Finance Lab integrates theory with real world practice. Research databases and real-time access to global financial resources will enable students to link classroom education to actual financial markets. The Finance Lab supports advanced applied research in financial markets. Industry level data provides information about major players, including market share and product offerings of companies including:

- Thomson Reuters Eikon
- Prowess IQ of CMIE
- Capitaline
- CRISIL Fund Analyser
- Stock Price Ticker



# Infrastructure and Facilities

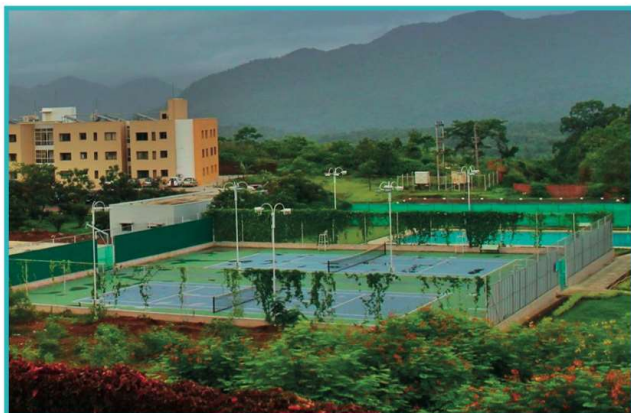
## Sports Facilities

- Badminton Court
- Basketball Court
- Football Field
- Table Tennis
- Tennis Court
- Volleyball Court
- Swimming Pool

## Recreational Facilities

- Breakout Room
- Gymnasium
- Prayer Room
- Amphitheatre
- Quadrangle and Plazas





# Student Activities

## OxyGIM

OxyGIM is GIM's official band which began with the guidance of Prof Cedric Serpes in 2015. You can catch up OxyGIM performances in some notable GIM events: Open Mic 1.0, Open Mic 2.0 and Inception (the Annual Cultural Fest of GIM). OxyGIM also has its own flagship event, OxyGIM Night, held once every year (Jan/ Feb) which is a stage dedicated exclusively to the band.

## Industry Institute Interaction Club

The "i3- Industry Institute Interaction Club" is a student-driven initiative that provides quality solutions to the industry and creates value addition for the students through live projects. i3 has successfully worked with companies like Coca-Cola, Zomato, Practo, Pidilite, Reliance Industries Ltd., IFB, Bisleri, OYO, BOSCH, HDFC Bank, YES Bank, Kotak Mahindra, India Bulls, and many more. The club also hosts a live case study competition each year.

## SCOPES

SCOPES, the Supply Chain and Operations Club, incorporates operations into one's daily life in an informative and enjoyable manner. The flagship event, Prabodhan, hosts some of the most prolific speakers and experts along-with, the annual supply chain newsletter Samhita. Continuum is a national level case study competition with participation from over 1000 students. Another event is the Beer Game which challenges teams to prove themselves as efficient strategists.

## Health Club

The Health Club, an integral student driven system, acts like a bridge between the vendors, students and the administration. It ensures that good quality nutritional food is available in the cafeteria as well as across all the vendors on campus. The activities under the purview of the Health Club also include the maintenance of the gym and the swimming pool. The club also organises Bengali Bhoj and Punjabi Bhoj with other communities along with special menu to celebrate festivities.

## Brainvista

Brainvista, (combining 'brain' and 'vista'—from Sanskrit 'vishta', meaning 'filled with') is GIM's quizzing club. It is a medley of ideation, proficiency and fun. It is an exclusive yet unconventional quizzing club of GIM. Brainvista organises intra- and inter-college quizzes in various genres. It organises quizzes like Wipro Earthian Sustainability Quiz, Quiz for a Cause, Q-fiesta, Ingenio, Quizflix, Reels & Frames, Khelbaaz, Indipedia, and Brandaholic. Besides, they also conduct a national-level online HR Quiz, 'Inquisitive.'

## Vinidhan

Vinidhan, a registered student investment fund (SIF), provides GIM students an opportunity to manage a portfolio of exchange-listed equities. This gives students an experience of managing a real investment fund. The goal is to be recognised as a professionally managed fund in the financial world. The main focus is on learning and applying various strategies to the fund to increase the returns. Its portfolio is well diversified into FMCG, IT, banking, automobile, cement and healthcare.

## MECCA

MECCA, the marketing club of GIM nurtures the marketing prowess of students. Mecca's GIM WIZBIZ is India's biggest student-organised Annual Corporate Quiz. Other significant events include Bootcamp - a live industry-based case study competition, "Sale-Away" - an on-field sales event on a beach, and an intra-college calendar opening event which targets at testing the marketing and branding acumen, agility, and creativity of the GIM students.

## Samriddhi

Samriddhi is the annual business symposium of GIM with a 13-year legacy. It provides a platform for students to interact with major industry leaders and veterans. It hosted eminent personalities like Mr Wendell Rodricks, Mr Sam Pitroda, Mr Harish Iyer, and organised workshops and competitions for top-tier B-schools (IIM A, IIM B, XLRI, etc.), with other GIM clubs and committees. Samriddhi 2020 went virtual and was open for students across the globe.

## Agora Speakers International Club

GIM Agora Speakers International is a part of Agora Speakers International, an international non-profit educational organisation. The objective of the club is to provide an effective platform to develop leadership and public speaking skills through multiple practice opportunities, instant feedback, and coaching. Apart from Toastmaster and mentoring sessions, they also have Meraki—a storytelling, poetry, shayari recitation competition and Model United Nations, an interactive virtual discussion.

## The Entrepreneurship Cell

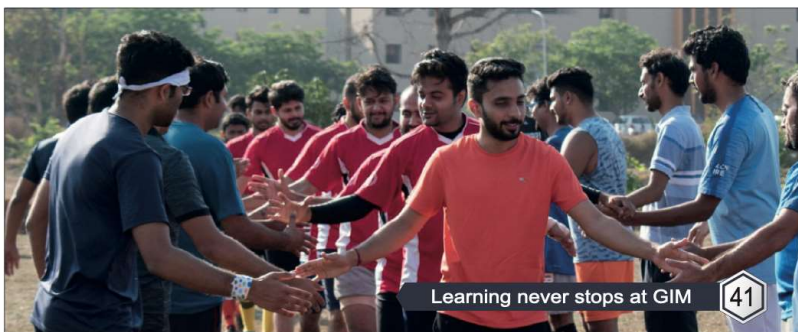
The Entrepreneurship Cell promotes and celebrates the entrepreneurial spirit amongst the students and encourages them to be budding entrepreneurs. The cell conducts numerous workshops, seminars, events and interactive sessions with eminent entrepreneurs. Some events are: Eureka, a national level business plan event; Utsav, an event to foster an entrepreneurial spirit; Elevator pitch; and Lead up, a 10 week-long bi-weekly entrepreneurship learning programme. It also creates privilege cards.

## Samarthan

Samarthan is a student-initiated CSR club under the Centre for Social Sensitivity and Action. It is a platform where GIM students strive to bridge the gap between ideas and actions and contribute to societal betterment. It conducts social events like One Billion Rising, Letter Earthlings along with Goodwill Tribe, Make a Wish along with Parivartan, a national level CSR case study competition, Fit and Fierce and Daan Utsav. It also coordinates the institute's CSR programme, the GiveGoa initiative.

## HRiday

HRiday, conducts a plethora of value-driven events throughout each academic year. The flagship event, Anveshan is one of the largest HR business symposiums conducted by any Indian b-school. It organises Veditum— a national level HR case study competition, IKWYDLS— where seniors share their internship experience with juniors, Sanjeevani— blood-donation camp, Abhaar— a felicitation to support staff at GIM, Fahrenheit— guiding juniors in choosing electives, Arohin— guiding seniors for final interviews and HRidayveda— the annual HR newsletter.



Learning never stops at GIM

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## Sprockets

Sprockets is GIM's photography cell. The cell is responsible for capturing the major events and happenings on the campus, thereby being the eyes through which the world sees GIM. It keeps the alumni and the world connected to GIM and also takes a step forward in capturing memories to look back upon. Sprockets also conducts Shootout, an online photography competition for all GIM members.

## Society of Finance

Society of Finance (SOFIA), GIM's core finance society, focuses on providing learning opportunities about finance by creating real scenarios through technology. SOFIA organises various finance-focussed events that include Gurubhai– annual floor trading event, Nivesh– national level trading and Valuation event, Auctomania– high paced auction game, and FinQuiz– national level online quizzing event. Keeping up with online learning, mock trading and crypto trading events are organised to provide trading experience to the students. Sofia Times is its quarterly magazine.

## Sankhya

Sankhya, the Society of Analytics, supports careers and skill development of GIM students interested in working with data and learning how to apply data analysis and statistical methods to business problems. They focus on collaborative environments where students congregate and share current data analysis techniques through workshops, competitions and various other avenues. Their events focus on technical aspect of data analysis that can be applied in other fields such as marketing, finance, operations and human resource management.

## Kshitiz

Kshitiz, the Creativity and Literary Club, escalates the artistic souls in the students and encourages art forms. It conducts events like GIMmericks (Limerick Competition of GIM), Literati, and Friendship Day celebrations which strengthen bonds. Its newsletter editions encourage students and faculty to publish beautiful paintings, poems, photographs, faculty interviews and articles in the blog. It is also solely responsible for the Yearbook, batch t-shirts and is the creative head for other clubs' events.

## Ribandar Talks

Ribandar Talks is a student-managed club that invites eminent industry leaders from different walks of life to share their knowledge and expertise. It has hosted international ambassadors, CEOs, CFOs, founders and marketing managers from top-tier companies and startups from different domains. The club also organises its flagship event, the Wine Tasting Etiquette, a pre-requisite for today's corporate life and culture, which teaches the basics of wine tasting and the food pairing that goes along-with it.

## TEDxGIM

Owing to the pandemic, TEDxGIM 2021 witnessed TED talk videos and live speakers coming together to spark deep discussions and connections. The team is structured into various domains based on skill-sets like marketing, finance, public relations, and photography. TEDxGIM was first conducted in 2015 with the Plastic Man of India speaking on sustainable practices across the globe.

## Student Alumni Relations Cell

The Student Alumni Relations Cell provides an opportunity for the alumni to interact with the faculty members and the students. Few prominent activities are the Grand Alumni Meet, Summer Solstice– aimed to encourage students to excel in their Summer Internships, Imprints– annual meets across cities, Hangouts– interactive sessions with students at campus, Alumni Recruit Connect (ARC), Alumni Intern Mentorship (AIM) and International Meets.

## System and Consulting Club

The System and Consulting club is a student-driven club to create awareness about technological know-how and consult which are relevant for corporate managers of tomorrow. The club provides students with learning, acquiring skills and best practices from industry experts and applying the gained knowledge in practical situations. The club hosted the events like Comcentric, D-Day Training, Apprenant Lakshya, Final Destination, Curio, Gaming Week, Tech Katha, Blitz, and The Consultant.

## Parigyan

Parigyan means insights. The Data Science society positions GIM as the vanguard institute for data science in the country. It provides the opportunity for the student fraternity to engage in knowledgeable sessions with industry leaders, be a part of data science hackathons, and apply the knowledge gained in classrooms. It conducts events like Coalesce– the Annual Data Science Summit, Pratyaksh– a data visualisation dashboard competition and Buzz Café– a panel discussion with industry pioneers in data science.

## RaZzMaTaZz

RaZzMaTaZz, GIM's cultural club, organises various events in and outside the campus. These include festival celebrations, parties, cultural and recreational activities. Its main events include Mid- summers, La Fiesta (fresher's party), Zumb-it-up, Garba Night, Diwali, Musica (antakshari competition), Christmas, Lohri, Beach Please (beach party), Cheerio (farewell party), Holi, Term Opening Party at the beginning of each term, cultural celebrations like Bengali Bhoj, Janmashtami Puja, Onam celebration and other fun-filled events.

## Prayas

As the student sports and welfare club, Prayas inculcates traits like leadership, discipline and strong character. It organises over 15 events all-round the year, like Gully Cricket, Carromania, Street Football, Ping Pong, Basanti, Smash, Veeru Cup, KickOff, PlayOff, Sports Workshop, and even some extra-curricular events like Panache, Candle Passing, Dahi Handi and Kai Po Che. This year, it introduced new online events like Anticipate, GIM Dream Team and Grandmaster. Its mission is to awaken the sportsperson in every individual.

## Inception

Inception is a society which organises the annual cultural and food festival of GIM by the same name. The main event, 'Inception', sees musical performances, live artists, inter-college cultural competitions, and a food festival spread across two days in the campus. Besides the flagship event, the society also organises other performing arts' events throughout the year. Started as a musical evening, the society over the years, has immensely evolved and now organises Open Mic, OxyGIM and GIM Film Festival.

## The Student Public Relations Cell

The Student Public Relations Cell is truly the window through which the world sees GIM. Social media platforms, Facebook, Instagram, LinkedIn, Twitter, Blog and YouTube; are managed by the PR Cell. The team dedicatedly covers every event that takes place on campus and puts them across on these social media platforms. They take charge of sending out all the information needed to various bulletins for college rankings, in addition to taking care of the brand management of our institute.



Learning never stops at GIM

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# Centres of Excellence

## Centre for Excellence in Research

The Centre for Excellence in Research (CER) is a faculty-initiated activity to promote and foster a culture of research. Its prime objectives are to (i) build a culture of research (ii) create an environment that engenders and fosters research (iii) encourage faculty members to engage in high-quality research (iv) imbibe research-driven pedagogy that nurtures critical thinking among students (v) be known as a thought-leader among the management community and (vi) enable GIM as an institute to develop expertise in certain areas of interest.

CER shapes research policy, evaluates research infrastructure and finds out ways and means of improving it, assesses the quality of research, ensures ethical standards in research and arbitrates on research-related disputes.

## Centre for Social Sensitivity & Action

The Centre for Social Sensitivity and Action (CSSA) was established in 2013 and acts as a bridge between Goa Institute of Management (GIM) and the society. GIM is a member of the United Nations Global Compact (UNGC) Global Compact Network India (GCNI) and a signatory of the United Nations Principles for Responsible Management Education (PRME). Following the ethos of UNGC and PRME, GIM seeks to create knowledge and leaders for sustainable business and an inclusive society.

CSSA plays a key role in translating this mission of GIM into reality. The Centre incorporates the values of equity, inclusivity and sustainability in all its activities. CSSA promotes and prioritises responsible management education and prepares future leaders to respond to the complex sustainability challenges faced by business and the society.

## Centre for Creativity, Innovation & Design Thinking

Design Thinking is a critical tool in problem solving in the workplace today. It uses a human-centred approach to find sustainable solutions to existing problems. The Centre works towards making students see solutions when none seems to exist and harnesses metaphors to see new product or service design possibilities.

CCIDT develops multiple skills of students by providing rich opportunities to find a voice for their creative expression. The Centre Chairperson is responsible for carrying out various activities to bring this to life, along with a dedicated 12-member student team. Some of the activities carried out include theatre, dance, short-film making, photography, art and music.

## Centre for Entrepreneurship Development

The Centre for Entrepreneurship Development fosters entrepreneurship by working with students interested in starting their own ventures, assisting existing entrepreneurs to grow and manage their businesses better, supporting family businesses, mentoring startups, facilitating the turnaround of existing organisations and incubating startups.

CED focusses on entrepreneurship beyond self-employment, lifestyle entrepreneurs and skill-based training or entrepreneurship. This is also fostered through courses on Entrepreneurship and Business Model Generation in which students are encouraged to come up with new business product and service concepts for future development.

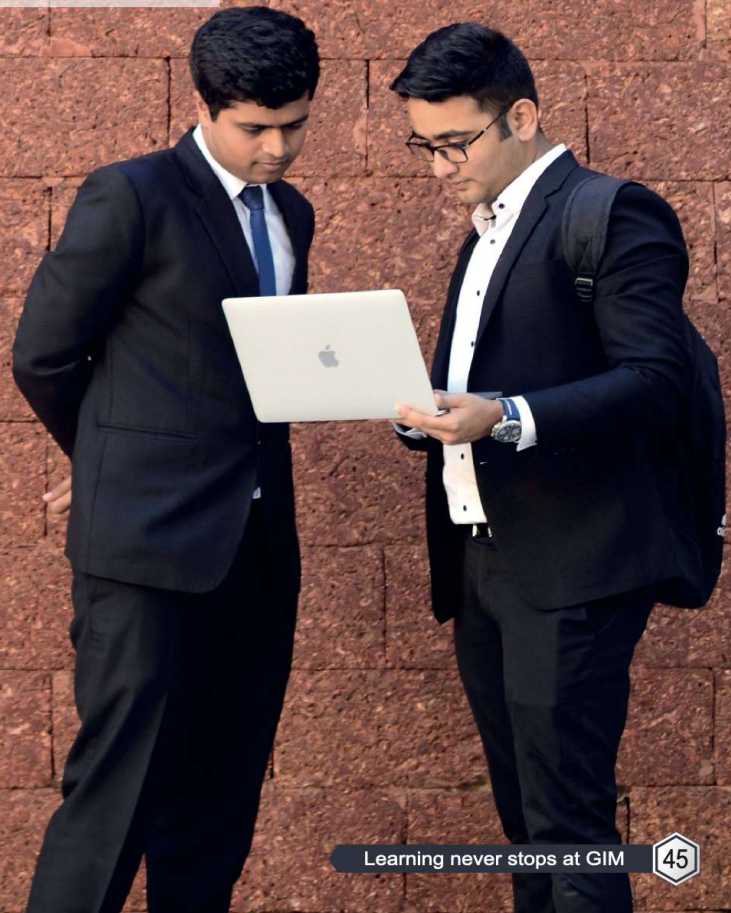
# Centres of Excellence

## Centre for Excellence in Sustainable Development

GIM has always been conscious about the impact of its decisions on the ecosystem around it and has continuously strived to reduce its carbon footprint. Along with measures like rainwater harvesting, solar-powered street lamps, treatment of water for reuse, tree plantation drives and many more, the institute has expressed its commitment to this philosophy. The CESD was officially formed in July 2018 to contribute to GIM's quest for sustainability.

CESD believes that every graduate of GIM should be a sustainability ambassador and every employee should be a part of GIM's journey towards environmental sustainability. Over the next five years, the Centre plans to contribute largely towards five Sustainable Development Goals (SDGs) adopted by United Nations member states in 2015. These are:

- SDG6 (clean water and sanitation)
- SDG7 (affordable and clean energy)
- SDG11 (sustainable cities and communities)
- SDG12 (responsible consumption production)
- SDG13 (climate action)



# Atal Incubation Centre

The Goa Institute of Management along with the Atal Innovation Mission (NITI Aayog), Government of India has established an incubator to promote startups and incubation across all disciplines and facilitate entrepreneurial activity on campus at the AIC-GIM Incubation Centre. The incubation setup includes physical and virtual incubation facilities. Our mission is to aid startups, stimulate their growth and facilitate their success through a holistic support system by providing them access to expert mentors, industries and startup ecosystems, along with investment support.

## Goa Startup Landscape

Goa is becoming a preferred startup destination, as it has been for tourism, evidenced by a revamped startup policy in 2017. Goa is encouraging innovation and technology, along with an enviable work-life balance as its government is committed to supporting startups. From the inspiring story of one determined woman turning a corner shop into a widely patronized restaurant, Martin's Corner, to homegrown heroes such as Fleetover, Browntape, Transerve Technologies, Inventrom and Vacation Laps, startups in Goa are burgeoning.

## The Roadmap

- **Reaching out:** Startups and individuals approach the AICGIM for incubation.
- **Mentoring and guidance:** The incubatees validate their ideas with the help of mentors and experts.
- **Set up the business:** Startups avail services and facilities at AICGIM to set up their businesses.
- **Access to customers:** AICGIM assists in a go-to market strategy through its various partner channels.
- **Approaching investors:** The AIC team assists the startup to get funding along with government funding.
- **Scaling the business:** AIC helps the startups reach a new level of success in the ecosystem.

## Who can Apply to AICGIM?

- Individuals at ideation stage
- Startups at proof of concept/ minimum viable product stage
- Startups making early tractions
- Startups at growth or scaling stage

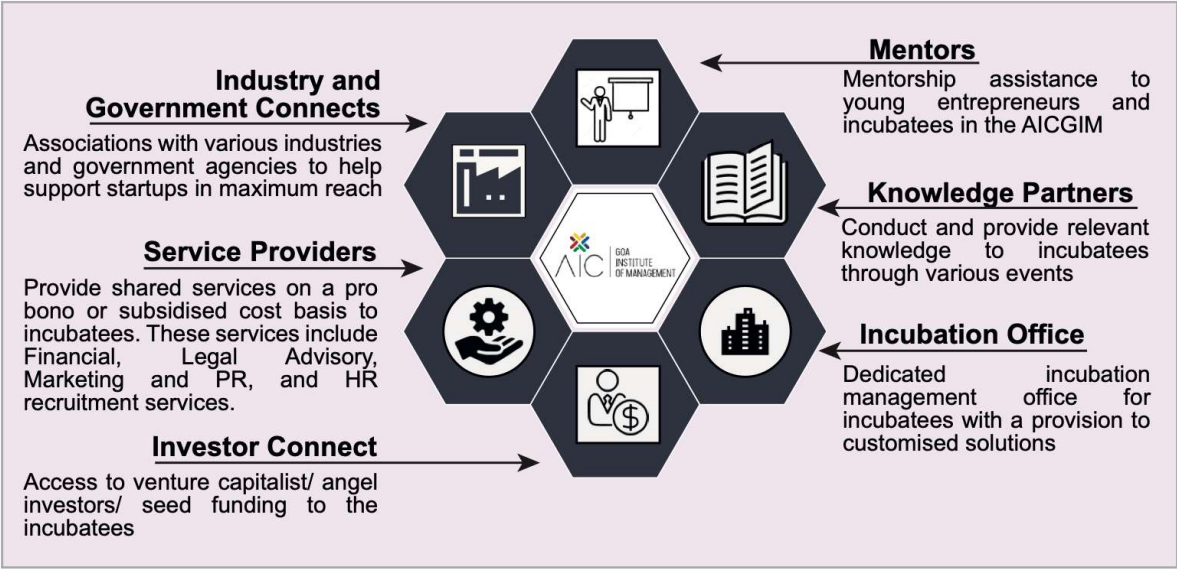
## Our Incubatees



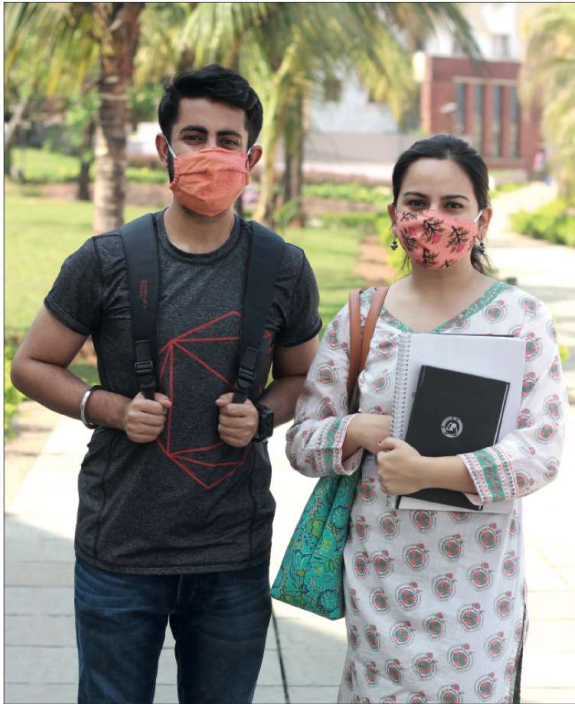


# Atal Incubation Centre

## Holistic View of Startup Ecosystem in AICGIM



# Resilience Amidst a Pandemic



# Competition Winners



**Shobha Dhond, Hitesh Malani**

Case-o-Mania - A case study competition organised by Prabandhan - The management club of JIMS



**Aditya Kapse, Naveen Yakkundi, Harshika Mohindra**

Bond with Pidilite  
Pidilite Industries Ltd.



**Ninad Mirajgaonkar, Anirudh Sudhir, Abhishek Kaushik**

HUL LIME SEASON XII  
Hindustan Unilever Ltd.



**Soumendu Sanyal, Pranay Singh**

GEP Gameplan - A competition organised by GEP



**Aditya Kapse, Naveen Yakkundi, Samruddhi Bhaid**

Luminaire - A case study competition organised by Signify



**Rahul Kumar, Sukhbir Kaur**

Envision  
NITIE Mumbai



**Ninad Mirajgaonkar, Vibhore Gupta**

Titan Elevate 7.0  
Titan Online



**Shashank Shekhar Jha, Kapil Mohan Tripathi**

Titan Elevate 7.0  
Titan Online



**Nikhil Sawhney, Apurba Sen, Srashti Sharma, Hitesh Malani**

Conquerathon Team  
Conquerathon



**Rahul Kumar**

E4 Inter Collegiate Summer Trainee Awards 2020 - India  
E4 Development & Coaching Ltd.



**Sukhbir Kaur, Rahul Kumar**

The Big Shot  
IIM Amritsar



**Maitraye Saxena, Shikha Sevlani**

30 Years of BISMARC  
Bharathidasan Institute of Management (BIM), Trichy



**Utkarsh Dev**

Virtusa†Business Cipher  
Virtusa†

# Distinguished Alumni

## A. John Mathew

Director and CEO  
Sycamore Foods and Technologies Pvt Ltd.

## Abhimanyu Kalra

Executive Director, India Equity Sales  
Nomura

## Adit Pankaj Parekh

Senior Manager Corporate Development  
Freshworks

## Alok Saigal

Head Strategy  
Edelweiss Global Wealth Management

## Amitabh Jha

Head HR/IR  
Tata Steel

## Arul Vaz

Management Consultant  
VISION

## Brian Caetano Freitas

Independent Insight Provider  
Smartkarma

## Denny George

Founder  
Project Annadanam

## Dwijendra Srivastava

CIO Debt and Executive VP  
Sundaram Asset Management Co. Ltd.

## Eugene Savio Valles

Head Human Resources  
GTL Ltd.

## Gagan Banga

Vice Chairman, Managing Director and CEO  
Indiabulls Housing Finance Ltd.

## Genevieve D'Cunha

DOCRM  
Indian Hotels Co. Ltd.

## Jackbastian K. Nazareth

CEO  
Adani Realty

## Juvenal Dias

EMEA Portfolio Manager  
Johnson & Johnson

## Mrunmay Das

Director  
Das Capital Management and Advisors Pvt. Ltd.

## Murali Sathyanarayana

VP and Global Head of Channel Sales  
Datamatics Global Services Ltd.

## Muralidhar Salvateeswaran

Regional Operations Director, South Asia  
Kantar

## Nandini Prasanna

VP - Risk Management and Compliance  
Wells Fargo

## Neel Adhikari

Global Security Program Management  
Solvay

## Noel Noronha

Senior HR Specialist, Transformation and People  
Telstra

## Perry Goes

Chief Strategy Officer  
United Breweries Ltd.

## Prasad Shejale

Co-founder and CEO  
Logicserve Digital

## Puneet Mahajan

Executive VP and CFO  
Suffolk

## Rajesh Gupta

CEO  
Mahindra South Africa

## Rituparna Chakraborty

Co-founder and Executive VP  
Teamlease Services Ltd.





### Sagnik Ghosh

Executive VP and Business Head  
Star Jalsha and Jalsha Movies- Star TV Network

### Sajjan Raut Desai

Director - Investments  
India Avenue

### Samarjeet Singh

Co-founder and CEO  
Iksula

### Sameer Batra

Director Mobile Business Development  
Amazon

### Sameer Mehra

Founder, Advisory Board (GHIG)  
Esoda Guru LLC

### Sandip Mishra

CHRO  
Prodapt

### Saurav G Mukherjee

Managing Director  
ORCA Media Pte Ltd.

### Shifali Jain

Sr VP and Group Head Government Coverage Group  
Axis Bank

### Shilpa Gulati

VP - Peoples Operations  
IKEA

### Sreekumar Bahuleyan

Associate Vice President  
L Brands

### Srinivas Chunduru

Founder and Member of Board  
Vans Group

### Sunando Das

CMI Director, Predictive Marketing and Retail Analytics  
Unilever

### Supria Dhanda

VP and Country Manager  
Western Digital

### Vipul Mathur

CEO  
Mufti

### Virendra Acharya

Head - Treasury  
VIMSON

### Vishal Jain

Head - ETFs  
Reliance Mutual Fund

MDP

## Management Development Programme

The Management Development Programme (MDP) at GIM provides an intense and transformative learning experience designed to fit the requirements of seasoned mid-career executives. The programme will equip the participants with critical capabilities to succeed in an ever-changing global business environment.

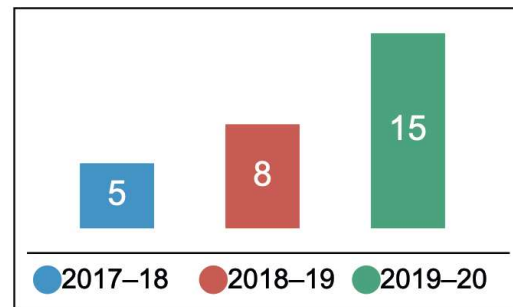
GIM offers various open and customised programmes for working professionals which are either of long or short duration. GIM also offer various in-company programmes based on the specific requests from the client. Our programmes are designed and delivered to meet the needs of the executives who have the drive to lead innovations, be the champions of change and have the passion for solving complex business challenges. Our programmes are led and facilitated by experienced faculty who share their research-driven insights and knowledge of current industry best practices.

### Pedagogy

Pedagogical methodologies, frameworks, tools and techniques are matched with the profile of participants and objectives of individual programmes, leading to mutual learning among participants. Some key approaches are: simulations, gamifications, case discussions, field exercises, group exercises, role plays, seminars, experiential learning and workshops. During the programme, participants also obtain valuable insight from extensive interaction with their peers and counterparts from other organisations.

## MDP Programmes

- Open Programmes:**  
 These are based on faculty research and expertise across various disciplines of management spread over short (1–5 days) and long (2–3 weeks) duration.
- Customised Programmes:**  
 These are customised to meet specific needs of project or client organisations. These programmes can be conducted as in-campus programmes at the institute or off-campus programmes at identified/ designated location identified by the client.
- Certificate Courses:**  
 These are long duration courses (6 months or more) delivered to individual clients based on their unique requirement.



MDPs in the last three years

## Key Clients



**FPM**

## Fellow Programme in Management

Fellow Programme in Management is a full-time doctoral programme with three distinct phases: Course Work; Comprehensive Examination and Research Seminar; and Thesis Work. The programme typically would run for four years. FPM is aimed at training research scholars for a career in academia and practice.

Research scholars will be equipped with in-depth analytical and functional skills to succeed in both academia and industry. Participants will get an opportunity to work as teaching and research assistants. All admitted scholars are entitled for scholarship, and will get an opportunity to attend National and International conferences and workshops.

The FPM programme, aimed at training research scholars for careers in academia and practice, develop knowledge, research skills and teaching competency.

### Financial Support

- Monthly Stipend

1 <sup>st</sup> & 2 <sup>nd</sup> Year	Rs 35000 per month
3 <sup>rd</sup> Year	Rs 37500 per month
4 <sup>th</sup> Year	Rs 40000 per month

- Conference Support

Two National conferences (maximum financial support - Rs 30,000 per conference; fund cannot be adjusted against any other conference/ purpose). One conference during FPM third and fourth year.

One Foreign conference with maximum financial support of Rs 1,50,000 per student during third/ fourth year.

- Free Housing

Candidates will be provided a free housing facility in the campus, during the programme.

There is a nominal annual registration fee of Rs 10,000, a refundable caution deposit of Rs 10,000 and a submission fee of Rs 2000 at the time of submitting the thesis.

### Areas of Specialization

- Accounting
- Big Data Analytics
- Economics
- Finance
- Healthcare Management
- Human Resource Management
- Information Technology
- Marketing
- Operations
- Organisational Behaviour
- Public Policy
- Strategic Management

### Admissions

#### Eligibility

A master's degree/ equivalent in any discipline, with at least 60% marks or equivalent Grade Point Average.

The candidate must have obtained at least 60% marks in the higher secondary schooling (10+2) or equivalent.

#### Admission Procedure

**Letter of Recommendation:** The application requires two letters of recommendation. The recommenders can email their recommendations directly to the mail id: [fpm@gim.ac.in](mailto:fpm@gim.ac.in), mentioning clearly the candidate name in the subject line.

**Admission Interview:** Based on the Statement of the Purpose, research proposal, score in competitive exams like XAT, CAT, GMAT, CMAT, NET JRF, evaluation of past academic performance, research interest and relevant work experience, candidates will be called for an interview for final selection. Interviews would be conducted online.



**PGDM  
- PT**

## Post Graduate Diploma in Management - Part Time

*“Weekend programme for working executives, entrepreneurs and family-managed businesses at Sankhali and at the city-centered campus.”*

The PGDM-PT programme is designed to meet the career advancement aspirations of working executives and business growth objectives of family-owned small and medium businesses. This programme is approved by AICTE and provides the full content of a rigorous MBA programme.

Conducted at the Sankhali and city-centered campus with classes normally scheduled on Saturdays between 2:30 p.m. to 8:00 p.m. and on Sundays between 9:00 a.m. to 7.30 p.m., this programme enables the students to focus on entrepreneurship and business plan development. The programme enables executives and managers to acquire cross-functional managerial knowledge and expertise.

During the first two years, the students are expected to study Core and Elective Courses spread over six terms, each of approximately a 15-week duration. During the third year, the students pursue research work on dissertation or either case study or workplace improvement project.

### Pedagogy

A healthy blend of theory and practice, case studies, role plays, simulations and live projects ensures that skills and attitudes essential for effective managers are developed through the programme. Extensive use of information technology and ready access to several academic and professional databases facilitates the learning process at GIM. 'Capstone', a business simulation develops the students' abilities to take 'integrated' decisions affecting marketing, finance, operations, human resource, TQM and R&D; and to evaluate their team performance on parameters like profit, return on equity, return on sales and asset turnover.

### Curriculum

The curriculum is designed to develop both conceptual and skill-based competencies. The core curriculum comprises the common body of knowledge of business management, and is compulsory for all students.

A typical Core Curriculum is as follows:

- Production & Operations Management
- Marketing Management
- Managerial Economics
- Organisational Behaviour
- Financial Accounting
- Human Resource Management
- Macro Economics
- Managerial Accounting
- Financial Management
- Managerial Ethics
- Business Law
- Business Research Methods
- Organisational Structure, Design & Change
- Strategic Management

The curriculum allows students to select electives that facilitates their career growth and development, in consultation with their respective faculty.

### Admissions

#### Eligibility

Executives/ Supervisors with the zeal to advance quickly in their careers who have a Bachelor's degree or equivalent with at least 50% marks and at least three years of work experience after graduation are eligible for the programme.





**PGDM  
- PT**

## Post Graduate Diploma in Management - Part Time

### Selection Criteria

#### 1. Entrance Test:

Valid score in any of the following entrance test will be considered:

- XAT
- CAT
- CMAT
- GMAT
- MAT

#### 2. The next step of the process is a personal interview.

### Admission Process

Shortlisted candidates will be sent a call letter for the interview and selection process via email and will be required to attend the selection interview and process on the specified date.

Selected candidates will be sent an admission offer letter via email. Selected candidates should indicate their acceptance of the admission offer by paying the fees on or before the stipulated date.



## Fee Structure - PGDM Part Time 2021-24

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI	Total
Admission Fee	16000	-	-	-	-	-	16000
Academic Fee	75500	75500	75500	75500	75500	84500	462000
Fee Payable	91500	75500	75500	75500	75500	84500	478000

### REFUNDABLE CAUTION DEPOSIT -- Rs 10000/- (RUPEES TEN THOUSAND ONLY)

The Caution Deposit will be refunded to the student after she/he has left the Institute, and on verification that no dues are standing against her/his name. An amount of Rs 5000/- (Rupees five thousand only) will be deducted from the refundable caution deposit on graduation and credited as membership fee to the GIM Alumni Association.

# Eminent Speakers @ GIM

Goa Institute of Management is proud to present new speakers week after week to help the students get the best of industry knowledge. The practical insights of the outer world are brought to life by these experts who have years of industry experience. We have hosted international ambassadors, founders, CXO level executives, motivational speakers, members of RBI and Planning Commission and leaders from the field of media and advertising.

Speaker	Organisation	Topic
Rishabha Nayyar	Lowe Lintas	Brands or blands
Pratik Gauri	5th Element Group	Taking the road less taken
Shiv Shankar Mukherjee	Former Indian Civil Servant	Negotiation management
Dhruv Talwar	Godrej Properties	Being a linchpin
Anjali Gulati	People Konnect	Career: Decoded
Hetal Sonpal	Niti Ayog	Race to forty
Amit Sharma	Volvo Group	Failures are necessary for eventual success
Partho Dasgupta	BARC India	Future of Indian television and advertising
Shiv Kherra	Author and Motivational Speaker	Turn setback into comeback
Dola Halder	Doritos, PepsiCo India	Marketing outside of Kotler

## Other Speakers

### Satyajit Mohanty

CHRO  
Crompton Greaves Consumer Electrical Ltd.

### Mantosh Roy

VP - Retail Operations & Lead Automation  
Nykaa Fashion

### Mitali Bhargava

Product Lead  
Google

### Avik Sarka

Former Head of Analytics  
NITI Aayog

### Rohan Sharma

Head of Predictive Analytics  
Reliance Industries Ltd.

### Shailendra Kumar

VP and Chief Evangelist  
SAP

### Dr Randy Dillon

Professor  
Missouri State University

### Dhananjay Singh

Deputy Commissioner  
Department of Revenue, Ministry of Finance

### T.R.Ramachandaran

Group Country Manager  
VISA (India and South Asia division)

### Rajiv Porwa

General Manager, Customer Service  
3M India Ltd.

### Minali Bhawsar

Head- Sales Capability  
MARS

### Tojo Jose

CHRO  
Muthoot Fincorp Ltd.

### Shreye Mehtani

Category Specialist  
Unilever

### Aditya A V K

Assistant VP  
State Bank of India

### Sanjay Murdeshwar

Managing Director  
Novartis

### P B Balaji

CFO  
Tata Motors



# Distinguished Professors



## Prof Jeffrey Hammer

Health Care Management Research and Public Health-Related Issues  
04 September 2020

Prof Jeffrey Hammer is the Charles and Marie Robertson Visiting Professor of Economic Development in the Woodrow Wilson School at Princeton University where he teaches economic development and the economics of health policy in poor countries. Prior to this, he worked for 25 years at the World Bank where he concentrated on various issues related to public economics, public expenditures and the social sectors, particularly health. His current research is on the quality of medical care in India, absenteeism of teachers and health workers, the determinants of health status and improving service delivery through better accountability mechanisms and he has done several projects in India and currently continues to work with NCAER on projects. He had several interactions with GIM faculty, especially detailed interactions with the faculty of Health Care management on research projects and public health related issues.

## Prof Tima Bansal

Perspective on Business Sustainability: Research, Impact and Teaching  
14 September 2020

Prof Tima Bansal is a well-known sustainability expert and Professor of Strategy at the Ivey Business School. She is also affiliated with the University of Cambridge, MIT, and Monash University. She holds a Tier 1 Canada Research Chair in Business Sustainability; she is a Fellow of the Royal Society of Canada and a Fellow of the Academy of Management; she was awarded the Distinguished Scholar Award by the Organisations and Natural Environment; and, she was the first Canadian to be named a Faculty Pioneer for Academic Leadership by the Aspen Institute. She is also the Chair of the Canadian Council of Academies Expert Panel on the Circular Economy and sits on the Board of the United Nation's Principles for Responsible Education and the Academy of Management. She has published in several top research journals including the Academy of Management Journal, the Academy of Management Review, Organization Science, and the Strategic Management Journal.



## Prof R Edward Freeman

Responsible Business Research  
07 October 2020

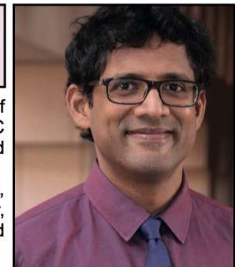


Stakeholder Theory Guru Professor Freeman is University Professor and Olsson Professor of Business Administration, and an academic director of the Institute for Business in Society at University of Virginia Darden School of Business. He is widely known for his work on stakeholder theory (1984) and on business ethics. He is also adjunct professor of stakeholder management at the Copenhagen Business School in Denmark, visiting professor at Nyenrode Business School (Netherlands), adjunct professor of management at Monash University (Melbourne). He has held honorary appointments as the Welling Professor at George Washington University and the Gourlay Professorship at University of Melbourne. Prior to coming to the Darden School, Freeman taught at University of Minnesota and the Wharton School, University of Pennsylvania. He has a PhD in philosophy from Washington University and a BA in mathematics and philosophy from Duke University. His latest book *The Power of And* offers a new narrative about the nature of business, revealing the focus on responsibility and ethics that unites today's most influential ideas and companies.

## Prof Raj Raghunathan

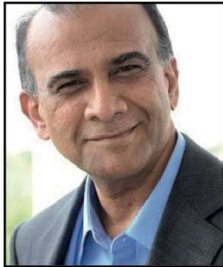
Relationship between Smartness and Success  
06 November 2020

Happiness Expert Prof Raj Raghunathan is a Professor of Marketing at the McCombs School of Business, University of Texas. His six-week long Coursera course on happiness (*A Life of Happiness and Fulfilment*) was voted the Top MOOC (Massive Open Online Course) of 2015, 2016, 2017 & 2018, and one of the Top 50 MOOCs of all time and his second MOOC on Employee Happiness "Happier Employees and ROI Course" was voted one of the top MOOCs of 2019. Prof Raj's work has been published in top marketing and psychology journals such as, *Journal of Marketing Research*, *Journal of Consumer Research*, *Journal of Consumer Psychology*, *Journal of Marketing*, *Organisational Behaviour*, *Human Decision Processes*, *Motivation and Emotion*, *Journal of Personality and Social Psychology* to name a few and he has been on the editorials boards of many top journals.



## Prof Arun Pereira

Methods of Master Teachers  
26 February 2021



Arun Pereira is MIT-Sloan International Faculty Fellow, and Emeritus Faculty, St. Louis University, MO, USA. He was also faculty at the Indian School of Business (ISB), Hyderabad and director of ISB's teaching and learning centre. He was also an external faculty at McKinsey & Company and was invited as faculty at the International Teachers Program (ITP) at INSEAD, London Business School, IAE Aix-Marseille Graduate School of Management and CEIBS. He has received the "Professor of the Year" teaching award multiple times both at ISB, and at the Boeing Institute of International Business, St. Louis University.

# Faculty



## Ajit Parulekar

MPharm, MBA (Marketing), MSc (Health Economics, Policy & Management), PhD

Ajit Parulekar has 24 years of experience in academics and as a brand manager in the pharmaceuticals sector. He has consulted with the Government of Goa, IndiaPost, UNDP, Ministry of Health and Family Welfare and many private sector organisations. He has taught at many leading institutions in India, Belgium, UK and the United States. His areas of interest are Branding, Consumer Behaviour, Higher Education and Healthcare Financing.

## Abhishek Ranga

BSc, MBA, FCMA, CPA, PhD (Finance)



Dr Abhishek Ranga is a qualified accountant with CMA and CPA designations from The Institute of Cost Accountants of India and CPA Australia respectively. He is a fellow member of The Institute of Cost Accountants of India and a member of Institute of Internal Auditors, USA. He has 18 years of work experience of which last 14 years are in academics. His areas of research and teaching include Financial Reporting and Analysis, Corporate Disclosure, Corporate Taxation, Firm Valuation.



## Akshay Bhat

FDP, Adv Econometrics certification IIM-Ahmedabad, CTLCD (ISB-Hyderabad), PhD

Akshay Bhat is a doctorate in Management from XLRI Jamshedpur, 2017; PGP (XLRI) course in strategic management. After the PGP coursework, he investigated how certain job ventures go beyond their contractual obligations for his doctoral thesis. Before joining academia, he was working as a section head of Alternate Fuel Engine Design Group at the Research and Development Group of Volvo-Eicher Commercial Vehicles.

## Alekh Gour

BE (CSE), MTech, PhD (Bioinformatics, NIT Bhopal)



Alekh is working as an Assistant Professor. His major area of research is Data Analytics with Bioinformatics and Healthcare Applications. His expertise is in Machine Learning. He has been awarded with the Young Scientist Award in area of Computer Science by MPCST, Government of Madhya Pradesh. His areas of interest are Business Analytics, Health IT, Healthcare Analytics, Soft Computing, Uncertainty Analysis and Decision Science. Recently, he was honored with 'Professor of the Year 2020 award at GIM' by InsideIIM.



## Amit Puniyani

PhD, Btech

Amit Puniyani has many years of experience in financial analytics in international banks. He has a PhD in computational science and his interests lie at the intersection of computational and analytical methods and finance. He is also interested in algorithmic AI based trading and risk management.

## Amiya Kumar Sahu

BSc, MBA (Finance), PhD



Dr Amiya Sahu has about 20 years of experience in teaching, research, and consulting. He teaches courses in finance viz. Corporate Finance, Valuation, Financial Modelling and Analytics, Financial Statement Analysis, and Technical Analysis. His areas of research are 'Institutional Activism', Equity Market, Corporate Governance, and Wealth Creation. He has got several publications in leading journals. He has written case studies on Valuation, and Investment decisions. He is a certified stock trader and mentors 'Vinidhan,' the student investment fund at GIM.



## Andy Silveira

MA (Philosophy), MA (English Literature), MPhil (English Literature), PhD (Film Studies and Visual Culture)

Andy Silveira has twelve years of industry experience in Learning and Development in several organisations, such as, Deloitte and J.P. Morgan. He has spearheaded initiatives around Lesbian, Gay, Bisexual and Transgender Inclusion at his workplace. His areas of interest include Communication, Storytelling, Design Thinking, Diversity Studies and Queer Studies.

## Anamika Sinha

PhD (Univ of Lucknow)



Dr Anamika Sinha has 22 years of diverse experience of telecom, IT, NGOs and academics. She has guided several PhDs and has published in reputed journals. She is a certified personality assessor from Thomson Assessment Centre, Coach from Ericson India Ltd and a T group facilitation process worker. Her area of expertise lies in Learning and Development and Organisation Design. She is actively involved in consulting, training, research and teaching in this domain.



### Anand Teltumbde

BE(Mech) (VNIT), DLit (Hon), FIE(I), FASC, PGDM (IIM-A), PhD (Mumbai)

Anand Teltumbde has 35 years in industry spanning entire value chain. He was Managing Director and CEO of Petronet India Limited. He was on various industry committees and headed many strategic initiatives. He worked as Managing Director, National Oil & Chemicals Company, Nigeria; as principal consultant, East Africa Pipeline Project of Kenya Pipeline Company, Nairobi and CNPC, China. A prolific writer, he has written 27 books. He was a Professor in Vinod Gupta School of Management (VGSOM) and IIT, Kharagpur.

### Anubhav Mishra

MCom (Marketing), MBA (Marketing), MPhil (Marketing), PhD (Marketing)

Anubhav A. Mishra has 11 years of experience in the academics and 1 year in the telecom sector. His teaching interests are Product and Brand Management, Marketing Research, Retailing Management, Customer Relationship Management, and Marketing Management. He has a number of international publications and has written a book and presented papers at many conferences. He has conducted 16 MDP/ FDPs. Till date, his research has been cited 255 times.



### Anup Kumar Maurya

MTech, PhD (Computer Science) (IDRBT Hyderabad)

Dr Anup Kumar Maurya is an Assistant Professor. He has a PhD in Computer Science from IDRBT Hyderabad, MTech Degree in Artificial Intelligence from the University of Hyderabad and FDP on Machine Learning from IIM Bangalore. He has various research publications, including a special mention where he got the best research paper award at the International Symposium on Security in Computing and Communication. He was a visiting researcher at the State University of New York at Buffalo, USA.

### Anurag Dugar

MBA (Marketing), MCom (Business Administration), PGDBM (Marketing)

Dr Anurag has more than 20 years of enriching experience in teaching, training and practice of marketing. He has worked with IIM Shillong, IIM Bangalore, SIBM Pune, ICICI Bank Business Leadership Programme, Leeds Metropolitan University's India Campus, etc. Currently, he is a visiting faculty at various IIMs. He is also a qualified MBA (Marketing), PGDBM (Marketing) and Master of Commerce (Business Administration). He loves training and discussions on anything related to marketing.



### Arif Raza

PhD - Healthcare Management

Prof Arif Raza has an experience of 15 years with 10 years in healthcare industry. He is the author of 'Accreditation for Healthcare Organizations', and consulted several hospitals for quality improvement and accreditation. He has handled large scale research projects for the central and state governments and the WHO. He is a two-time recipient of 'Best Professor in Healthcare Management' award by Dewang Mehta Business school affair. He is also certified as a NABH assessor by Quality Council of India.

### Arindam Das-Gupta

PhD (Economics) (Cornell Univ)

Arindam Das-Gupta has been a faculty member in IIM, Ahmedabad, National Institute of Public Finance and Policy, New Delhi, Nanyang Business School, Singapore, Indira Gandhi Institute of Development Research, Mumbai and the Lee Kuan Yew School of Public Policy of the National University of Singapore. He has also been a consultant to the Asian Development Bank, Ernst and Young, and the World Bank. A public policy oriented micro-economist, he has published extensively in the area of tax theory and policy.



### Arpita Amarnani

BE (Electrical), MBA (Finance), PhD

Arpita Amarnani has 23 years of corporate and academic experience of which 16 in full-time academics at different business schools like Institute of Management, Nirma University. Her areas of teaching are Corporate Finance, Management of Financial Services, Financial Institutions and Markets and Fintech. Her current research focuses on FinTech business models and Sustainable Finance, and she has published in journals and presented papers in international conferences. She is currently the Chair of Centre for Excellence in Sustainable Development at GIM.

### Avik Sinha

BE, PGDM (Finance), FPM (Economics)

Dr Avik Sinha has experience of over 8 years with 5 years of full-time research and academic experience. He is ranked under top-30 economists in India, and in top-300 economists in Asia. He works in the area of Energy and Environmental Economics, Sustainable Development, and Applied Econometrics. He teaches Microeconomics across programmes. His policy research is focused at attaining the Sustainable Development Goals (SDGs), with a special focus on SDG 13, SDG 7, and SDG 8.



### Bhanu Pratap Singh

BSc (Microbiology), MBA (Finance), PhD (Finance)

Dr Bhanu Pratap Singh is an Assistant Professor. He has completed his doctoral studies from the Indian Institute of Management, Raipur. He has published his work in various international journals. His area of interest is Risk Management and Econometrics.



### Cedric Serpes

BA Lit (Xaviers, Mumbai), MS Communications (Univ of Louisiana)

Cedric Serpes has 22 years in Branding and Advertising Communication. He is a Visiting Faculty at IIM Udaipur; IIT Gandhinagar and Jammu; National Institute of Design; Accenture; Naval War College, Goa, MNIT and IIIT Jaipur. He teaches Advertising Communication and Creativity and Imagination. Cedric is also a TedX speaker, Songwriter/ Singer and a published Indo-Anglian Poet/ Writer. He is the Chairperson for the Centre for Creativity and Innovation.

### Chinmaya Behera

MA, MPhil (Economics), PhD (Economics)

Dr Chinmaya Behera has 7.5 years of experience in post-graduate teaching and research. He has published several national and international research papers in the area of economics and finance. He is the author of two books. He has major research funding under institute of eminence research scheme, Government of India. He has been organising the econometric workshops and international conferences for the benefit of academicians and corporate executives.



### D. N. Panigrahi

MSc (Physics), CAIIB & DFS (IIBF, Mumbai), CFA & MS (Finance) (ICFAI-India), MBA (Finance, FMS, Delhi), PhD (Finance)

D N Panigrahi has 21 years of banking experience and over 17 years of academic experience. During his banking career he had worked in Delhi, Kolkata, Mumbai and Odisha with exposures in Retail Banking, Branch Banking Operations, MIS and Compliance, International Banking and Trade Finance, Credit Analysis, Appraisal and Management, Training and Development. His was the Principal and Chief Faculty of the Bank's Training College. He has been Prof of Finance and Bank Management at Institute of Management Technology, Nagpur.

### Devasheesh Mathur

BTech, MTech (IIT Bombay), FPM (Public Policy, MDI Gurgaon)

Devasheesh carries valuable experience from working at a policy think tank and a couple of start-ups into academia. He teaches health systems and policy analyses along with social entrepreneurship, innovation and design thinking strategies. He works with governments and intergovernmental agencies on various projects related to policy monitoring and impact evaluations. He has published peer-reviewed research articles and open editorial pieces in leading dailies. He is one of the founding members of Indian Public Policy Network.



### Divya Singhal

MJ (MC), MA (Economics), ITP (CEIBS, China), FDP (IIM-A), PhD

Divya Singhal has experience of approx. 22 years with 17 years of full-time academic experience. She is currently a Professor in the area of General Management and Chairperson-Centre for Social Sensitivity and Action. She teaches subjects related to Social Responsibility, Research and Music and Management. Her research interests are in the area of development, responsibility and education.

### Diya Guha Roy

BE Civil Engineering, MBA, PhD (Marketing, Analytics)

Dr Diya Guha Roy completed her doctorate in 2019, and her main areas of experience have been software project management, development, testing and delivery. Diya has worked both in IT Software (Infosys, Oracle during 2004-2011) and Construction (Shapoorji & Pallonji in 2003-2004) domains. After her MBA, Diya worked with 10EQS as a business analyst.



### Hemant Kumar Padhiari

BE (NIT, Silchar), MTech IIT BHU, PhD/ Fellow Institute of Rural Management (IRMA, Anand)

Hemant Kumar Padhiari is a Fellow of IRMA, Anand. He has a BTech from National Institute of Technology, Silchar, Assam and an MTech. from IIT-BHU, Varanasi. He has five years of experience in infrastructure industry. He teaches courses on Strategic Management, Business Models, Competitive Strategy, Capstone Business Simulation, Digital Transformation, Platform Business and Design Thinking. He has worked in several consultancy projects for the Govt. of Goa and Govt. of India. His research interest includes strategy and digital business.

### Joy Chowdhury

MSc (Economics), MPhil (Economics), PhD (Economics)

Dr Joy Chowdhury is an Assistant Professor. He worked with IBS, Chennai as a Faculty Member in Economics. He also taught at NMIMS as an Assistant Professor in Economics. He has also worked with ISB, Hyderabad, IIM A and Jadavpur University.



### Kanupriya Katyal

BE (Elec & Comm, Osmania Univ), PGDM (Marketing, GIM), FPM (Marketing, XLRI)

Kanupriya Katyal is an FPM from XLRI. She teaches Judgement and Choice models; Research Methods, New Product Development. Her areas of research include price fairness perceptions, bargaining and choice. She has conducted MDPs in sales management, product strategies and CRM for clients like Orient Cement, LIC, PNB, Novartis, and Indofil Chemicals. She has conducted a 'Doing Business in India' programme for WUTBS, Poland. She has consulted with Handicraft & Handloom Development Councils of Andhra Pradesh & Nagaland, UGC, HLFPTT and ACGL.



### Kapil Khandeparkar

BE (Honours) (BITS Pilani, Goa Campus), FPM (IIM Ahmedabad)

Dr Kapil Khandeparkar is an Associate Professor. He has completed his doctoral studies from the Indian Institute of Management, Ahmedabad. He has published his work in the Journal of Retailing and Consumer Services, Tourism Management, Journal of Brand Management and Marketing Intelligence and Planning.

### Karman Khanna

BMM (Advertising), MA (Communication & Journalism), FPM (Communication)

Karman is a senior lecturer at the Goa Institute of Management and has done his doctoral studies from MICA, Ahmedabad. His six-year working experience spans across academia and the advertising industry. Alongside academic publishing in journals and books, he is also the national award winner for his short film, "The Need of New Drugs for Tuberculosis." His areas of interest include interpersonal communication, gender communication, consciousness studies, and sociology of material culture.



### Kaushik Desarkar

BSc (Economics Honors), PGDM (SPJIMR), MSc (Finance Distinction UK), FRM (GARP, USA)

Kaushik Desarkar has 20 years of corporate and academic experience. His corporate experience has been with Tata Steel (India) and Morgan Stanley (UK). Most of his academic experience has been with GIM. He is a certified FRM (USA) and is focussed on financial risk management. He is an Assistant Professor in Finance focussed on Fixed Income Securities, Financial Derivatives and Financial Risk Management. He enjoys programming in Python.

### Kheya Furtado

Master of Public Health, PhD (Health Sciences)

Kheya Furtado is Assistant Professor. Her current areas of research, consultancy and teaching are Health Systems Financing and Public Health. She has led and conducted WHO funded projects focussing on various publicly financed health protection schemes in India. She served at the Health Division of the NITI Aayog, New Delhi, the policy thinktank of the Government of India. Her doctoral research was carried out under the INSPIRE fellowship award of the Department of Science and Technology.



### Kiran K

BE, MTech (Industrial Engineering & Management), PhD

Dr Kiran K is currently Assistant Professor in Information Technology and Operations Management. He is a PhD from Indian Institute of Management Bangalore (IIMB) in the area of Production and Operations Management. His research areas are Production and Operations Management, Supply Chain Management, Game Theory Applications, and Public Policy. His research papers and cases are published in reputed journals and he has presented his research work at various National and International conferences.

### Lakshmi Vishnu Murthy Tunuguntla

Btech, PMP, CSSBB, CQA, MTech, MBA, PhD

Dr LVM is currently Professor and Area chairperson for Ops & IT. He has over three decades of experience in areas like teaching, research and development, manufacturing, marketing and IT. He worked in various fortune 500 organizations like World Bank USA, Dongbu South Korea, Fitec Japan, Fibertech KSA, IMT Hyd, BML Munjal University. His research interests are in project management, IT governance, new technologies like Block chain, IOT and AI and their application in management including operations and information systems.



### Manas Mayur

BSc, MSc, PhD

Dr Manas Mayur is currently an Associate Professor in the Finance and Accounting area and also the chairperson (Centre for Excellence in Research). He has more than 12 years of experience in teaching and research. He holds a PhD from GGSIP University, Delhi in finance. He is a keen researcher and has published in the journals of national and international repute. His research interests are focussed around areas of Capital Market, Corporate Governance and Behavioural Finance.

### Manju Tripathi

BSc (Physics Honours), MBA (Finance), PhD (Finance)

Dr Manju Tripathi has over 19 years of industrial experience across corporate treasury, finance and banking at managerial levels. The organisations and her level of associations are; Sr. Vice President and Sector Head Sales (Cash Management), HSBC India; Dy. General Manager (Treasury), Jet Airways; Manager (Treasury) with Tata Motors and Indian Petrochemicals Corporation. She has published several articles in reputed journals and has contributed to chapters in books published by HSBC on Global Cash and Treasury.



### Muneeb UI Lateef Banday

BTech (Aligarh Muslim University), PhD (IIM Ahmedabad)

Muneeb UI Lateef Banday has a doctoral degree in Organisational Behaviour. He worked in Wipro Limited for two years. His research interests lie in the areas of critical management studies, interrelationships among power, discourse and subjectivity, global production networks, and business ethics. His research projects include employment relations in the Indian IT industry, child labour in Bt cottonseed industry and change management in family-managed businesses. He has published in reputed management journals and conferences.



### Nafisa Fatima Maria Vaz e Desouza

PGDHCM, PGDCRM, Pursuing PhD

Nafisa Vaz has 10 years of corporate and academic experience in healthcare. She has extensively worked with hospitals, diagnostics and the Insurance Industry. She has carried out consulting assignments for private organizations and the government including NHA and the WHO for projects launched by the Government of India. She has published papers and cases in National and International journals and has book chapters to her credit.

### Naga Venkatesh Devaguptapu

MBA, LLB, PGTD, PhD (HCU) & Fellow (AHRB)

Venkatesh Naga has over three decades of HR functional, consulting, academic and research experience. His corporate experience has been in the area of HR functional domain across logistics, banking, IT/ ITeS and social sectors (GATI, ING Vysya, HSBC, IDRB/ SITEL, Akshaya Patra). Has essayed HR generalist roles as Head HR with pan India responsibilities and specific roles as Head Global Talent Management Office, Head Talent and Learning. He has published two books in HRM and has over 35 research publications.



### Nandakumar Mekoth

MCom, PhD (Univ of Calicut), FDP (IIM Ahmedabad)

Nandakumar Mekoth has over 32 years of academic experience. He teaches marketing and research methods. He has published in reputed journals. He has supervised many doctoral students and currently he is the chair of the Fellow Programme. He worked in Goa University for many years where he held positions like Dean of Management Studies and was a member of the Academic Council.

### Neeraj Amarnani

BSc, MBA (Finance), PhD

Neeraj Amarnani has 25 years of corporate and academic experience. He has worked in MICA and Nirma University. His research areas are Fintech, Capital Markets, Investments, Behavioural Finance and Financial Modelling. He has published papers internationally and edited books. His awards include 'Best Teacher in Financial Management' at Lokmat National Awards for Educational Excellence – 2015, 'Best Paper in Finance' at Nirma International Conference on Management – 2007, and 'Certificate of Excellence' at the Case Chase 2005 competition at ISB, Hyderabad – 2005.



### P Bala Subhramanyama

MPhil (S V Univ, Tirupati), PhD (S V Univ, Tirupati)

Dr P Balasubramanyam is an Associate Professor. He has more than 20 years of working experience in IT and manufacturing domains. He successfully led many projects through applying Machine learning and AI techniques to complex manufacturing and connected industry domains. His research interest lies in the areas of supply chain management for manufacturing and predictive modelling for better decision making. He wants to spread the notion of "Artificial intelligence for the betterment of lives" among the younger generations.

### Padhmanabhan V

MBA, MPhil, FDP (IIM-A), PhD

Padhmanabhan's teaching, research and consultancy interests are in the area of individual and group dynamics, competency mapping, and organisation development. He is an organisational story gatherer and writes case studies that explore the processes at the self, interpersonal and system levels. Some of the cases authored by him have been published in Asian Business Case Center, GVV – Babson's college, Ivey Case publishing, Sage Publishing, etc. He believes in a constructivist approach in facilitating learning.



### Padmavati Shenoy

BE (Manipal Institute of Technology, Manipal), PhD (IIM Tiruchirappalli)

Padmavathi Shenoy has decade long diverse and balanced experience in industry and academia. She has varied industry experience with techno-functional roles in MNCs such as Dell International Services and as HR manager at multiple start-ups. She actively catalysed industry-academia-community engagement by initiating several MoUs with public sector enterprises, MSMEs and agricultural associations. Her areas of interests are Hybrid Organizing, Social Entrepreneurship and Employee Engagement. She has conceptualised and delivered several life skills and employability enhancement training programs.

### Prakash Singh

PhD Economics

Dr Prakash Singh is a versatile economist and an Assistant Professor. He specializes in financial development with sub-themes of development, including international trade with orientation to policy research. He has been associated with Institute of Economic Growth (IEG), Delhi School of Economics (DSC) and Centre for Regional Trade, IIFT, India. He has undertaken many independent research assignments with IDE-JETRO, ARTNeT-UNESCAP, and the World Bank. He is actively involved in social entrepreneurship and social transformation using education as tools.



### Pravat Surya Kar

MBA, PhD

Dr Pravat has 20 years of experience in Academics, Consulting and Research. He has taught B2B, Services, Rural and Social Marketing courses for past 14 years. Prior to academics for six years, he worked in XIMB's consultancy wing, with utility clients for B2C & B2B marketing functions. He had started his career in 1999, with Eli Lilly (in pharmaceuticals) as a territory manager in Calcutta. His research focus is management of relationships and marketing strategies.





### R Rathish Bhatt

BE (Mechanical), MBA, PhD (IIT Kharagpur)

R Rathish Bhatt has experience spanning 13 years in industry, academics and research. His teaching and research interests lie in the areas of Strategy, Corporate Governance, Business Ethics and International Business. He has been associated with the Big Data Analytics programme at GIM right from the ideation to the launch stage. He is currently focussing on enriching the programme by working very closely with the industry professionals. He has also attended and presented papers in many international and national conferences.

### Raj V.Amonkar

PBM (Univ of Warwick), PGDOM (IGNOU), BTech (IIT, BHU)

Raj V. Amonkar has experience of over 35 years with 9 years of full-time academic experience. His corporate experience ranging from petroleum refining to coatings and crop protection chemicals has been concentrated in Production and Operations with the last 10 years at senior management level. His areas of interest are Supply Chain Management, Production and Operations Management and Project Management. He is a member Logistics Panel of CII, Goa.



### Rajesh Pathak

MCom (ABST), MBA (Finance), PhD

Dr Rajesh Pathak has over 11 years of experience in teaching finance and accounting allied courses and conducting academic research. He has been a visiting scholar at Bangor University, North Wales, UK and his research works are published internationally. He has won the best research paper awards at University of Western Australia, Perth; IIT- Kanpur. He is a recipient of the Literati Award 2019 by Emerald publishing. He worked with IBS-Hyderabad and with Reliance Communication and Shriram Insight Share Brokers.

### Rakesh Shrivastava

BTech (IIT Delhi), PGDM (IIM Calcutta)

Rakesh Shrivastava has experience of over 43 years with 17 years of full-time academic experience. His corporate experience has been concentrated in Information Technology and Management Information Systems. He has held responsibilities in Operations in both Manufacturing and Services, and HR including Organisation Renewal and won national and international recognition for e-governance applications. He has been Professor of Information Management at SP Jain Institute of Management & Research and ABV-Indian Institute of Information Technology & Management.



### Ranbir Singh Sodhi

BE, MBA, Pursuing PhD

Ranbir Singh Sodhi has 15 years of Sales and Marketing experience. He has worked with companies like Siemens, Tata Motors, Vodafone and Birla Sunlife Insurance. In academics, he has been associated with GIM for a little over 11 years and his areas of interest include Marketing strategy, Brand Management, CRM, Entrepreneurship, Business models for start-ups/ entrepreneurs and Entrepreneurial Marketing.

### Ranjan DasGupta

MCom, MPhil, PhD

Dr Ranjan DasGupta is an Associate Professor in Finance Area. He has done his post-graduation, MPhil and PhD from the University of Calcutta. He has more than twenty years of teaching experience in reputed institutes across India. He has published his research works in the American Business Review, International Journal of Emerging Markets, Review of Behavioural Finance, etc.



### Rohit Mutkekar

PhD (Statistics)

Dr Rohit Mutkekar is an Associate Professor. He has 14 years of teaching experience at PG Level. His area of research is Statistical Inference in Reliability Models.

### Rohit Prabhudesai

BE (Goa Univ), MIB (Curtin Univ of Technology), PhD (BITS Pilani)

Dr Rohit Prabhudesai has published research papers in international business management, small business strategy, and data visualization in journals and conferences of international repute. He also received the best paper award. He writes and reviews on management and sports-related topics for reputed newspapers, websites, and journals. His research interest lies in strategic alliances, international market entry modes, and cross-cultural dynamics.



### Roshni Das

BSc, PGDM (Finance), PhD (OB&HRM)

Roshni Das is a faculty in the area of Organisational Behaviour and Human Resources Management. She has completed her PhD from Indian Institute of Management, Indore. She has five years of experience in the Information Technology and BFSI sectors. Her current research interests are in multi-level modeling and bibliometrics.

### Sebastian Morris

MSc (Int.) (Physics) (IIT, Bombay), Fellow of IIM, Calcutta

Sebastian Morris is a prolific author and his interests include international trade and investment, industrial development, economic history, public sector, infrastructure, public policy and governance, Indian economic performance, and small firms. He received the Ford Foundation post-doctoral fellowship in International Economics; won the EXIM Bank's International Trade Research award. He has taught in several international and national business schools. He was the ICCR Chair professor at the Copenhagen Business School and professor at the Indian Institute of Management, Ahmedabad.





### Shantanu Prasad

MBA, NET, PhD

Shantanu Prasad teaches courses like; Marketing Analytics, Marketing Research and Marketing Management. His research interests include social media marketing, consumer behavior and neuromarketing. He offers consultancy services and conducts MDP on issue analysis pertaining to internal and external customers for business development. His total work experience is 18 years both in industry and academics.

### Shawnn Melicio Coutinho

BE (Mechanical Engineering), PGDM (GIM), Pursuing PhD (BITS Pilani, Goa)

Shawnn Coutinho has over 11+ years' industry experience in the industry prior to joining academics. He worked in diverse sectors from Healthcare (Johnson & Johnson), Information Technology (Wipro) and Energy (Reliance). His areas of interest are healthcare marketing, branding, consumer behaviour, marketing strategy & execution, pricing strategy, new product development and sales & distribution. Currently, he also consults with leading healthcare organizations in developing India market access strategy and marketing. Has conducted MDP programmes for Government of Goa and other med-device and pharma companies.



### Shikha Aggarwal

MBA, FPM (MDI, Gurgaon)

Shikha Aggarwal is Assistant Professor in the area of Operations. She has taught courses on Supply Chain Management, Supply Chain Analytics, Operations Strategy, Technological Innovations in Management, etc. She has published research papers in top journals and teaching cases at Harvard Publishing. She has also been the programme coordinator and delivered training sessions in workshops and MDPs.

### Shiv Nath Sinha

ACS, PhD

Dr Shiv Nath Sinha is an Associate Professor with over 17 years of experience in industry and academics. He has taught Business and Corporate Laws, International Business Laws, Corporate Governance and Corporate Social Responsibility in several IIMs and IMT Dubai, beside delivering workshops on CSR and Sustainability. He is an Associate Member of Institute of Company Secretaries of India. He completed Diploma in Corporate Governance, ICSI, New Delhi, and Graduate Diploma in Social Responsibility and Sustainability, University of Toronto.



### Soumen Kumar Manna

Master, PhD

Dr Soumen Manna is an Assistant Professor. His Masters and PhD degree are from IIT Bombay in 'Applied Statistics and Informatics'. He has 10+ years of academic and industry experience. He taught in IIT Bombay, Mumbai University, Ramaiah University and VJTI Mumbai. He also worked in INSOFE, Cytel, Bisleri, etc. His areas of interest are Mathematics, Statistics, Optimization, Design of choice experiments, Machine learning, Data science and Computer programming. He enjoys his spare time with novels, football, and new cuisines.

### Sreerupa Sengupta

MA (Delhi School of Economics, Univ of Delhi), PhD (Jadavpur Univ, Kolkata)

Sreerupa Sengupta spent 8 years in the academia and 4 years in the industry. She teaches courses on Health and Human Rights, Ethics and Sustainable Development, Gender and Development and Qualitative Research. Her research interests are public health, gender and social policy. She was awarded a SYLFF fellowship from Tokyo Foundation for Policy Research, Japan for PhD, was a visiting fellow at Howard University, USA and American University in Cairo, Egypt and is an alumnus of the German Development Institute.



### Sumit Datta

BMet Engineering (Honors), PhD

Dr Sumit Datta has 40 years of experience in industry and academics. He was the Executive Director of Indian Institute of Coal Management (IICM), Coal India Limited and General Manager in Steel Authority of India Limited (SAIL). He was the visiting faculty at IIM, Kozhikode and consulted with UNDP, Qatar Steel, and at NMC, Saudi Arabia. He has undertaken many industrial and academic research projects and OD interventions internationally and conducted programs for reputed organizations in India and abroad. He teaches Operations Management.

### Supriya Phadnis

Master of Public Health, PhD (Health Sciences)

Supriya Phadnis has over eight years of experience in public health and academics. She has worked with the National Rural Health Mission in Maharashtra, University of Pune, INCLIN Trust International, Save the Children and several other healthcare organizations. She has published research articles in national and international journals. Her areas of interest are Birth Defects Management, Urban Healthcare Structure and Health Policy and Planning.



### Tuhin Sengupta

PhD (Operational Management) (IIM, Indore)

Dr Tuhin Sengupta is an Assistant Professor in the Department of Information Systems and Operations Management. He completed his PhD from Indian Institute of Management Indore. He has published research papers in international journals such as Production Planning & Control, Technological Forecasting and Social Change, Computers in Industry, Journal of Cleaner Production among others.



### Umesh S Mahtani

BE, PGDM (MBA), Qualified Accountant (CIMA-UK), CPA (USA), PhD (Finance)

Dr Umesh Mahtani has over 25 years' experience managing the finance functions in various industries such as Manufacturing, IT, Trading and Outsourcing. He has worked in organisations in India, Malaysia, Singapore and Nigeria. He has a PGDM (MBA) from the Indian Institute of Management, Bangalore. He is a qualified accountant from Chartered Institute of Management Accountants (CIMA-UK) and a CPA from AICPA-USA. He has published several research papers in reputed journals in the areas of finance, accounting, aviation management, etc.

### Vedprakash Vasant Rao Meshram

PGDM & PhD (IIM Lucknow)

Vedprakash has worked in technology and finance for 6 years. His teaching and research interests are in financial and management accounting, corporate finance, and earnings manipulation. He received the 'Best Research Paper Award' in the track of Financial Market's at the third Pan-IIT International Conference on Financial Market and Corporate Finance.



### Vilasini devi Nair

MHA, PG Diploma (Health Economics) (TISS), PhD (Health Economics), Fellowship in Health Economics (Monash Univ)

Vilasini Devi Nair is an Assistant Professor in Health Economics. She was working as health economist in Ethiopia under UNDP capacity development scheme for 16 years. She has been the CEO of the Executive Development programme for Hospital Management Ethiopia with Yale University, USA. She received a full scholarship for Health Economics programme from PHFI. She received Young researcher's Grand award from AHPSP, WHO and has an economic evaluation techniques training in Oslo University, Sweden.

### Vinit Ghosh

BTech (IT) (Kalyani Univ), Masters in HR & OM, PhD in OB/HR (IIT, Guwahati), PhD (Economics) (Univ of Delhi)

Dr Vinit Ghosh is a doctorate in the area of OB/HR from Indian Institute of Technology, Guwahati. He has worked 8 years in the industry and has published research articles in journals like Employee responsibilities and rights, Journal of Indian business research, Management research review, Psychological studies, etc. His area of interests includes diversity management, creativity and innovation, technology enabled HRM, HR analytics and social psychology.



### Vithal S Sukhathankar

MCA, FDP (IIM, Ahmedabad), MPhil (Goa Univ)

Vithal Sukhathankar is teaches in IT and OM. He is the chairman of the GiveGoa project. He has done his FDP from IIM, Ahmedabad with Grade A. His research is in the area of e-Government and electronic services. He conducted several management development programmes and has been on different apex committees for the Govt. of Goa. He has also designed courses for Goa University and Karnataka University

### Vivek Roy (On Lien)

PhD (IIM Raipur)

Vivek Roy is an Assistant Professor of Operations and Supply Chain Management. He offers courses on Logistics Management, Service Operations Management, and Global Supply Chain Management. His research works have appeared in top class research journals such as the International Journal of Operations and Production Management, International Journal of Logistics Management, Journal of Cleaner Production to list few. He serves on the Editorial Board of a reputed journal—Management Decision (Emerald).



## Adjunct Faculty



### Neetant Sinai Shirodkar

BCom (Goa University), MBA (Finance), ACA

Neetant Shirodkar has work over 16 years as Senior Financial Consultant specializing in Taxation, Foreign Trade, Wealth and Risk Management having provided services to HDFC Bank Ltd., Kotak Mahindra Bank, Export oriented Units, Hospitality and Tourism sector and Mining Industries. He also teaches in other business schools and colleges. He also worked for 3 years with Deloitte Touche and Tohmatsu. His areas of expertise are Foreign Trade, Corporate Taxation, and Wealth and Risk Management.

### P.R. Sheshadri

BE (Univ of Delhi), PGDM (IIM, Bangalore)

P R Sheshadri has 33 years of experience in commercial banking. His banking experience spans multiple markets: India, Singapore (Asia Pacific) and the United Kingdom. His most recent assignment was the CEO of a listed Indian bank. He was also the CEO of a 'challenger bank' in the UK along with holding other senior roles. His specialty is the acquisition and management of risk assets. He has recently transitioned to academics.



### Subrata Majumdar

PGCGM (IIM, Kolkata)

Subrata Majumdar has decades of experience in academics and industry. He has held senior positions with ITC Ltd., Times of India, Union Carbide and Cadburys Schweppes. He has facilitated learning at IMT- Ghaziabad, FORE School of Management, University of Delhi (economics wing), Time School of Marketing and Indus World Business School. As a corporate trainer, his clients include Amway, Hyundai, Maruti Countrywide, Gecis, Rhode Schwartz, Valvoline Cummins, Boston Scientific, JCBL and ICICI Bank. His area of interest is marketing.

# Academic Advisory Council

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Indian School of Business

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IIM - Bangalore

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Professor  
Amrut Mody School of Management Ahmedabad University

### Senior Prof Sebastian Morris

Professor  
Goa Institute of Management



# Committees

## Anti-ragging Committee

As per the directions of the Honorable Supreme Court of India, an Anti-ragging Committee is being constituted as follows. This Committee will be responsible for ensuring that ragging in any form does not take place within the GIM Campus.

**Chairman:** **Prof Ajit Parulekar**  
Director, Goa Institute of Management

- **Prof Sumit Datta**  
Dean, Administration  
Goa Institute of Management
- **Prof Kiran K**  
Assistant Professor & Hostel Warden  
Goa Institute of Management
- **Mr Shivram Vaiganka**  
Police Inspector  
Valpoi Police Station
- **Ms Skitter Faia**  
Perfect Relations  
Panaji, Goa
- **Mrs Alka Dattatreya Dhond**  
Parent of first year PGDM student  
Goa Institute of Management
- **Ms Akshata Shenoy**  
SAC - Student Representative  
Goa Institute of Management
- **Prof Umesh Mahtani**  
Programme Chair, PGDM-FT  
Goa Institute of Management
- **Prof Shikha Agarwal**  
Assistant Professor & Hostel Warden  
Goa Institute of Management
- **Ms Sulata Lotlikar**  
Student Counsellor  
Goa Institute of Management
- **Mr Filipe Dionizio**  
Parent of second year BDA student  
Goa Institute of Management
- **Mr Nihal Shet Narvenkar**  
SAC - Student Representative  
Goa Institute of Management
- **Mr Umesh Jhavar**  
SAC - Student Representative  
Goa Institute of Management
- **Prof Vinit Ghosh**  
Assistant Professor & Hostel Warden  
Goa Institute of Management
- **Mr Mukesh Kumar**  
Chief Technical Officer  
Goa Institute of Management
- **Dr Archana Kamat**  
Medical Practitioner &  
Institute Doctor
- **Mr Menino D'Souza**  
Parent of first year HCM student  
Goa Institute of Management
- **Ms Shaleen Aggarwal**  
SAC - Student Representative  
Goa Institute of Management

## Internal Complaints Committee

With reference to the Supreme Court's direction, all workplaces are required to constitute an Internal Complaints Committee with regard to Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013. Committee officials are as given below

**Presiding Officer:** **Prof Anamika Sinha**  
Faculty, Goa Institute of Management

- **Adv. Emidio Pinho**  
Advocate & External Member  
C/o Casa Pinho Corte de Oiteiro
- **Prof Shiv Nath Sinha**  
Assistant Professor  
Goa Institute of Management
- **Ms Mansi Gandhi**  
Student Representative - PGDM  
Goa Institute of Management
- **Prof Andy Silveira**  
Adjunct Assistant Professor  
Goa Institute of Management
- **Ms Nayana Talaulikar**  
Librarian  
Goa Institute of Management
- **Ms Shruthi Arunkumar**  
Student Representative - BDA  
Goa Institute of Management
- **Prof Sreerupa Sengupta**  
Assistant Professor  
Goa Institute of Management
- **Ms Poorva Vete**  
Administrative & Ex. Assistant  
Goa Institute of Management
- **Dr Vikas Kr. Patnaik Naguru**  
Student Representative - HCM  
Goa Institute of Management

## Grievance Redressal Committee

As per the directions of the All India Council for Technical Education (Establishment of Mechanism for Grievance Redressal Regulations, 2012) the Committee will comprise of the following Members:

**Chairman:** **Prof Sumit Datta**  
Dean, Administration, Goa Institute of Management

- **Prof Neeraj Amarnani**  
Dean, Academics  
Goa Institute of Management
- **Prof Divya Singhal**  
Professor  
Goa Institute of Management
- **Ms Celine Pereira**  
Non - Teaching Staff  
Goa Institute of Management

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Former Special Secretary to the  
Government of India,  
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**Prof Ajit Parulekar**  
Director  
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Former Director, Goa Institute of Management;  
Former Chairman EDC, Goa  
Former Director, Sesa Goa Ltd., Goa

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Datamatics Global Services Limited

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Faculty  
Goa Institute of Management

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### Shri Parimal Rai. IAS

Chief Secretary  
Government of Goa

### Mr Raman Madhok

Chairman-GEA Process Engineering (India) Pvt. Ltd.  
Former Division Head-Niro A/S Denmark  
Former Executive President- Zuari Industries Ltd; Goa.

### Prof T. V. Rao

Chairman  
T.V.Rao Learning Systems Pvt. Ltd.

### Mr Sagnik Ghosh

Founder & Managing Director  
ScaleFactor Consulting Labs Pvt. Ltd.

### Prof Neeraj Amarnani

Faculty  
Goa Institute of Management



Illustrated by: Sai Vallabh Salgaonkar (Batch of 2018–20)

# CREATING RESPONSIBLE, RESPONSIVE AND REMARKABLE LEADERS



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