



N. L. Dalmia[®]

Institute of Management Studies and Research
(A School of Excellence of N. L. Dalmia Educational Society)

**Minutes of relevant Academic Advisory
Council/
Board of Studies meeting
A.Y.2017-18 to 2021-22**



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Institute of Management Studies and Research
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**Minutes of relevant Academic Council/
BOS meeting A.Y.2021-22**



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**Minutes of Academic Advisory Council
A.Y.2021-22**

Minutes of Academic Advisory Council Meeting

Date: 25th June 2022

Agenda —PGDM Curriculum Batch 2022-24

Venue - Online through Zoom

Meeting of AAC was held on 25th June 2022 from 02:00 am to 4:00 pm. The agenda was to discuss the revised PGDM curriculum and seek recommendations and approval from esteemed AAC members

Members Present:

Mr. Kaustubh Shukla	Former CEO (Rtd), Godrej and Boyce Mfg co Ltd.
Mr. Amit Deshpande	Practice Head, Tata Strategic Management Group, Ex. Oliver W man
Dr. Gibson Vedamani	Founder and CEO, Retail Solutions and Learning Tech LLP, Director, Heavenly Foods Pvt. Ltd, Author and Retail Professional
Mr. Anil Talereja	Partner Deloitte
Dr. M. A. Khan	Director, N. L. Dalmia Institute of Management Studies and Research
Dr. Joyeeta Chatterjee	HOD - Marketing and Dean Academics – PGDM N. L. <u>Dalmia</u> Institute of Management Studies and Research
Dr. Jyoti Nair	HOD - Finance, N. L. Dalmia Institute of Management Studies and Research
Dr. Vaishali Kulkarni	HOD - General Management. N. L. Dalmia Institute of Management Studies and Research
Dr. Chandrakant Varma	HOD - Human Resource N. L. Dalmia Institute of Management Studies and Research
Ms. Sajita Pradeep	Manager- Corporate Relations Cell

Recording...



hukla



Dr. Joyeeta Chatterjee



Chandrakant Varma



Jyoti Nair



shpande



Anil Talreja



Dr. Vaishali Kulkarni



Prof Dr M A Khan Director N L Dalmia Mangem



Sajita Pradeep



Dr. Maqsood A....

Dr. Maqsood A. Khan

The meeting commenced with Dr. Joyeeta Chatterjee introducing all AAC members and HODs which was followed by the Director's address.

- The minutes of the previous year's AAC and the action taken report of the Academic Advisory Council Meeting held on 26th June 2021 was discussed with the members.
- Dr. Chatterjee shared and explained the development of the revised curriculum and the course structure for the Batch 2022-24.
- Mr. Kaustubh Shukla appreciated the changes and action taken in alignment with previous AAC.
 - Appreciated the rigor brought in the course.
 - Suggested to engage students placed for feedback on how industry ready they were when they joined industry. Also reach out to companies for feedback regarding placed candidate.
 - How placed students apply their learning in real business environment
 - SIP presentations to be attended by all students so as to develop broad knowledge base
 - Shared value to developed along with students
- Mr. Anil Taleraja appreciated the way institute functioned online during COVID
 - Endorsing suggestions made by Mr. Kaustubh, appreciated the rigor brought in the course.
 - Suggested for Finance specialization to focus more on start-up related aspects.
 - Develop understanding on use of technology in current times for students to be equipped with enhanced technology tools
 - Stated importance of Project Management combined with technology will have greater benefit
- Mr. Amit Deshpande agreed to suggestions made by Mr. Kaustubh and Mr. Anil, appreciated the rigor brought in the course.
 - Suggested to conduct course on Introduction to Product Management
- HOD'S shared their views on the suggestions given by the members. Initiatives taken on the suggested matters were shared with the members.
- Course structure proposed was approved by AAC

2) Discussion on Agenda for the Academic Advisory Council Meeting

- PGDM Trimester System Successfully Implemented.
- Implemented successfully Skill Development and Value Added Courses
- Introduction of Multi-Disciplinary Electives.
- Introduction of Written Analysis and Communication
- Introduction of Application Based Economics
- Contemporary Topics like Global Markets & Issues, Gig workforce, Six sigma, Soft skills and uncertainty management
- Appointment of Counsellor for Resolving Students Personal and Professional Queries
- Any other matters with the permission of the Chair

Mr. Anil appreciated the initiative on inclusion of topics such as uncertainty management. The view was supported by other members and Director sir proposed to introduce Uncertainty Management as a separate course (could be renamed as suggested by members)

Mr. Kaustubh Shukla practical approach to improve thinking outside box and ideate technology development in different areas



Dr. Joyeeta Chatterjee
Dean Academics, NLDIMSR



Dr. M.A Khan
Director - NLDIMSR

AAAC & BOS
1.1.2
1.1.3
1.2.1
1.2.2



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Board of Studies Meeting Minutes
A.Y.2021-22



N. L. Dalmia
Institute of Management Studies and Research
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Minutes of HR Board of Studies Meeting - 2022

Day & Date: Saturday, April 23, 2022

Time: 11.00 am

Zoom Link:

<https://us02web.zoom.us/j/3647756023?pwd=UDR5SG80aWplVHZAOWhGMnM3dXVYUT09>

Agenda:

- Review of existing course structure for batch of 2021-23
- Review of Course delivery and pedagogy
- Value added programs & HR certifications
- Any other matter with the permission of chair

Attended by:

Industry Members

- Ms. Vinu Pillai, HR Leader, IICA Qualified Independent Director
- Dr. Frederick Correa, Sr. AVP- HR, DaraShaw
- Mr. Danish Shaikh, DGM-HR, Travel Food Services

Faculty Members

- Dr. M A Khan., Director & Professor, NLDIMSR
- Dr. Jyoti Nair, Program Head-PGDM
- Dr. Joyeeta Chatterjee, HOD-Marketing
- Dr. Caral D'Cunha, In-Charge HOD – HR
- Dr. Chandrakant Varma, Asso. Prof. HR
- Dr. Nitin Sharma, Asst. Prof. HR

Absent Member

- Dr. Sumi Jha, Associate Professor, NITIE
- Ms. Anupama Jha, GM, Varun Beverages, Head People Partner, Plinestone

Minutes of Meeting:

Agenda 1: Review of the existing course structure for the batch of 21-23

1. The meeting started with Dr. Caral welcoming the members of the Board of Studies to the meeting. She also introduced Director, Dr. Maqsood Khan, Dr. Joyeeta Chatterjee, HOD Marketing, Dr. Jyoti Nair, Program Head, and Faculty Members of HR to the BOS members.
2. Prof. Dr. Frederick Corria chaired the session of the BOS meeting.
3. Dr. Maqsood Khan requested the BOS members to provide their valuable suggestions regarding whether to offer a combined basket of all electives to everyone across all specializations and ask the students to select any three out of them.
4. All the members present welcomed the idea of choice-based elective systems for the current batch of 21-23.
5. Dr. Frederick welcome the idea and he further endorsed mentioning that the core subjects of the course structure also should be opened to the students from other specializations.
6. Ms. Vinu Pillai raised her concerns concerning the choice-based elective system as conceptual clarity and mastery of the subjects directly lead to the final placements of the students.
7. All the members suggested that in HR specialization core subjects should be compulsory to all HR students and out of three electives minimum of one HR elective subject and the remaining two can be chosen from the other specialization electives. This will help get HR students exposure to other disciplines.

Agenda 2: Review of Course delivery and pedagogy:

1. The members of the board appreciated the current pedagogy of the course which includes Case-based discussions, Research projects, guest sessions, simulations, etc.
2. Mr. Danish suggested including more experiential-based learning methods such as live projects and interaction with Alumni mentor's/Industry mentors.

Agenda 3: Value-added programs & HR certifications:

1. Dr. Caral and Dr. Varma briefed the members on the proposed value-added certifications such as Workshop on HR Analytics, Power BI & Tableau, Talent Acquisition Simulations, and Assessment centres and competency mapping which were endorsed and appreciated by the members.
2. Mr. Danish suggested including sessions on how to manage the Gig workforce, Six sigma, Soft skills, etc.
3. Mr. Frederick suggested counselling sessions for HR students as it's an important skill for HR professionals in today's uncertain and agile corporate world. Also, he mentioned that the institute should appoint a counsellor who can help students with their personal and professional issues.

Agenda 4: Any other matter with the permission of the chair:

1. Ms. Vinu suggested that students should be exposed to the global market and issues. It can be done through student exchange programs with foreign universities.

2. Dr. Joyeeta briefed the members on the certain points highlighted in the Marketing MRM such as introducing a module on Written Analytical Communication skills(WAC), Ethics, bringing the element of Technology (ICT) into all courses, and also the course should teach students how to deal with uncertainty.
3. Mr. Danish suggested emphasizing more Research methods as a very important tool in today's business world.
4. Ms. Vinu suggested incorporating the Cyber laws and Cyber Security and ethical practices/Behaviour either to be included in the Corporate law subject or as a separate module as post-Covid this has become a need of the hour.



Prepared by:

Dr. Caral D'Cunha.
In- Charge HOD - HR

Board of Studies Meeting – Minutes of the Meeting

Held on 9th April 2022

Attendees

Members of Board of Studies (Department of Marketing)

1. Professor. Dr. Atanu Ghosh, Former Professor at Shailesh J Mehta School of Management, IIT Mumbai, Former Dean, School of Management & Entrepreneurship (SME), Indian Institute of Technology, Jodhpur.
2. Dr. Satyajit Majumdar, Professor - Centre for Social Entrepreneurship and Dean, School of Management and Labour Studies, TISS, Mumbai
3. Dr. Rahul Altekar, Sales, Pre-Sales, Business, and IT Solutions and Supply Chain Consultant, SAP Professional, Mumbai.
4. Ms. Shweta Tiwari, (Alumni, Batch 2006-08), AVP, Saatchi & Saatchi, Mumbai
5. Mr. Chirag Bagaria, (Alumni, Batch 2006-08), Founder-Director, Proton Communications.
6. Dr. Maqsood Khan- Professor & Director, NLDIMSR
7. Dr. Jyoti Nair- Professor & Head -PGDM, NLDIMSR
8. Dr. Joyeeta Chatterjee, Professor & HOD- Marketing, NLDIMSR

Faculty Members of Marketing:

1. Prof. Dr. Mangesh. Kasbekar - Professor, Marketing and Head, GMBA
2. Prof. Dr. M R Koshti – Associate Professor, Marketing
3. Prof. Dr. Baisakhi Mitra - Associate Professor, Marketing
4. Prof. Sourav Choudhury- Associate Professor, Marketing

Absent:

1. Prof. Jayanta Sengupta, Adjunct Professor, Marketing

Minutes of the Meeting

Agenda 1: Review of PGDM Course Structure Batch 2021-23 (w.r.t Marketing) and modifications/suggestions on the existing syllabus.

- i. The meeting started with Dr. Joyeeta welcoming the members of the Board of Studies to the meeting. She also introduced Director, Dr. Maqsood Khan, Program Head, and Faculty Members of Marketing to the BOS members.
- ii. Prof. Dr. Atanu Ghosh Chaired the session of the BOS meeting
- iii. Dr. Maqsood Khan requested the BOS members to provide their valuable suggestions regarding whether to offer a combined basket of all electives to everyone across all specializations and ask the students to select any three out of them.
- iv. Dr. Atanu Ghosh shared his viewpoint that since the Institute is offering PGDM and since the trend across all B-Schools is offering Choice-Based electives, so it will be beneficial to offer a mixed basket of all subjects. He suggested specifying many electives from Marketing if it is a Marketing specialization and also giving choices to other categories.
- v. Dr. Satyajit Majumdar suggested that the Institute can offer two types of electives- General Elective and Disciplinary Elective. The Institute can be a little liberal in approach in terms of General Elective.
- vi. Dr. Rahul Altekar pointed out that in other Management Institutes, Marketing and Finance students are opting for Operations subjects. Subjects like Revenue Management are in high demand. He also pointed out that the idea of a Discipline-Based option and General Based option is good. He said to emphasize IT on the Digital ground. He suggested implementing a couple of IT subjects in the curriculum.
- vii. Prof. Atanu Ghosh suggested that there has to be substantial knowledge and learning in digital across all specializations and it should be there as a core course. A good dose of ICT and Digitization is a must. He suggested employing Visiting Faculty from the Industry who are well qualified in that particular domain to deliver these courses. Digital Marketing and Mobile Marketing should be taught by a practitioner. In this regard, Dr. Jyoti Nair pointed out that for every subject we have some topics being covered by Visiting Faculty from different Industries to bring in the best practices in the relevant field.
- viii. Prof. Sourav Choudhury shared his experience of how in his Digital Marketing course he has implemented his Industry knowledge and how he made students create live websites- E-Commerce Website, General Website and how students came out with wonderful creations by implementing what they were taught in their course curriculum in Digital Marketing. Prof. Choudhury also emphasized the Skill Development Course in Marketing- Storytelling with Data using Tableau which was taught by him and an Industry expert from outside and how that course has benefitted the students and made them Industry ready.
- ix. Dr. Atanu Ghosh suggested that a course on Written Analysis and Communication (WAC) may be incorporated. It is there in IIM Ahmedabad and it nurtures the analyzing, writing, and decision-making ability of the students. This can be incorporated into the General Management Course.
- x. Dr. Satyajit Majumdar suggested an entire Subject on Self-Management can be made compulsory for all students. This can be offered by HR department.

- xi. Ms Shweta Tiwari suggested the for Consumer Buying Behaviour, there can be General Reading such as Read Predictably by Dan Ariely. Accordingly, she expressed that General Reading should be there for all subjects.
- xii. Dr. Atanu Ghosh suggested including how to do a Sales Potential assessment in B2B Marketing. In E-Commerce, he suggested including the Customer Redressal System and the different ways to resolve it. In IMC, he suggested including Communication Mix Budget and Social Media Communication. In Marketing Analytics, he suggested for inclusion of Data Warehousing and Data Mining. In Retail Marketing, he suggested including how the role of the physical retailer is changing and how much Technology can be deployed in Retail Management. In Rural Marketing, he suggested including Marketing in Emerging Economy.
- xiii. Dr. Satyajit Majumdar also agreed with his point of including Marketing in Emerging Economy as a part of the Rural Marketing Course and he also emphasized Rural Immersion.
- xiv. Dr, Satyajit Majumdar suggested that in Strategic Marketing Management, the Module Industry analysis should be coined as Product Portfolio Decision.
- xv. Dr.Rahul Altekar suggested that the name of the subject, Subject Supply Chain Management can be changed to Distribution & Supply Chain for Marketing Specialization students as per the industry demand and practices in other B-Schools.
- xvi. Dr. Atanu Ghosh suggested that for Customer Value Management, Privacy issues be included, How to ensure the effectiveness of the Outsourced Service Providers, E-Commerce, How to handle Customer Grievance Redressal Systems- to be included.
- xvii. Dr. Satyajit Majumdar suggested that for Social Marketing- understanding the Society and Culture to be included. Dr. Majumdar suggested to include Management of Technology as a subject in the course curriculum.

Agenda 2: Recommendations for New Modules of Skill Enhancement

- xviii. Ms Shweta Tiwari highlighted that for the Skill Development Course, Storytelling Through Data, - Excel, Power BI, and Tableau can be clubbed together and offered to the students.
- xix. Dr. Satyajit Majumdar highlighted the Skill development courses on Communication Skills, People Skills, Technology Skills, and Decision Skills. He also highlighted the importance of mapping COVID across all courses and the importance of including Crisis Management in the Courses
- xx. Dr. Rahul Altekar suggested incorporating Design Thinking and Revenue Management as an elective. Dr. Rahul Altekar proposed that in SAP, they can hire our students for organizing SAP Webinars. As a result of this, students will have the opportunity of interacting with stalwarts in the particular Industry. This will provide the students with holistic development. Dr. Altekar will speak to his HR and get back to us on this.
- xxi. Ms Shweta Tiwari suggested courses on Your Branding/ Personal Branding.

Agenda 3: Approval of Short Term Online Courses (Value Added/ Certificate)

- xxii. Dr. Joyeeta shared the Short term Courses developed by the Faculty Members in the Department of Marketing.
- xxiii. Mr. Chirag Bagaria suggested that instead of MDP on Digital Marketing, there can be Instagram Marketing, Google Advertising, Marketing in LinkedIn, Marketing on Telegram, and Advertising on OTT. He also suggested incorporating the increasing role of Artificial Intelligence in agencies in the IMC Short-term course.

Agenda 4: Any other matters with the permission of the Chair.

- xxiv. Dr. Atanu Ghosh suggested revisiting the syllabus of all subjects in Marketing and to include some must reading and some desirable reading. He also suggested that every class should nurture Communication skills, should give an opportunity to students to talk about Ethics, bring the element of Technology (ICT) into all courses, and also the course should teach students how to deal with uncertainty.
- xxv. The BoS members suggested that according to NEP, to give students a choice of Electives more than Core. BOS members suggested inculcating the habit of reading current news amongst students
- xxvi. Dr. Satyajit Majumdar suggested sensitizing students on Cryptocurrency and Block Chain.
- xxvii. Mr. Chirag Bagaria suggested marketing students be part of an Industry Association like Ad Club Mumbai for a nominal fee. This will give the students a huge exposure.
- xxviii. Dr. Atanu Ghosh suggested the appointment of a Research Associate to facilitate the learning process. He also suggested to the Corporate Relations team that when the recruiters are coming to the campus, an exit interview to be conducted with the recruiters so that the corporate relations team can collect these valuable inputs from the recruiters and work on them.

Minutes Prepared by Dr. Baisakhi Mitra.

Recording





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Upon various deliberations and discussions with the stakeholders of the institution following new courses are prospered for the batch of 2021-22 in PGDM program. The detailed syllabus is enclosed below.

Sr.No	Course Name	Program Name
1	Alternative Investments	PGDM
2	Assessment Centre and Psychometric Testing	PGDM
3	B2B Marketing	PGDM
4	Building Learning Organizations	PGDM
5	Business Economics-I (Micro Economics)	PGDM
6	Business Economics-II (Macro Economics)	PGDM
7	Capstone Business Simulation	PGDM
8	Commercial Banking (Corporate and Retail)	PGDM
9	Compensation and Benefits	PGDM
10	Competency Mapping and Career Development	PGDM
11	Corporate Finance	PGDM
12	Corporate Valuation	PGDM
13	E Commerce	PGDM
14	Employer Branding	PGDM
15	Entrepreneurship Management	PGDM
16	Financial Aspects of Marketing	PGDM
17	Guided Activity - MSR	PGDM
18	HR Analytics	PGDM
19	HR Audit & Scorecard	PGDM
20	Human Resource Information Systems	PGDM
21	Investment Banking	PGDM
22	Logistics and Supply Chain Management	PGDM
23	Managing Diversity & Inclusion	PGDM
24	Marketing Research	PGDM
25	Mobile Marketing	PGDM
26	NeuroScience and Consumer Behaviour	PGDM



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27	Placement Prep Activity course	PGDM
28	Project Management - using capstone business simulations	PGDM
29	Quantitative Techniques -I (Business Stats)	PGDM
30	Retail Management	PGDM
31	Retail Marketing	PGDM
32	Rural Banking and Micro Finance	PGDM
33	Skill Development Course - Data Analytics using R and Python	PGDM
34	Skill Development Course - Fintech	PGDM
35	Skill Development Course- Excel for Managers	PGDM
36	Skill Development Course- Simulation on Talent Acquisition	PGDM
37	Social Marketing	PGDM
38	Sports, Luxury and Political Marketing	PGDM
39	Talent Management(Retention & Engagement)	PGDM
40	Wealth Management	PGDM
41	Workshop Series - Leadership	PGDM

Seema Saini
CEO

N.L Dalmia Educational Society





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**Minutes of relevant Academic Council/
BOS meeting 2020-21**



N. L. Dalmia

Institute of Management Studies and Research
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Minutes of Academic Advisory Council Meeting held on 26th June 2021

Agenda – Revised PGDM Curriculum Batch 2021-23

Venue - Online through Zoom

Meeting of AAC was held on 26th June 2021 from 11:00 am to 1:00 pm. The agenda was to discuss the revised PGDM curriculum and seek recommendations and approval from esteemed AAC members

Members Present:

Ms. Pooja Chheda	Director, PriceWaterhouse Coopers
Mr. Kaustubh Shukla	CEO, Godrej and Boyce Mfg Co Ltd
Dr. Gibson Vedamani	Founder and CEO, Retail Solutions and Learning Tech LLP, Director, Heavenly Foods Pvt. Ltd, Author and Retail Professional
Ms. Benaifer Palsetia,	CHRO & CSR, Head of Indo Star Capital Limited
Mr. Amit Deshpande	Practice Head, Tata Strategic Management Group, Ex. Oliver Wyman
Dr. Neerav Nagar	Associate Professor, Finance, IIM-A
Mr. Vijay Ramachandran	Director, N. L. Dalmia Institute of Management Studies and Research
Dr. Jyoti Nair	Finance and Program Head - PGDM N. L. Dalmia Institute of Management Studies and Research
Dr. Tarun Agarwal	HOD – Finance, N. L. Dalmia Institute of Management Studies and Research
Prof. Baisakhi Mitra	HOD - Marketing N. L. Dalmia Institute of Management Studies and Research
Prof. Caral D'Cunha	HOD - Human Resource N. L. Dalmia Institute of Management Studies and Research
Dr. Vaishali Kulkarni	HOD - General Management. N. L. Dalmia Institute of Management Studies and Research

Mr. Anil Talreja could not attend as he was travelling on 26th June 2021.

1. The meeting commenced with Mr. Ramchandran introducing all AAC members and HODs followed by a brief overview of the revised curriculum and course structure by Dr. Nair.
2. All AAC members were appreciative of the revised curriculum and course structure. The move from semester to trimester was seen as appropriate.
3. Dr. Nagar suggested that the subject Strategic Management (Trimester IV) be offered in first year so that students are more prepared for their summer internship. HODs felt that the students learn the foundation courses in management across finance/marketing and HR functions in Year 1 and are more prepared for the subject strategic management in Year 2. However, the case study method proposed to be adopted covers all elements of strategic thinking and was accepted by the AAC as a valid alternative.
4. Dr. Vedamani emphasised on fewer courses in each trimester with focus on contents for deeper learning. This was agreed by all members. Dr. Nair explained that the trimester system reduces number of courses per trimester.
5. Ms. Chheda suggested inclusion of latest technology like Bloomberg, machine learning, big data, block chain in curriculum. It was informed that students are offered additional programs on data analytics, Bloomberg, fintech as a part of skill development courses.
6. Ms. Palsetia recommended to emphasise on placement and summer internship. Especially training the students to select the right profile and also develop the right attitude towards placements. The members were appraised of the training programs planned by placement department to address this area.
7. Mr. Deshpande said that along with digital marketing, social marketing must be included. It was informed that social media marketing is offered as an elective to marketing students. Social marketing is covered through MSR activities done by N.L. Dalmia Educational Society.
8. Dr. Nagar suggested we need to have more focus on learning through assignments and projects. Dr. Vedamani agreed that deep learning, through projects and assignments be used to measure student performance.
9. Ms. Palsetia recommended that there should be an increase in the number of assessment and projects, and less emphasis on the final exam. Dr. Nagar than stated that IIM- A generally insists that group work =< 40% of the total. It was agreed that we would go ahead as proposed and revise if necessary. Currently the balance is 50-50 between continuous assessment and final exam.
10. Ms. Palsetia also suggested that there should be public speaking (10 min session) to check the ability to divide and assign certain roles. All these components to be made a part of evaluation. It was explained that NLDIMSR has a full communication course covering written and oral communication skills for all students.

11. Dr. Nagar suggested few steps to reduce copying – MCQ, short answers, open book questions and discussions, case study etc. It was agreed to adopt these practices in every course which lends itself to such evaluation.
12. Dr. Nagar suggested students should have the freedom to select courses of their interest offered by other departments. It was agreed to consider and implement this option, as appropriate, as long as sufficient credits were earned in the core specialization.
13. It was recommended that course feedback to be taken along with instructor's feedback. It was informed that course outcome feedback is being taken at the end of every trimester.

There being no other agenda, the meeting concluded with Mr. Ramchandran thanking all for the suggestions and recommendations given.



Vijay
Vijay Ramchandran
Director - NLDIMS



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01/07/2021

Report on action taken on recommendations from Academic Advisory Council

Based on the recommendations from esteemed Academic Advisory Council members on PGDM curriculum for Batch 2021-23 in the meeting held on 26th June 2021, the following action points were decided:

1. Elective courses from Finance/Marketing and HR specialisation to be offered to all students to give them an opportunity to explore inter functional aspects of business management. To ensure uniformity in total credits, students to be offered two electives from their specialisation and one elective from any other specialisation in each Trimester.
2. Semester end exams to be based on Case Analysis and open book system.
3. Pedagogy to focus on learning through cases, assignments and projects.
4. Other points raised by the AAC were discussed and closed in the meeting, as noted in the minutes.

Jyoti Nair
Program Head- NLDIMSR



Vijay Ramchandran
Director-NLDIMSR



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ATTENDANCE RECORD

Meeting of Academic Advisory Council

The meeting was conducted by members of the Academic Advisory Council of N L Dalmia Institute of Management Studies & Research held on Tuesday, 26th June 2021, from 11 am to 1 pm on Zoom as an online platform

Following is the attendance of the members:

Sr. No.	Name	Attendance
1	Ms. Pooja Chheda	Present
2	Mr. Kaustubh Shukla	Present
3	Dr. Gibson Vedmani	Present
4	Ms. Benaifer Palsetia	Present
5	Mr. Amit Deshpande	Present
6	Dr. Neerav Nagar	Present
7	Mr. Vijay Ramchandran	Present
8	Dr. Jyoti Nair	Present
9	Dr. Tarun Agarwal	Present
10	Prof. Baisakhi Mitra	Present
11	Prof. Caral D'Cunha	Present
12	Dr. Vaishali Kulkarni	Present

Mr. Anil Talreja was absent with apologies.

Director, NLDIMSR



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Minutes of Board of Studies
A.Y.2020-21



N. L. Dalmia
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31st March 2021

ATR

Finance Area Action taken Report on the meeting of the Board of Studies (BOS) Committee Members

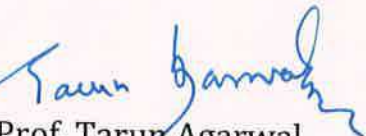
Based on the recommendations from esteemed Board of Studies members on PGDM curriculum and other matters for Batch 2020-22 in the meeting held on 13th March 2021, the following action points were decided:

1. Principles and Practices of Management and Organizational Behavior courses in Trimester 1 are being looked at and taught with better practical approach.
2. Trimester 5 provides for enhanced number of electives as an option for students along with Skill Development Courses.
3. Tie up with NISM for certification courses along with other MOU's have been initiated by the institute.
4. Bloomberg Certification have been suitably included in the Skills Development side.
5. Strategy Execution has been looked into as a module in the Strategic Management course.
6. Students of the PGDM course are being provided with the option to choose more than the desired elective for the purpose of additional learning. Post finalization of PGDM course curriculum structure and plans, the same may be shared with the institution's placement partners for their suggestions, recommendations and feedback.
7. Other points raised by the BOS were discussed and closed in the meeting, as noted in the minutes.


Jyoti Nair

Program Head- NLDIMSR




Prof. Tarun Agarwal
HOD-Finance

MINUTES OF MEETING
FINANCE AREA-BOARD OF STUDIES
MEETING HELD ON SAT, 13TH MARCH 2021 AT 2:00 PM

The meeting was chaired by Mr. Vijay Ramachandran, Director, NL Dalmia Institute of Management Studies and Research with the following members being present

Present:

Dr. Sunder Ram Korivi, Senior Consultant DEA- NIFM Research Programme (Former Dean NISM); Himanshu Singhal, VP Kotak Mahindra Bank; Ankush Gadi, Director Crisil; Gaurav Jain, Sr. VP Motilal Oswal; Dr. Tarun Agarwal, Head of the Department; Dr. Jyoti Nair; Prof. Tapas Mitra; Dr. Chitra Gounder; Prof. Khushboo Vora; Prof. Vijay Prabhu; CA Jai Kotecha and Prof. Prakash Rathod.

Leave of absence: Ankur Jhaveri, Head of Forex, Kotak Mahindra Bank; Vatsal Mishra, Director Secant Consultants and Snehal Gupte, VP Axis Capital.

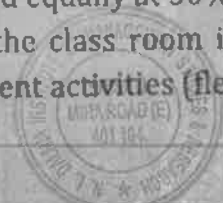
Dr. Tarun welcomed all the esteem members, Director of the Institute and the learned faculties to the meeting.

Meeting got kicked-off with the following Agenda:

1. Approval of Minutes of Board of Studies meeting conducted on 11th January 2020.
2. Review of Existing Curriculum Structure for batch 2020-22.
3. Review of Revised PGDM Curriculum Structure as per the trimester pattern for Batch 2021-23.
4. Review of the Course Plan of all the finance subjects and electives offered during the 6 trimesters for Batch 2021-23.

Suggestions / Discussion:

1. Minutes of the previous BOS meeting held on Saturday, 11th January 2020, at 11:00 AM were unanimously approved.
2. Apart from above, following changes as recommended by the Finance Area of the NL Dalmia Institute of Management Studies and Research were approved by the BOS members:
 - a. Shift to 'Trimester' system from the existing semester system.
 - b. Introduction of Electives in Trimester 4 and 5.
 - c. Increasing the weightage of continuous learning by way of evaluation to 50% from existing 40%. Thus, making both, internal evaluation and trimester end evaluation (by way of formal examinations) stand equally at 50%.
 - d. Of the 40 hours course plan, 25 hours being the class room instructions and remaining 15 hours to be non-instructional student activities (flexible, to be fine-



Tarun Agarwal

tuned and decided by the faculties in the area in consultation with the PGDM program head).

- e. Minimum 2 guest sessions to be conducted in each course taught during the span of 2 years for better industry exposure.

Following were the suggestions put forth by the BOS committee members :

1. Principles and Practices of Management and Organizational Behavior courses in Trimester 1 may be looked at and taught with better practical approach.
2. Trimester 5 to provide for enhanced number of electives as an option for students. Technical Analysis course to be kept as an additional elective in trimester 5, replacing a Skill Development Course.
3. Pre work to the course be implemented as a habit for at least elective subjects and then gradually it may be made a prerequisite for all the core courses as well.
4. Institute should try for a tie up with NISM for certification courses along with other MOU's being initiated by the institute.
5. Bloomberg Certification should be included in the Skills Development side.
6. Basic Mathematics (in case possible) should be taught as either Skills Development Course or be a part of the module in Quantitative Techniques -I (Business Stats) course.
7. Strategy Execution should be added as far as possible as a module in the Strategic Management course.
8. In case possible, Financial Laws/ Regulations should be added as an elective course.
9. Keeping minimum credits for the PGDM course completion, students be provided with the option to choose more than the desired elective for the purpose of additional learning (to be discussed internally, to be implemented as far as possible and if found feasible for implementation)
10. Post finalization of PGDM course curriculum structure and plans, the same may be shared with the institution's placement partners for their suggestions, recommendations and feedback.

BOS members applauded the efforts made by the faculty, were of the opinion that the institution is on the right path and requested faculties of the Finance Department to deliberate on the suggestions made and design the most feasible course of action for quicker implementation.

There being no other matter to discuss, the meeting was adjourned with vote of thanks to the chair.

Meeting Chaired by:

Mr. Vijay Ramchandran
(Director)

Meeting Co-Chaired by:

Dr. Tarun Agarwal^{15/3/2021}
(Head Of Department)

Minutes Prepared by:

Prof. Khushboo Vora
(Faculty In-charge)



Himanshu Singhal



Prof. Khushboo Vora



Sunder Ram Korivi



Dr. Jyoti Nair



Tapas Mitra



Tarun Agarwal

Mute ...



Dr. Chitra Gounder



Ankush Gadi



Jai Kotecha



Vijay Prabhu



Prakash Rathod



Vijay Ramchandran



Leave



Signature

Recording

Zoom Meeting | 10:00 AM

View Options

10:00 AM

TRIMESTER	COMMON PAPERS	SPECIALISATION PAPERS	ELECTIVES	TOTAL	SKILL DEVELOPMENT COURSES/PLACEMENT ACTIVITIES*
I JULY - SEP	6	NIL	NIL	6	2 SDC
II OCT - DEC	6	2	NIL	8	2 SDC
III JAN - MAR	4	3	NIL	7	2 SDC
IV APR-JUNE	SUMMER INTERNSHIP				
V JULY - SEP	NIL	4	3	7	PLACEMENT ACTIVITIES
VI OCT - DEC	1	NIL	4	5	PLACEMENT ACTIVITIES
VII JAN - MAR	NIL	1	NIL	1	PLACEMENT ACTIVITIES
VIII FINAL PROJECT				1	

Jyoti Nair



Vijay Ramchand...



Unmute

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Participants 14

Chat

Share Screen

Reactions

Leave

Ravi Gannal

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A	B	C	D	E	F	G
	Electives (Any 3)	9				
1	Derivatives and Risk Management					
2	Marketing of Financial Products and services					
3	Fixed Income Securities					
4	Investment Banking					
5	Alternative Investments					
6	Corporate Credit Appraisal and Finance		21			
Trimester 5	Oct - Dec					
	Core Courses					
1	International Business	3				
	Finance					
	Electives (any 4)	12				
1	Banking Operations and Micro Finance					
2	Logistics and Supply Chain Management					
3	Wealth Management					
4	International Finance					
5	Mergers and Acquisitions		15			

Prof. Khushboo Vora

Sunder Ram Korvi

Dr. Jyoti Nair

Tarun Agarwal

Gaurav Jain

Mute Stop Video Security Participants 13 New Slide Pause Share Annotate More

You are screen sharing Stop Share



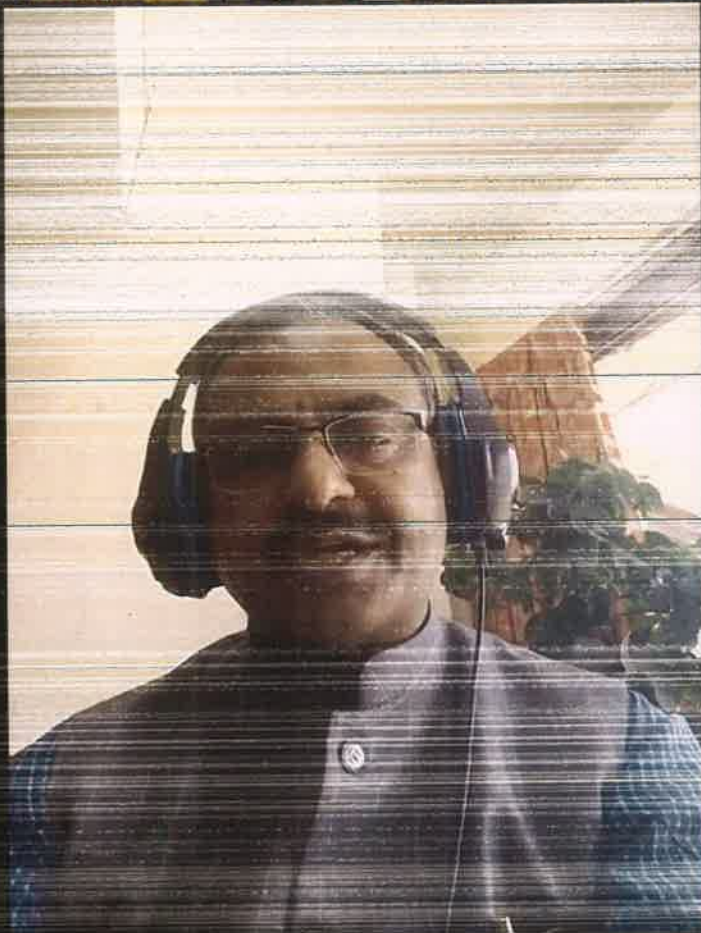
Seema Jaiswal



Vijay Ramchand...





Recording...



Participants (13)

Find a participant

- PK** Prof. Khushboo Vora (Co-host, me)  
-  Dr. Jyoti Nair (Host)  
- GT** Gaurav Jain  
-  Tarun Agarwal  
- DC** Dr. Chitra Gounder  
- HS** Himanshu Singhal  
- SR** Sunder Ram Korivi  
-  Tapas Mitra  
- AG** Ankush Gadi  
- JK** Jai Kotecha  
- PR** Prakash Rathod  
- VP** Vijay Prabhu  
- VR** Vijay Ramchandran  



Ravi Kumar

Invite

Mute All

More

Tarun Agarwal



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ATTENDANCE RECORD

Finance Area - Board of Studies Meeting

Held on Sat, 13th March, 2021 at 2 p.m.

The meeting was conducted by members of the Finance Area - Board of Studies of N L Dalmia Institute of Management Studies & Research held on Sat, 13th March, 2021 at 2 p.m.

Following is the attendance of the members:

Sr. No.	Name	Attendance
1	Dr. Sunder Ram Korivi	Present
2	Himanshu Singhal	Present
3	Ankush Gadi	Present
4	Dr. Tarun Agarwal	Present
5	Dr. Jyoti Nair	Present
6	Prof. Tapas Mitra	Present
7	Dr. Chitra Gounder	Present
8	Prof. Khuhboo Vora	Present
9	Prof. Vijay Prabhu	Present
10	CA Prof. Jai Kotecha	Present
11	Prof. Prakash Rathod	Present

Mr. Ankur Jhaveri, Mr. Vatsal Mishra and Ms. Snehal Gupte were absent with apologies

Prof. Tarun Agarwal

HOD - Finance





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ACTIONS TAKEN REPORT FOR BOARD OF STUDIES MEETING

Held on 12th March, 2021

The members of the Board of Studies provided valuable inputs basis which following actions were taken.

- 1) Commencing with Trimester Pattern of PGDM for the Batch 2021-23
- 2) Introduction of Skill Development Course (SDC)- Excel and Data Analytics in the first two trimesters and in Trimester III SDC related to functional area will be given. For marketing, Story Telling Through Data will be introduced in Trimester III.
- 3) For a 40 Hours module, 25 hours will be instructional and remaining 15 hours shall be non-instructional such as case study sessions/ practice sessions for which rubrics have been prepared.
- 4) Course of Cost and Management Accounting has been incorporated in the course structure of PGDM Marketing class as a core module in the first year.
- 5) If pandemic situation improves, rural immersion shall be conducted with students headed by concerned faculty.
- 6) Core module of Entrepreneurship has been incorporated in the PGDM Marketing course structure.
- 7) New electives which were approved by the BoS members are incorporated in the course structure.

HoD Marketing



Program Head, PGDM



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ATTENDANCE RECORD

Meeting of the Board of Studies Members

Department of Marketing

The BoS meeting of the Department of Marketing was held on 12th March 2021. The meeting was held virtually on Zoom.

Sr. No.	Name	Attendance
1	Professor. Dr. Satyajit Majumdar,	Present
2	Dr. Rahul Altekar	Present
3	Ms. Shweta Tiwari	Present
4	Mr. Vijay Ramchandran	Present
5	Professor Dr. Joyeeta Chatterjee	Present
6	Prof. Dr. Jyoti Nair	Present
7	Prof. Dr. M R Koshti	Present
8	Prof. Dr. Baisakhi Mitra	Present
9	Prof. Sourav Choudhury	Present

Following is the attendance of the meeting:

Professor Dr. Atanu Ghosh and Dr. Mangesh Kasbekar were absent with apologies.


Dr. Joyeeta Chatterjee
Professor and HoD Marketing



Board of Studies Meeting – Minutes of the Meeting

Held on 12th March, 2021

Attendees

Members of Board of Studies (Dept of Marketing)

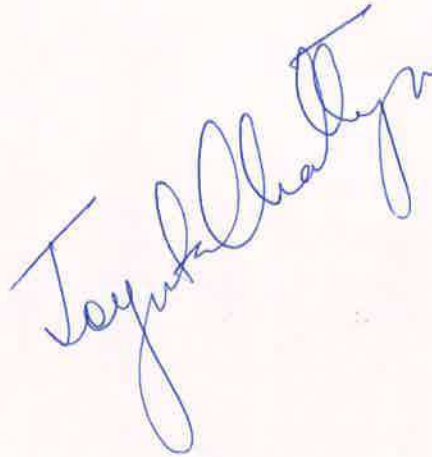
1. Prof. Dr. Satyajit Majumdar, Professor- Centre for Social Entrepreneurship, School of Management and Labour Studies, TISS, Mumbai
2. Dr. Rahul Altekar, Sales, Pre-Sales, Business and IT Solutions and Supply Chain Consultant, SAP Professional, Mumbai.
3. Ms. Shweta Tiwari, (Alumni), Business Director, McCann Worldgroup, Mumbai
4. Mr. Vijay Ramchandran, Director, NLDIMSR
5. Prof. Dr. Jyoti Nair- Head -PGDM, NLDIMSR
6. Prof. Dr. Joyeeta Chatterjee, HOD- Marketing, NLDIMSR

Faculty Members of Marketing:

1. Prof. Dr. M R Koshti – Associate Professor, Marketing
2. Prof. Dr. Baisakhi Mitra - Assistant Professor Marketing
3. Prof. Sourav Choudhury- Adjunct Professor, Marketing

Absent:

1. Prof. Dr. Atanu Ghosh. Professor of Marketing - Shailesh J Mehta School of Management, IIT Mumbai
2. Prof. Dr. Mangesh. Kasbekar - Professor, Marketing





Minutes of the meeting:

Agenda 1: Approval of the Trimester Pattern of PGDM Marketing

- The meeting started with Dr. Joyeeta welcoming the members of the Board of Studies to the meeting. She also introduced Director, Mr. Vijay Ramchandran to the BOS members.
- Dr. Jyoti Nair, Head PGDM presented the Existing Structure of PGDM Program and alongside presented the proposed Trimester Pattern of PGDM Course Structure.
- Dr. Jyoti suggested that the proposed Trimester Pattern will bring in changes in Program Course Delivery- shifting focus from Teaching to Learning and Changes in Course Evaluation- Increasing the Weightage of Continuous Evaluation.
- Dr. Jyoti also highlighted the Skill Development Activity introduced in the First Year of the PGDM Course structure and extended Summer Internship duration of three months from April to June instead of two months
- She further explained that the Commitment per course will be 40 hours; however, the break-up will comprise of 25 hours of instruction per course and 15 hours of non-instructional hours, per course
- Dr. Majumdar suggested that for a proper rubric for the non-instructional hours, per course. Dr. Jyoti answered that every faculty designs their respective course plans and therefore, in the course plan, respective faculty shall define the detailed rubric of the 15 hours of non-instructional works.
- Dr. Satyajit Majumdar recommended for relative grading system. This was also supported by the Director, Shri. Vijay Ramchandran.
- All the BOS members appreciated the Trimester Pattern and highlighted that this mode of instruction would lead to Experiential Learning.

Agenda 2: Approval of the Elective Modules.

- Dr. Joyeeta emphasized the suggestions of the previous BoS meeting pertaining to inclusion of Cost & Management Accounting. She highlighted that Rural Immersion program could not be conducted for the ongoing batch due to COVID 19 pandemic. But she is hopeful that situation would normalize and rural immersion could be taken up for the new batch commencing from July 2021. (Rural immersion program was proposed in the earlier BoS Meeting)
- Dr. Joyeeta presented the entire Course structure and Electives of PGDM Marketing to the BOS Members along with the Course Descriptor. The BoS Members appreciated the elective courses of the proposed PGDM Marketing Program

Agenda 3: Moderation of Total Credits / Courses

- The total credit hours in the existing PGDM course structure is 130 which is very high. Therefore with the intent of bringing moderation to the same, Dr Joyeeta pointed out that in the proposed course structure, credit hours have been reduced to 109 inclusive of Skill Development Courses. The members of the BoS appreciated and approved the same.

Agenda 4: Offering some courses as capsule modules/skill development courses (exploring the possibility of enrollment in online courses from Udemy/Coursera)

- Dr. Majumdar suggested courses which enhances the basic mathematical ability, inclusion of skill related courses like basic Business Communication Skills. He also reiterated to change the nomenclature of the course from "Entrepreneurship Management" to "Entrepreneurship."

Joyeeta Chatterjee



- Dr. Rahul Altekar and Dr. Majumdar enquired about the contents as well as the student-teacher feedback about the module 'Story Telling with Data'. Prof. Sourav who is currently delivering this course further elaborated on the use of Tableau and the involvement of the students while interpreting the various data sets.

Agenda 5: Any other matters

- Dr. Majumdar enquired whether there is any module in the proposed structure by the name of 'New Product Design/ New Service Design.' Since there is a module of Design Thinking already existing in the structure, therefore syllabus contents can be worked out keeping in mind Design Thinking and can be introduced as another elective.
- Dr. Rahul suggested the inclusion of Courses like Strategy for Digital Business Transformation which may include Industry 4.0, Smart Market, Smart Product and reiterated the importance of Digital Twins in the form of Robotics, Big Data Analytics, Industry 4.0, Operation Strategies (Predictive analysis).
- Dr. Majumdar suggested that the course on Technical Analysis need to be provided to the marketing students by making a change in the nomenclature. It can be coined as Mathematical application for marketing students.
- Ms. Shweta Tiwari highlighted the present situation of COVID and said that students should be trained in such a way that they should be able to accept change (be more adaptive). She emphasized that student should have higher amount of readiness for Entrepreneurship. In Summer Internships, students can be motivated to set up something on their own or they can work with an entrepreneur and gather insights. Dr. Majumdar and Dr. Rahul Altekar also agreed on the same.
- Dr. Majumdar suggested a foundation course on Decision Making which will inculcate students decision making capability and make them take rational decisions.

Jayshree Chatterjee





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Board of Studies Meeting - 2021
HR Department

Day & Date: Saturday, March 20, 2021

Time: 9.30 am

Zoom link:

<https://us02web.zoom.us/j/3647756023?pwd=UDR5SG80amplVHZsOWhGMnM3dXVYUT09>

Agenda:

- Review of existing curriculum structure for batch of 2020-22
- Review of revised the curriculum structure as per the trimester pattern for the batch of 2021-23.
- Review of the course plan of all the HR subjects & electives offered for the batch of 2021-23
- Review teaching pedagogy
- Any other matter with the permission of chair

Schedule of Meeting:

9.30 am - All the invited members join the meeting
9.30 am- 9.40 am - Meet and Greet
9.40 am - 9.50 am - Director sir's address
9.50 am - 10.20 am - Program Head's Presentation
10.20 am - 11 am - Discussions & Deliberations on the Proposed Trimester structure
11am - 11.05 am - Vote of thanks



Minutes of Board of Studies meeting – HR Department

Date – 20th March 2021

Online mode – ZOOM platform

Attendees

Mr. Vijay Ramchandran, Director NLDIMSR
Industry Members
Vinu Pillai, CHRO, TMW Fintech Private Limited
Frederick Correa, AVP- HR, DaraShaw
Danish Shaikh, Lead-Training, Nykaa
Alumni Member
Anupama Jha, GM, Varun Beverages
Academic Members
Dr. Sumi Jha, Associate Professor, NITIE
Faculty Members
Prof. Caral D’Cunha, HOD HR Department
Prof. Ulhas Deshpande, Faculty HR
Dr. Nitin Sharma, Faculty HR
Dr. Chandrakant Varma, Faculty HR

Proceedings

- 1) Introduction of members
- 2) Director’s Address
- 3) Program Head PGDM – Dr. Jyoti Nair, addressed the members to make them aware of new development in PGDM program.
 - Program Outcomes
 - Existing structure of PGDM
 - Challenges & Concerns observed in current structure
 - The proposed PGDM trimester pattern
 - Classroom no of hour reduced, Lecture time reduced
 - Continuous Evaluation component increase



Inputs:

- Mr. Frederick Correa – Suggested thrust on OB, reverse Micro and Macroeconomics from sem 2 to sem 1. Sem iv placing C&B and PMS together will increase the load on sem. Equipping students to deal with uncertainties presented by current environment. Giving stress on job related skills, Curriculum looks balanced
- Dr. Sumi Jha – on subject Communication Skills. Reducing components in the subjects rather than diluting subjects and taking many subjects. e.g. Personal Effectiveness & leadership development divided in to two. Suggested a workshop on soft skills. Audit in digital era, Gamification.
- Ms. Anupama Jha – Personal Effectiveness as core across all semesters. Suggested bringing together Assessment centers and Psychometric testing together. Student wellness focus to be developed. Trending aspects across specialization. Evaluation pattern, relook at assessment. Encouraging Extracurricular activities.
- Ms. Vinu suggested to reduce weightage on Personal effectiveness subject
- Mr. Danish Shaikh should stress on developing students to learn virtual execution of HRM function, Updating students on the current trends in business environment

Director, Mr. Vijay Ramchandran Importance of Organizational Behavior Program
Head PGDM – Dr. Jyoti Nair – Explained the evaluation and assessment pattern. Prof. Caral D’Cunha and faculty team addressed the BOS members concerns and adequately responded and further suggestions were asked to develop a vigorous curriculum.



Prof. Caral D’ Cunha
FIC – HR Department





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ATTENDANCE RECORD

Meeting of Board of Studies

The Board of Studies meeting was conducted by the HR Department of N L Dalmia Institute of Management Studies & Research on Saturday, 20th March 2021, at 9:30 am on virtual platform(Zoom)

Following is the attendance of the members:

Sr. No.	Name	Attendance
1	Ms. Anupama Jha	Present
2	Mr. Danish Shaikh	Present
3	Mr. Frederick Correa	Present
4	Ms. Vinu Pillai	Present
5	Dr. Sumi Jha	Present
6	Mr. Vijay Ramchandran	Present
7	Dr. Jyoti Nair	Present
8	Prof. Caral D'Cunha	Present
9	Dr. Nitin Sharma	Present
10	Dr. Chandrakant Varma	Present
11	Prof. Ulhas Deshpande	Present

HOD - HR Department





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ACTIONS TAKEN REPORT FOR BOS MEETING HELD
ON 20TH MARCH, 2021

HOD HR Department Presented proposed curriculum development for PGHR-2021-23.

Following points were discussed:

- Course structure
- Proposed Subjects
- Placing of subjects in trimester
- Electives
- Workshop
- Guest Session

Actions taken for the Batch 2021-23 were:

- As per suggestions by BOS member the course module for Assessment Centre and Psychometric testing were developed.
- Student wellness focus was developed by initiating student driven wellness club.
- As suggested by BOS Members the course module for the following subject were amended with essential changes:
 - Building Learning Organization
 - Career mapping and career development
 - Managing Diversity and inclusion
 - Employer Branding
 - HR Policy Formulation and Administration
 - HR Audit and Scorecard
- TRIMESTER IV & V as per the suggestion given by BOS members five electives were introduced of which students can choose any three.
- Skill development courses were identified

HOD-HR Department



Program Head-PGDM



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Upon various deliberations and discussions with the stakeholders of the institution following new courses are prospered for the batch of 2020-21 in PGDM program. The detailed syllabus is enclosed below.

Sr.No	Course Name	Program Name
1	IT for Management	PGDM
2	Market Research	PGDM
3	Marketing Metrics, Audit and Analytics	PGDM
4	Marketing Simulation	PGDM
5	Story Telling Through Data	PGDM
6	Talent Management	PGDM

Seema Saini
CEO

N.L Dalmia Educational Society





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**Minutes of relevant Academic Council/
BOS meeting A.Y.2019-20**



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**Minutes of Academic Advisory Council
A.Y.2019-20**



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ACTIONS TAKEN REPORT FOR ACADEMIC ADVISORY COUNCIL MEETING

Meeting held on 15th June 2019

Some pertinent points were raised by the Council during their meeting in 15th June 2019. The HR faculty and HoD all committed to make some inclusions in the PGDM HR course following the meeting.

Actions taken for the Batch of 2019-21 were:

In principle, inclusions were all covered through guest lectures, skill building workshops, forum to widen the horizon eg Conclaves and Conferences, webinars etc.

- Talent Management – full lifecycle is covered in Strategic HRM taught by faculty Deepak Ahluwalia, who incidentally is from the industry, as Sr GM HR of Mahindra Lifespaces. Institute ensured optimum learning for HR students by inducting Faculty who is experienced in the industry and could link concepts and outcome.
- The entire gamut of trending topics around Industry 4.0, Artificial Intelligence was made the theme for the International conclave for HR, held in August 2019. All the trends were shared by a diverse group of industry practitioners and HoD HR.

Theme: HRM Experience in Organizations: An AI Perspective in Global context

Speakers on these subjects were as follows:

1. Ashok Ramachandran – President, India & South Asia, Schindler (Keynote Speaker)
2. Sangram Pradhan – President, Human Capital Management, Yes Bank
3. Raj Aradhyula - Chief People Officer, Fractal Analytics
4. Rajesh Lele - General Manager, e-HR Projects, Tata Motors
5. Harjeet Khanduja - Vice President, Human Resources, Reliance Jio
6. Prof. Dr. Rima Ghose Chowdhury- HOD HR, NLDIMSR
7. Dr. Debi Saini - Ph.D, GPHR, Emeritus Professor HRM, IIM Ranchi
8. Dr. Soudip R. Chowdhury - Founder & CEO, Eugenie.ai, a Fractal Analytics Subsidiary
9. Sunil More – Head Central Services & Digitization, Voltas Ltd (A TATA Enterprise)

- Areas of Decent work, namely Employment creation, Social protection, Rights at work, Social dialogue etc got covered through interventions from My Social Responsibility Cell, Entrepreneurial Development Cell, external forum participation like India Economic Forum.
- International Strategy for Business got covered in International Business, Strategic Management
- Labour Laws – A focussed subject is there for students in Sem III and concerned Faculty for the subject also took the onus to cover recent trends.
- OD design - A focussed subject is there for students in Sem III and concerned Faculty for the subject also took the onus to cover recent trends.
- Emotional Intelligence - A focussed subject on Leadership (covering EI) is there for students in Sem III and concerned Faculty for the subject also took the onus to cover recent trends.
- Business Ethics & Corporate Governance - A focussed subject is there for students in Sem IV and concerned Faculty for the subject also took the onus to cover trends including areas like 'Sustainable Development Goals' 'and Industry 4.0 and HRM' (i.e. future economy and challenges in factor productivity and IR).
- Students have also been encouraged to stay updated through events, HR newsletters like HRKatha, People Matters, HBR, Survey reports by Deloitte, KPMG, Aon and of course, business newspapers.
- Institute has a tradition of providing complementary newspapers Business Standard and Mint, to students and important news pieces are discussed in class as well.



HoD HR Department



Program Head-PGDM

Post Graduate Diploma in Management (PGDM)
Minutes of Meeting held on June 15, 2019
Members of ACADEMIC ADVISORY COUNCIL

Dr Sharad Sawant	TISCO Chair professor in TISS, Former Director - Maharashtra Institute for Labour Studies
Mr Soumitra Dutt (OXON)	Sr Advisor, United Nations (Empretec). President - First Equals Global
Prof Seema Saini	CEO, Faculty HR
Prof Dr Rima Ghose Chowdhury	Associate Professor, HoD HR
Ms Prajakta Gandhi	Alumnus, Sr Manager HR, Essel Group, ex-Citibank

Agenda :

Discussion and ratification of the course contents for PGDM 2019-21 batch



Minutes of Meeting held on June 15, 2019

Proceedings:

HoD HR started by thanking all esteemed members for agreeing to be a part of Academic Advisory Council for our PGDM HR course at NLDIMSR. Various perspectives put forward by the NBA committee, AICTE were shared, which served as guideline for the course content development.

As a part of the Academic Review Council procedure, the tentative PGDM - HR course plan for 2019-21 was shared with all in advance. It was also agreed that given the constraints of meeting as a group due to our busy schedules, we might resort to e-meetings if we need any inputs in the interim.

As HoD HR mentioned in her Opening Speech in the Council meeting, the motto was as following:

‘To stay Relevant, Realise, Renew, Refresh’ – with technology being all-pervasive, be it for students or faculty community.

New course plan was ratified with following references:

- Curriculum for HR in Management Institutes
- Discussions and deliberations with HoDs and PGDM-Head
- Inputs of all HR faculty
- Benchmarking done by all HR faculty members before putting forward new suggestions
- Website reference
- Past course plans
- Common threads across 3 disciplines of HR, Marketing, Finance

HoD HR brought up Dr Sharad Sawant's points, as follows, for discussion.

- Green Economy – trend towards'
- Business Ethics
- 'International Labour Standards and Decent work'
- 'Big Data and HRM' in HR Analytics
- Areas like 'Sustainable Development Goals' 'and Industry0.4 and HRM' (i.e. future economy and challenges in factor productivity and IR).

Dr Rima Ghose Chowdhury mentioned about some aspects of Decent work, namely:

- Employment creation
- Social protection
- Rights at work
- Social dialogue

She further added how we could expose our students to, through various internal and external forum.

In last year's Council meeting, there was a suggestion, to take Alumni inputs for the academic courses from a course plan validation perspective - especially the academia-industry alignment.

- Ms Prajakta Gandhi from Essel Finance was inducted into this group, as a Continuous Improvement initiative. Ms Prajakta raised some very pertinent points around how Talent Management was a very important piece today for corporate and how limited knowledge prevails on this both from strategic and execution level. Mr Dutt also supported these views. From an industry perspective other topics discussed were, International strategy for Business, AI in Analytics, recent trends in

2
labour Laws, Finance for non-Finance, OD design, Emotional Intelligence.

HoD HR pointed out that these topics could be adequately covered in the Strategic HR Management course of Sem III.

It was also agreed that as and when required, the AAC will recommend HR Department to incorporate awareness session for students on subjects which are trending. That would enable them to be aligned with the dynamic needs of the corporate world. It was agreed that through National and International Conclaves, HR students would be exposed to various new aspects.

Prof Seema Saini and Dr Dinesh Hegde played a pivotal role to make this forum happen.

The meeting ended on a note of wishing all the very best to the new batch.

For



HoD HR Department



Program Head-PGDM



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ATTENDANCE RECORD

Meeting of Academic Advisory Council

Held on 15th June, 2019

The meeting was conducted by the HR department by inviting the members of the Academic Advisory Council on Saturday, 15th June 2019, at 9:30 am in the conference room of the Institute

Following is the attendance of the members:

Sr. No.	Name	Attendance
1	Dr. Sharad Sawant	Present
2	Mr. Soumitra Dutt	Present
3	Prof. Seema Saini	Present
4	Dr. Rima Ghosh Chawdhury	Present
5	Ms. Prajakta Gandhi	Present

HoD-HR Department



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ATR

**Finance Area Action taken Report on the meeting of the Academic
Advisory Council (AAC) Committee Members**

Based on the recommendations from esteemed Academic Advisory Council members in the meeting held on Thursday, 27th June, 2019 at 2 p.m. following action points were decided:

1. As regards the review of syllabus of the subjects, and having regard to discussions, syllabus for Financial Accounts, Analysis of Financial Statements and Banking and Insurance are in addition to syllabus of Financial Management, Treasury & Risk Management and Corporate Credit & Appraisal.
2. Bloomberg Certification have been suitably included in the Skills Development side.
3. Other points raised by the AAC members were discussed and closed in the meeting, as noted in the minutes.



Dr. Anil Gor
HOD - Finance

**MINUTES OF ACADEMIC ADVISORY COUNCIL MEETING
HELD AT CITI GROUP
ON THURS, 27TH JUNE 2019 AT 2:00 PM**

The meeting was chaired by Dr. Anil Gor and Mr. Chaitanya Ghaisus, with the following members being present

Present:

Mr. Chaitanya Ghaisus, Director FRI Team, Citi Group

Dr. Anil Gor, Head of the Department

Prof. Narayan Murthy

Dr. Jyoti Nair

Dr. Sasmita Singh

Prof. Khushboo Vora

DISCUSSION and SUGGESTIONS

- Mr. Chaitanya Ghaisus suggested to increase the number of banking examples, case-study and questions where ever possible.
- Try and make examples based on more real life scenario
- Citi Group prefers to pick candidates who have the ability to think, apply knowledge to any scenario and attitude to learn and work in any condition. Citi expects all the aspirants to have knowledge of various products offered by a bank globally. They should also be able to answer how does bank make money; for example, how does Citi Group make profit by selling credit cards.
- Gave us insight into work done at Citi and how reports are generated and what kind of analysis is done
- All students aspiring to be a part of US based MNC banks should attempt to read form 10K, also visit their website and read all the investor related details
- A seminar/ talk should be arranged for the students with the agenda "A Day in my Office" which will give an idea on what work they do, what skill sets are required, what are the pre-requisites etc.
- The important concepts used by CITI are



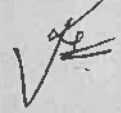
- Tangible equity
- ROA
- Operating Efficiency
- Return on Tangible Equity
- NIM
- Average Net Receivables
- Alumni currently working at CITI suggested that
 - current batch should be trained on advance excel and with huge data set. Training on MS Access and Power point presentation (master slide) will help.
 - For individual or group presentation, emphasis should be given on crisp presentation (2-3 slides) and in shorter duration (3 minutes).
 - More excel based assignments should be given.
 - There should be sufficient time gap between mock interview and final interviews. This will give the candidate time to prepare/ revise /upgrade.
 - Atleast 2 Mock interviews should be conducted per candidate with sufficient time to work on the suggestions/feedback given in 1st mock interview.

Meeting Chaired by:


Dr. Anil Gor



Minutes Prepared by:


Prof. Khushboo Vora

ATTENDANCE RECORD

Finance Area - Academic Advisory Council

Held on Thursday, 27th June, 2019 at 2 p.m.

The meeting was conducted by members of the Finance Area - Academic Advisory Council of N L Dalmia Institute of Management Studies & Research held on Thursday, 27th June, 2019 at 2 p.m.

Following is the attendance of the members:

Sr. No.	Name	Attendance
1	Chaitnaya Ghasias	Present
2	Dr. Anil Gor	Present
3	Dr. Jyoti Nair	Present
5	Prof. Narayan Murthy	Present
7	Prof Sasmita Singh	Present
8	Prof. Khushboo Vora	Present
9	Dr. Anil Gor	Present

Mr. Aman Singhania, Anil Talreja , Shailesh Prajapati , Prof. Chirag Shah and Prof. Prakash Rathod were absent with apologies



Dr. Anil Gor





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**Minutes of Board of Studies
A.Y.2019-20**

Board of Studies Meeting – Minutes of the Meeting

Held on 7th December 2019

Attendees

Members of Board of Studies (Dept of Marketing)

1. Prof. Dr. Atanu Ghosh, Professor of Marketing - Shailesh J Mehta School of Management, IIT Mumbai.
2. Prof. Dr. Satyajit Majumdar, Professor- Centre for Social Entrepreneurship, School of Management and Labour Studies, TISS, Mumbai
3. Ms. Shweta Tiwari, (Alumni), Business Director, McCann Worldgroup, Mumbai
4. Mr. Chirag Bagaria, (Alumni), Business Head, Proton Communications, Mumbai
5. Prof. Dr. Joyeeta Chatterjee, HOD- Marketing, NLDIMSR

Faculty Members of Marketing:

1. Prof. Dr. M R Koshti – Associate Professor, Marketing
2. Prof. Dr. Mangesh. Kasbekar - Associate Professor, Marketing and Head, GMBA
3. Prof. Dr. Amit Shrivastava – Assistant Professor Marketing and Head NBA Accreditation.
4. Prof. Dr. Rashmi Jain – Assistant Professor Marketing
5. Prof. Dr. Baisakhi Mitra - Assistant Professor Marketing

Absent:

1. Dr. Rahul Altekar, Sales, Pre-Sales, Business and IT Solutions and Supply Chain Consultant, SAP Professional, Mumbai.

Minutes of the meeting:

Agenda 1: Discussion on the syllabus

- i. The meeting started with Dr. Joyeeta introducing the members of the Board of Studies and Faculties of Marketing department of NLDIMSR
- ii. Dr. Joyeeta presented the syllabus of the subjects
- iii. Dr. Majumdar and Dr. Ghosh commented that 'Costing' is a foundation course and recommended that it should be a subject even for PGDM Marketing.



- iv. Dr. Majumdar also suggested a course on leadership
- v. Dr. Ghosh suggested that service marketing should be a subject for non-marketing students, to which Dr. Joyeeta clarified that for PGDM marketing Services Marketing subject was in fourth semester and for other students it is covered as a topic in Marketing Management-II
- vi. Dr. Ghosh suggested to incorporate a session on ethical code for advertising in IMC. He also suggested that service process mapping should be included in Service Marketing.
- vii. Dr. Majumdar suggested that - a) CSR should incorporate sessions on sustainability and climate change b) International Business was to include economics of geo-political society c) Strategic Marketing Management should include more advanced models and sessions on strategies' integration with technology.
- viii. Dr. Majumdar, Dr. Ghosh and Ms Shweta discussed the need for emphasis of covering the rural aspects in retail management and digital. Dr Joyeeta, Dr. Amit and Dr. Rashmi shared how the same is implemented in their subjects Retail Management, Rural Marketing and Digital Marketing respectively.
- ix. Dr. Ghosh and Dr. Majumdar appreciated the syllabus of Marketing Metrics and discussed the possible ways to internal evaluations.
- x. Dr. Ghosh and Dr. Majumdar recommended that the total number of contact hours for students should be reduced to 800 hours compared to existing 1300 hours. They recommended elective courses. They also suggested that few courses could be made independent study courses with faculties being involved in assessment only.
- xi. Dr Majumdar and Dr. Ghosh emphasized on non- textbook, contemporary reading like biographies.
- xii. Dr Majumdar and Dr. Ghosh also suggested immersion programs in rural areas in collaboration with NGO. They shared some examples of rural immersion programs in their own institutes and other institutes.

Agenda 2: Proposal of introducing two new modules

- xiii. Agenda no. 2: The concept note for 2 new courses – i) Storytelling with Data ii) Neuro Science and Consumer Behaviour was presented to the Board of Studies members. They appreciated the proposal and gave their consent to offer these contemporary courses to meet the dynamic needs of the industry.

Agenda 3: Industry Relevant Research Projects

- xiv. Dr. Ghosh suggested that Corporate Relations team should pitch to placement partners for Industry relevant projects. He also suggested that Alumni can play a big role in getting these kind of projects. The further suggested that each subject should have 2 guest lectures, where the guest speaker should connect the theory with the practice.



Agenda 4: Innovative Teaching Pedagogy and Workshops

- xv. Dr. Ghosh shared his experience of running the leadership course where the highlight was an interaction opportunity for the students to interact with super achievers.
- xvi. Dr Majumdar suggested the use of Indian cases (like IIM's cases) and live cases. He also suggested that certain courses should mandate certain number of hours on the field followed by written reports. He also questioned the need for end-term papers and thereby stressing the need to innovate the assessment methods too.

Agenda 5: Any other matters







- xvii. Dr. Majumdar suggested that there should be an annual budget for each faculty. This budget would be used for attending conferences/ collecting data for research/ taking membership of various forums and bodies.
- xviii. He also suggested that the institute should watch out for announcements made by Government of India, State governments, UN etc for research and consultancy projects.
- xix. He also mentioned that students should be encouraged to start their own enterprise and this should be a part of the PGDM course assessment.
- xx. Dr Ghosh and Dr. Majumdar suggested that there should be a trimester pattern where the faculties would teach for 2 trimesters and should focus on research on one trimester.
- xxi. Mr. Chirag Bagaria suggested that the students should have debates and discussions on social issues and current affairs to better prepare them for the placement process.

Minutes prepared by Dr. Rashmi Jain
Assistant Professor Marketing

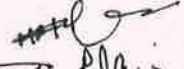
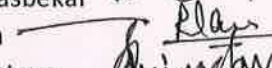
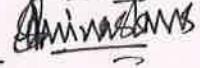
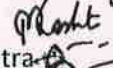



07/12/2019

Board of Studies Meeting- Marketing Dept

Members Present	Signature
i) Prof. Dr. Atanu Ghosh, Professor of Marketing, Shailesh J Mehta School of Management, IIT Mumbai.	
ii) Prof. Dr. Satyajit Majumdar, Professor- Centre for Social Entrepreneurship School of Management and Labour Studies, TISS, Mumbai	
iii) Dr. Rahul Altekar, Sales, Pre-Sales, Business and IT Solutions and Supply Chain Consultant, SAP Professional, Mumbai	
iv) Ms. Shweta Tiwari, (Alumni) Business Director, McCann Worldgroup, Mumbai	
(v) Mr. Chirag Bagaria (Alumni), Business Head, Proton Communications, Mumbai	
(vi) Dr. Joyeeta Chatterjee, Professor and HoD Marketing\	
(vii) Dr. Jyoti Nair, Head PGDM, Special Invitee	

Faculty Members

1. Dr. Mangesh Kasbekar 
2. Dr. Rashmi Jain 
3. Dr. Amit Shrivastava 
4. Dr. M.R. Koshti 
5. Dr. Baisakhi Mitra 



Agenda of Board of Studies Meeting

- Discussion on the syllabus. (Soft copy shared with all the BoS Members)
- Proposal of introducing two new modules - 'Story Telling Through Data'-by Dr. Rashmi Jain and 'Neuroscience and Consumer Behaviour'- by Dr. Joyeeta Chatterjee
- Industry Relevant Research Projects- Inputs to be sought from BoS Members
- Innovative Teaching Pedagogy and Workshops - Inputs to be sought from BoS Members
- Any other matters.



ACTIONS TAKEN REPORT FOR BOARD OF STUDIES MEETING

Held on 7th December 2019

At the meeting held on 7th December, 2019, the members of the Board of Studies had provided valuable inputs. On the basis of those inputs, the following actions have been taken.

- Suggestions on inclusion of a session on ethical advertising code in IMC, and service process mapping in Services Marketing have been taken on board, and added to the respective syllabi.
- The Dept of Marketing has planned rural immersion for students headed by the concerned faculty, as and when the pandemic situation improves.
- Services Marketing as a module is being incorporated in the course structure which will be offered in Semester IV.
- Course on Strategic Marketing Management has been incorporated in the course structure in Semester III.
- Course of Retail Management and Rural Marketing has been enhanced by adding the components of Rural and Digital contents.
- Innovative course of Marketing Metrics and Audit has been approved and rather appreciated; it has been incorporated with innovative assessment patterns.
- Story Telling through Data and Neuroscience as a module shall be offered on Workshop Mode.
- Alumni shall be involved deeply by Corporate Relations Cell.
- Students shall be involved in participation of activities related to social issues and current affairs.




Head of Dept. Marketing

Program Head, PGDM

ATTENDANCE RECORD
Meeting of the Board of Studies Members
Department of Marketing

The BoS meeting of the Department of Marketing was held on 7th December 2019. Following members attended the meeting held in the MDC Room at 3 PM on 7th December 2019. Following is the attendance of the meeting:

Sr. No.	Name	Attendance
1	Professor. Dr. Satyajit Majumdar,	Present
2	Professor Dr. Atanu Ghosh	Present
3	Ms. Shweta Tiwari	Present
4	Professor Dr. Dinesh Hegde	Present
5	Professor Dr. Joyeeta Chatterjee	Present
6	Prof. Dr. Jyoti Nair	Present
7	Prof. Dr. M R Koshti	Present
8	Prof. Dr. Mangesh Kasbekar	Present
9	Prof. Dr. Amit Shrivastava	Present
10	Prof. Dr. Rashmi Jain	Present
11.	Prof. Dr. Baisakhi Mitra	Present

Dr. Rahul Altekar was absent with apologies

Dr. Joyeeta Chatterjee
Professor and HoD Marketing





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Upon various deliberations and discussions with the stakeholders of the institution following new courses are prospered for the batch of 2019-20. The detailed syllabus is enclosed below.

Sr. No	Course Name	Program Name
1	Corporate Credit Appraisal and Finance	PGDM
2	Financial Analytics	PGDM
3	Marketing Communication	PGDM
4	Quantitative Techniques in Finance	PGDM
5	Selling and Negotiation Skills	PGDM
6	Strategic Financial Management	PGDM
7	Strategic HRM	PGDM
8	Supply Chain Management	PGDM

Seema Saini
CEO

N.L Dalmia Educational Society





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**Minutes of relevant AAC meeting
A.Y.2018-19**

ACTIONS TAKEN REPORT FOR ACADEMIC ADVISORY COUNCIL

Meeting held on 25/04/2019

The members of the AAC provided valuable inputs basis which the following actions were taken in the department of marketing.

1. The course Marketing Metrics and Audit has been shifted to Semester III. It was felt by the experts that a full credit course of MMA is highly technical and in Semester II, students need to be acquainted with theory based courses and post the students' summer internship, data based modules could be offered.
2. Introduction of Strategic Marketing in Semester 3 which will enable the students to learn the applications of Marketing concepts in a practical setting.
3. Introduction of innovative modules such as Story Telling through Data/ Neuro-Science and Consumer Behaviour and Negotiation to be offered on workshop mode.


HOD-Marketing Department


Program Head-PGDM



ACADEMIC ADVISORY COUNCIL FOR MARKETING

Meeting Held on 25th April 2019

Participants

1. Professor Dr. Dinesh Hegde, Dean Academics
2. Professor Dr. Jyoti Nair, Head PGDM

AAC Members

1. Mr. Kaustubh Shukla, Chief Operating Officer, Godrej & Boyce Mfg Ltd. (Travelling on official reasons, hence could not attend the meeting)
2. Dr. Gibson Vedamani, Founder and CEO, Retail Solutions and Learning Tech LLP, Director, Heavenly Foods Pvt. Ltd, Author and Retail Professional
3. Mr. Manoj Nair, National Marketing and Products Head at Flight Centre Travel Group India, (NLDIMSR Alumnus)
4. Professor Dr. Joyeeta Chatterjee, HoD Marketing (In-House Member)

Faculty Members Present

1. Dr. Mangesh Kasbekar, Associate Professor, Marketing and Head GMBA
2. Dr. M. R. Koshti, Associate Professor, Marketing
3. Dr. Rashmi Jain, Assistant Professor, Marketing
4. Dr. Amit Shrivastava, Assistant Professor, Marketing

Agenda

1. Consideration and review of existing course structure
2. Research and Industry Collaboration
3. Introduction of Innovative Certification Courses
4. Any other matter with permission of the Chair

Proceedings

The Academic Advisory Council (AAC) Meeting started with the greetings from the Dean Academics, Professor Dr. Dinesh Hegde. He thanked and felicitated the esteemed members with bouquet and welcomed the members. Dr. Hegde, presided over the meeting

1. **Consideration and review of existing course structure.**

Professor Hegde briefed about the different courses offered by N. L. Dalmia Institute of Management Studies and Research such as PGDM, GMBA, Part-Time course (MMM, MFM and



coordinating various activities with the above mentioned organizations. Mr. Manoj Nair also agreed to offer Live Projects to our students.

3. Introduction of Innovative Certification Courses

The members of the AAC, especially Dr. Gibson, suggested to introduce certification courses such as Merchandising, Big Data Analytics and Supply Chain Management, Logistics and Cold Chain Management as well as Design Thinking which are highly contemporary modules and matches the industry requirements too. Dr. Gibson agreed to deliver certification course on Merchandising. He also nominated Mr. Biju Dominique to conduct certification program on Neuro Marketing.

Other Matters

The members of the AAC also suggested to deliver workshop on soft skills. Mr. Manoj suggested to organize Communication Lab wherein the students may be asked to volunteer for Mock GD / Mock Interview which would help them prepare for their final placements. These exercises are recommended in the very beginning of the course which would help the faculty members to identify the students with good / moderate / poor communication skills and accordingly guidance can be provided.

The meeting ended with a thank you note from Dr. Joyeeta Chatterjee. She also felicitated the guests with memento as a token of gratitude.

Minutes prepared by Dr. Rashmi Jain,
Asst Professor, Marketing, NLDIMSR



Joyeeta Chatterjee

Attendance Record of Academic Advisory Council Meeting
Marketing Area - 25/04/19

Members:

- Dr. Gibson Udamani
- Mr. Manoj Nair
- Dr. Jayanta Chatterjee
- Dr. Dinesh Hegde
- Dr. Mangesh Kasbekar
- Dr. Anil Shrivastava
- Dr. Jyoti Nair
- Dr. Rashmi Jain
- Dr. M. R. Koshli

Signature

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Jayanta Chatterjee

[Signature]

[Signature]

Minister

25/04/19

[Signature]

Nair

M. R. Koshli

[Signature]



AAC
18-19
9th March
Attendance



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Academic Advisory Council (March 9, 2019)

Sr. No.	Attended By	Designation of the Attendee	Signature
1.	Mr. Chaitanya Ghaisas	Director, Citigroup	
2.	Mr. Anil Talreja	Partner, Deloitte	
3.	Mr. Shailesh Prajapati	AVP, Elizabeth Parle Tools	
4.	Mr. Aman Singhania	VP, NSE	Leave of Absence granted
5.	Prof. Dr. Dinesh Hegde	Dean- Academics	
6.	Prof. Dr. Anil Gor	HOD, Finance	
7.	Prof. Dr. Jyoti Nair	Associate Prof.	
8.	Prof. Dr. Anju Motwani	Asst. Prof.	
9.	Prof. Chirag Shah	Asst. Prof.	—
10.	Prof. Narayan Murthy	Associate Prof.	
11.	Prof. Chetana Asbe	Asst. Prof.	
12.	Prof. Sasmita Singh	Asst. Prof.	
13.	Prof. Ruchika Agarwal	Asst. Prof.	
14.	Prof. Khushboo Vora	Asst. Prof.	
15.	Prof. Prakash Rathod	Asst. Prof.	



Action Taken Report after Advisory council Meeting held on 9th March, 2019.

In view of directions from Academic Advisory council, the faculties of Finance department took appointment of Director of Citi Corp Mr. Chaitanya Ghaisas and accordingly meeting was held at Citi Corp's office on Friday, 28th June, 2019.

Director Shri Chaitanya Ghaisas made an elaborate presentation about various business verticals of the company and wanted that faculty should also be aware of these areas so that they can communicate to the students about various business verticals. He further emphasised that students must understand the products as well as how does a bank earn from these products and services. He further emphasised on upgrading the skills of students.

The meeting was also organised with Dalmia Alumni working at Citi Corp at FRI division who also emphasised on requirement of excel skill upgradation.

Further an additional meeting was also organised with Director ICG Risk, Mr. Abhishek Poddar on 27th August, 2019. When our alumni Mr Keyur Dedhia working at CITI ICG Risk division was also present. Mr. Poddar was provided with course contents of Banking, Treasury & Risk Management as well as proposed paper on Corporate Credit Appraisal and Finance. Mr Poddar went through the detailed session plans of all the three papers and appreciated the efforts of Institute to impart industry relevant knowledge. He further assured that like every year, ICG Risk Department will visit campus for case study competition on Risk Management and assured that the department will also participate in final placement.

Further, as per the direction of Advisory Council, the Institute has introduced the subjects of Financial Analytics and Corporate Credit Appraisal and Finance in the current academic year in third semester beginning July 2019. Further, efforts are being made to introduce about 100 hours Certificate program, on Data Science including Python, R as well as Machine learning and artificial intelligence. The council will be informed once these program is finalised.





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Upon various deliberations and discussions with the stakeholders of the institution following new courses are prospered for the batch of 2018-19. The detailed syllabus is enclosed below.

Sr.No	Course Name	Program Name
1	Banking and Financial Services	PGDM
2	Consumer Behaviour and Marketing Touch Point Analysis	PGDM
3	High Performance Leadership Dev & Personal Growth Labs	PGDM
4	HR Analytics	PGDM
5	HR Planning & Audit	PGDM
6	Marketing Analytics	PGDM
7	Marketing Metrics and Audit	PGDM
8	OD & Change Management	PGDM
9	People & Performance	PGDM
10	Rural Marketing	PGDM
11	Sales and Distribution Management	PGDM
12	Science of Retailing	PGDM
13	Strategic Brand Management	PGDM
14	Strategic IT for Management	PGDM
15	Strategic Marketing Management	PGDM
16	Venture Capital and Private Equity	PGDM

Seema Saini
CEO

N.L Dalmia Educational Society





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**Minutes of Academic Advisory Council
A.Y.2017-18**

13/18

Minutes of the Academic Council meeting held on 13/01/2018

Venue and Time: Conference Room, 6th floor, 4 p.m.

The following members were present:

Academic Council: Dr. Sunil Rai

Prof. Dr. Raja Roy Chaudhary

Mr. Anil Talreja

Mr. Shailesh Prajapati

Faculty Members: Prof. Dr. Anil Gor, Head- Finance Department

Prof. Narayan Murthy

Prof. Jyoti Nair

Prof. Dr. Anju Motwani

Prof. Chirag Shah

1. At the outset Dr. Anil Gor welcomed the members and informed the council that Dr. Sunil Rai Vice Chancellor of MIT University Pune has agreed to become the member of Council. He was welcomed by members present and he was inducted as Chairman of the Council. Dr. Gor further informed that Shri. Alok Saraf, Partner, PWC has conveyed his inability to continue in the committee. The members appreciated the contribution of Mr. Alok Saraf.
2. Consideration of last Minutes and action taken Report
The minutes of previous meeting held on 3rd September 2016 and the action taken report on the suggestions of the council members were placed on record and confirmed.
3. Review of Sessions Plan for the batch 2017-19

Thereafter the proposed semester plans for the Academic Batch 2017-19 were placed before the members and discussed as under.

- a) Dr. Gor started the discussion on the subject of Financial Markets and Institutions and updated the members that as decided at last Council meeting, we have shifted this subject from Second Semester to First semester. However, keeping in line with University practice we were showing marks of this subject in third semester. He further proposed that marks for this subject marks for PGDM should be reported in the results of first semester itself, on which Academic Council gave their approval.
- b) Dr. Gor further added that we had split the subject of Legal and Tax aspects of 100 Marks, into two subjects i.e., Legal Aspects in First Semester and Taxation in the second aspect. However,



we were showing the combined marks in the results of second semester, in line with University pattern. He proposed that both these papers should now be treated as independent subjects of 100 marks each (Legal Aspects of 100 marks in First semester and Taxation of 100 marks in the second semester).

On this Academic council members were of the opinion that Insolvency & Banking Act, new regulations for WRITs / AIF / PMS should also be included in the Subject of Financial Regulations of Business of business since these are the future regulations and the same was noted.

- c) Dr.Gor further discussed that as approved by the Academic Advisory Council, at the last meeting, we have shifted Banking and Financial Services in the second semester, however, we were recording marks for this subject in third semester in line with University pattern. He further proposed that this subject should be treated as subject in the second semester and marks also should be recorded in second semester, which was approved by Academic Council.
- d) Dr.Gor discussed that as suggested at last Academic Advisory Council meeting, we have introduced the subject of Financial Modelling in the third instead of second semester as advised earlier. And he further proposed to continue this subject in third semester, on which Academic Council have given their approval.
- e) As advised by Academic Advisory council, we have introduced the subject of Business Analytics in the fourth semester and it was proposed to continue this subject in fourth semester. Dr.Raja also updated the Academic Council that we have introduced a New course on Business Analytics which is the need of industry these days and loads of jobs are opening up for the said skills keeping in view the same the course has been designed and it will have the combination of SAS + R Tool + SPSS in the syllabus. This was noted by the committee members with appreciation.
- f) In keeping with the requirements of corporate jobs, we have introduced following subjects in third semester:
- Fixed Income Securities and
 - Treasury & Risk Management

Since these subjects were additional, these were treated as non-credit subjects. Dr.Gor proposed that these subjects should now be considered regular subjects with full credit program in the third semester, on which Academic Council have given their approval.

- g) Suggestions by Academic Council :

Following were some of the general suggestions by academic council



17-18

Minutes of the Academic Council meeting held on 13/01/2018

Venue and Time: Conference Room, 6th floor, 4 p.m.

The following members were present:

Academic Council: Dr. Sunil Rai

Prof. Dr. Raja Roy Chaudhary

Mr. Anil Talreja

Mr. Shailesh Prajapati

Faculty Members: Prof. Dr. Anil Gor, Head- Finance Department

Prof. Narayan Murthy

Prof. Jyoti Nair

Prof. Dr. Anju Motwani

Prof. Chirag Shah

1. At the outset Dr. Anil Gor welcomed the members and informed the council that Dr. Sunil Rai Vice Chancellor of MIT University Pune has agreed to become the member of Council. He was welcomed by members present and he was inducted as Chairman of the Council. Dr. Gor further informed that Shri. Alok Saraf, Partner, PWC has conveyed his inability to continue in the committee. The members appreciated the contribution of Mr. Alok Saraf.
2. Consideration of last Minutes and action taken Report
The minutes of previous meeting held on 3rd September 2016 and the action taken report on the suggestions of the council members were placed on record and confirmed.
3. Review of Sessions Plan for the batch 2017-19

Thereafter the proposed semester plans for the Academic Batch 2017-19 were placed before the members and discussed as under.

- a) Dr. Gor started the discussion on the subject of Financial Markets and Institutions and updated the members that as decided at last Council meeting, we have shifted this subject from Second Semester to First semester. However, keeping in line with University practice we were showing marks of this subject in third semester. He further proposed that marks for this subject marks for PGDM should be reported in the results of first semester itself, on which Academic Council gave their approval.
- b) Dr. Gor further added that we had split the subject of Legal and Tax aspects of 100 Marks, into two subjects i.e., Legal Aspects in First Semester and Taxation in the second aspect. However,



we were showing the combined marks in the results of second semester, in line with University pattern. He proposed that both these papers should now be treated as independent subjects of 100 marks each (Legal Aspects of 100 marks in First semester and Taxation of 100 marks in the second semester).

On this Academic council members were of the opinion that Insolvency & Banking Act, new regulations for WRITs / AIF / PMS should also be included in the Subject of Financial Regulations of Business of business since these are the future regulations and the same was noted.

- c) Dr.Gor further discussed that as approved by the Academic Advisory Council, at the last meeting, we have shifted Banking and Financial Services in the second semester, however, we were recording marks for this subject in third semester in line with University pattern. He further proposed that this subject should be treated as subject in the second semester and marks also should be recorded in second semester, which was approved by Academic Council.
- d) Dr.Gor discussed that as suggested at last Academic Advisory Council meeting, we have introduced the subject of Financial Modelling in the third instead of second semester as advised earlier. And he further proposed to continue this subject in third semester, on which Academic Council have given their approval.
- e) As advised by Academic Advisory council, we have introduced the subject of Business Analytics in the fourth semester and it was proposed to continue this subject in fourth semester. Dr.Raja also updated the Academic Council that we have introduced a New course on Business Analytics which is the need of industry these days and loads of jobs are opening up for the said skills keeping in view the same the course has been designed and it will have the combination of SAS + R Tool + SPSS in the syllabus. This was noted by the committee members with appreciation.
- f) In keeping with the requirements of corporate jobs, we have introduced following subjects in third semester:
- Fixed Income Securities and
 - Treasury & Risk Management


Since these subjects were additional, these were treated as non-credit subjects. Dr.Gor proposed that these subjects should now be considered regular subjects with full credit program in the third semester, on which Academic Council have given their approval.

g) Suggestions by Academic Council :

Following were some of the general suggestions by academic council

reviewed to check the alignment with industry needs and to provide comprehensive exposure to HRM function

- There is a collective and individual knowledge reference which the HR faculty members use, for betterment of the function and to bring in changes in their session plan.
- The various FDPs and conferences which the Faculty attend, help them in collating the best practices relevant to HR, and that is delivered to students over the course duration.
- An alignment is further checked by HoD HR and other faculty members at three levels – a) with the program objectives, b) NLDIMSR Vision and Mission and c) **Business and Economic focus of the nation.**

For

Dr Rima Ghose Chowdhury

Professor, HoD HR





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Upon various deliberations and discussions with the stakeholders of the institution following new courses are prospected for the batch of 2017-18. The detailed syllabus is enclosed below.

Sr. No	Course Name	Program Name
1	Digital Marketing	PGDM
2	Business Analytics	PGDM

Seema Saini
CEO

N.L Dalmia Educational Society

