



*हकीर्तः इच्छा इच्छा यच्छा*  
Indian Institute of Management Lucknow



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*हकीर्तः इच्छा इच्छा यच्छा*  
Indian Institute of Management, Lucknow

Prabandh Nagar, IIM Road, Lucknow-226013  
www.iiml.ac.in



Designed by : Anuradha Manjul, PR & MR Officer

# Annual Report

2013-2014

## The Institute

The Indian Institute of Management Lucknow is one of the thirteen functional national level management institutes set up by the Government of India.

### Vision of IIM Lucknow

To be a preeminent centre of excellence, generating and imparting knowledge in management and providing socially conscious and globally relevant thought leadership.

### Our People

By providing an academically inspirational environment which helps manifestation of human inner potential for holistic benefit of businesses, government and society at large.

### Our Offer

By nurturing value based young leaders who are capable of driving social and economic transformations towards an ethical, just and sustainable society.

### Our Approach

By encouraging and developing individuals having entrepreneurial spirit and actions capable of solving societal problems through innovative and sustainable business models.

### Our Values

By developing a workplace that promotes global ethos and fosters creativity, courage, integrity, respect and responsiveness.

### Mission of IIM Lucknow

The mission of IIM Lucknow is to help improve management systems with regard to business, industry and public services through pursuit of excellence in management education, research, consultancy and training.



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## Board of Governors



**Dr. Jamshed J Irani**  
Chairman BOG  
Indian Institute of Management, Lucknow

**Shri Ashok Thakur, IAS**  
Secretary,  
Govt. of India , Ministry of HRD,  
Department of Secondary & Higher Education

**Shri Yogendra Tripathi**  
Joint Secretary & Financial Adviser,  
Govt. of India, Ministry of HRD,  
Department of Secondary & Higher Education

**Shri Neeraj Kumar Gupta, IAS**  
Principal Secretary  
Government of Uttar Pradesh  
Dept. of Technical Education, U.P.

**Prof. Indranil Manna**  
Director,  
Indian Institute of Technology Kanpur

**Shri A K Singh**  
Vice Chancellor  
University of Allahabad,

**Maj. Pramod Bhasin**  
Vice Chairman,  
Genpact

**Prof. Abad Ahmad**

**Shri Partho P. Kar**

**Shri Sumit Banerjee**  
Vice Chairman  
Reliance Cementation Private Ltd.

**Ms. Sangeeta Prasad**  
Chief Executive Officer  
Integrated Cities & Industrial Clusters  
Mahindra Lifespace Developers Ltd

**Shri Arun Chacko**  
President (Spl. Projects)  
IANS India Pvt. Ltd.

**Shri Arun Seth**  
Chairman, India Regional Unit  
Alcatel-Lucent India Limited

**Prof. Devi Singh**  
Director  
Indian Institute of Management, Lucknow

**Prof. Sushil Kumar**  
Dean (AA)  
Indian Institute of Management, Lucknow

**Prof. Pankaj Kumar**  
Dean (P&D)  
Indian Institute of Management, Lucknow

**Gp. Cpt.(Retd.) A.K. Dwivedi, VSM**  
Secretary-BoG  
Indian Institute of Management  
Lucknow





## Vision & Mission

The mission of IIM Lucknow is to help improve management systems with regard to business, industry and public services through pursuit of excellence in management education, research, consultancy and training

### Vision

To be a preeminent centre of excellence, generating and imparting knowledge in management and providing socially conscious and globally relevant thought leadership.

### *Our People*

By providing an academically inspirational environment which helps manifestation of human inner potential for holistic benefit of businesses, government and society at large.

### *Our Offer*

By nurturing value based young leaders who are capable of driving social and economic transformations towards an ethical, just and sustainable society.

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## 2013-2014 In Brief

### Academic Programmes

- A milestone was created in the year 2013-14 with the launch of a unique doctoral programme for working professionals - Executive Fellow Programme in Management. This is one of a kind programme - a first across IIMs. The first batch of 20 students are all high profile executives from the Corporate World, profiles including CFO's, CTO's and COO's
- 3 new international partner institutions were added this year taking the tally to 32. This academic year marked the institute's first foray into the **Pacific Oceania** region. (its footprints becoming truly global)
- **28th** Convocation - **409** students from the 28th Batch of Post Graduate Programme in Management (PGP), **42** students from the 9th Batch of Post Graduate Programme in Agri Business Management (PGP-ABM), **12** students from the Doctoral Programme, **125** students from WMP and **70** students from IPMX graduated
- A landmark was created in this academic year - 12 doctoral students received their doctoral programme award, largest number since the inception of FPM.
- The enthusiasm and faith that the industry has in the institution is evidenced by the institute's consistent qualitative placement record - 2013-14 saw 100% summer and final placements for the largest batches till date in the history of any IIM.
- The institute's student body was officially recognised by the ISACA - an international professional association founded on IT governance that serves more than 110,000 constituents in more than 180 countries.
- The institute was accorded accreditation by the globally acclaimed AMBA (Association of MBAs) and is working towards AACSB (Association to Advance Collegiate Schools of Business) accreditation.

### Centre of Excellences

- The Centre for Marketing in Emerging Economies hosted the 2014 Annual Conference of Emerging Markets Conference Board from January 9-11, 2014 at institute's Noida Campus. The conference on the theme 'Listening to consumers of Emerging Markets' saw representation from over 21 countries globally.

### Research & Consulting

- IIM Lucknow received funding for two large projects in the last two years through the British Council under UKERI Research Programme of the United Kingdom.

### Infrastructure

- The Communication Network was upgraded this year with introduction of IP based Telephony system which enables free connectivity between IIM Lucknow campus and IIM Lucknow Noida Campus.
- Work on Hostel 17 with a capacity of 120 rooms has started and would be completed soon. This hostel is being constructed as per international and green standards.
- The Dining hall of the institutes Executive Enclave at IIM Lucknow campus has been renovated and upgraded.

- The 2nd Phase of construction of the Noida campus was completed this year. The campus has 30,00,000 sq. feet constructed area with all modern facilities.
- The new convention centre at Noida campus has one of the largest facilities of its kind in Delhi/NCR region with 5 halls and a capacity of 1400.
- In a global survey of 50 most beautiful campus in the world done in the year 2013, IIM Lucknow was the only one to figure in that list from India.

### Others

- Understanding its role in environment conservation, the institute has taken many steps in that direction
  - The institute has been successful in creating two water bodies in the Lucknow campus, which would help in increasing the water table in the entire area using rain water.
  - The institute has also aggressively worked on rain water harvesting. 5 water recharge wells for harvesting roof top rain water are fully functional and efforts are on to take up all the roofs. This effort is expected to further augment the subsoil water in the region.
- Website - A new version of the institute was launched with new design and technologically upgraded features like online payment portal etc.

## Section 1 - Our Academic Programmes

### Post Graduate Programme in Management

The Post Graduate Programme is designed to develop professional managers with strong conceptual fundamentals and skills required to manage businesses of the future, while giving them the vision to determine what the future will be.

This program is a two year, full time, residential program. The students meeting the program requirements are awarded the Post Graduate Diploma in Management. The PGP continually challenges the students to be prepared for the future. Courses are redesigned every year with feedback from the industry. New courses are introduced at an impressive rate each year. This helps in incorporating the latest concepts and paradigms into the curriculum even as the world is awakening to the need.

The PGP also prepares the students to take up multiple responsibilities and energizes them for the fast-track performance expected of them. The curriculum, by any standards, is rigorous. Assignments, live and simulated projects, periodic evaluations and demanding academic schedules ensure that the students develop time management skills. It is this quality which makes managers from IIM Lucknow a cut above the rest in challenging situations

#### Background Profile of the Batch Admitted in the year 2013-2014

434 students were admitted in the 29th batch (2013-2015) in the year 2013. Maximum students were from Engineering background (365) and a few were from Commerce (43), Science (4), Arts (4) and other disciplines (18). 321 students had prior job experience. As compared to this batch, in the twenty-eight batch (2012-2014), 294 of the 409 students admitted had prior job experience. 325 had an Engineering background, 47 had Commerce, 18 had Science, 3 had Arts and 16 were from other disciplines.

Batches

Batch	1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th	11th
Background Years	1985-87	1986-88	1987-89	1988-90	1989-91	1990-92	1991-93	1992-94	1993-95	1994-96	1995-97
Engineering	19	15	22	25	80	76	74	86	99	101	108
Commerce	01	06	05	03	07	07	11	08	06	05	06
Science	04	05	01	02	03	03	02	05	05	05	02
Arts	03	04	04	03	04	05	03	05	06	11	07
Others	—	—	—	01	—	—	—	—	02	—	03
<b>Total</b>	<b>27</b>	<b>30</b>	<b>32</b>	<b>34</b>	<b>94</b>	<b>91</b>	<b>90</b>	<b>104</b>	<b>118</b>	<b>122</b>	<b>126</b>
With Prior Job Experience	06	07	16	08	55	37	44	62	47	53	66

## Post Graduate Programme in Agri Business Management

### Batches

Batch	12th	13th	14th	15th	16th	17th	18th	19th	20th	21st	22nd
Background Years	1996-98	1997-99	1998-2000	1999-01	2000-02	2001-03	2002-04	2003-05	2004-06	2005-07	2006-08
Engineering	118	172	158	142	129	168	174	181	203	238	229
Commerce	08	03	08	21	24	37	32	29	23	14	11
Science	03	10	05	09	14	10	12	18	09	16	11
Arts	—	02	05	06	09	17	14	04	14	04	01
Others	02	—	02	05	07	08	08	12	22	11	06
<b>Total</b>	<b>131</b>	<b>187</b>	<b>178</b>	<b>183</b>	<b>183</b>	<b>240</b>	<b>240</b>	<b>240</b>	<b>271</b>	<b>283</b>	<b>258</b>
With Prior Job Experience	89	165	155	123	107	112	91	101	131	131	137

Batch	23rd	24th	25th	26th	27th	28th	28th
Background Years	2007-09	2008-10	2009-11	2010-12	2011-13	2012-14	2013-15
Engineering	219	286	318	340	328	325	365
Commerce	12	05	03	09	36	47	43
Science	05	05	17	35	08	18	04
Arts	01	05	05	—	03	03	04
Others	05	03	02	02	39	16	18
<b>Total</b>	<b>242</b>	<b>307</b>	<b>345</b>	<b>386</b>	<b>414</b>	<b>409</b>	<b>434</b>
With Prior Job Experience	122	263	327	309	306	294	321

The two-year Post Graduate Programme in Agribusiness Management is a full-time residential course. It is designed to develop agribusiness leaders, entrepreneurs, and intrapreneurs with vision, competence and appropriate attitude for promoting/ growing agribusiness and agro-based enterprises with a strong international orientation.

#### Innovative Features of the Programme

- A significant number of compulsory foundation courses in the functional areas of management in the first year blended with agricultural/ rural context specific courses in the second year.
- Significant field exposure to give hands-on experience and action orientation
- Global benchmarking and industry partnership.

#### Field Visits of PGP ABM Students

The Post Graduate Programme in Agribusiness Management of Indian Institute of Management Lucknow has integral and unique features to enhance practical learning through field exposure. Under the field visit programme, ABM students spend a week time with the rural community to learn the business environment of rural economy. The exercise is divided into two modules i.e. village study and thematic study. In the first module, the students are required to study the village economy and resources through participatory research techniques and in the second module they undertake pre-designed research study on agribusiness and rural marketing issues.

This year, 42 PGP-ABM students visited 7 rural locations during September 09-15, 2013, covering a cluster of villages in 7 districts i.e. Allahabad, Faizabad, Sitapur, Raibareilly, Gorakhpur, Saharanpur and Amroha in Uttar Pradesh. To facilitate the field visit at grassroots level, a number of organizations supported in the process such as; Gorakhpur Environmental Action Group, Gorakhpur; Agribusiness System International, Lucknow, People's Action for National Integration (PANI) Faizabad, Hydric Farm Inputs Ltd., Lucknow, Gramin Vikas Sansthan, Raibareilly, Janhit Foundation, Lucknow and BGVs, Amroha.

#### Background Profile of the Batch Admitted

45 students were admitted in the tenth batch (2013-2015) in the year 2013. There were students from Engineering background (34), Science (5), Professional (3) and other disciplines (3). 14 students had prior job experience.



### Batches

Batch	1st	2nd	3rd	4th	5th	6th	7th
Background /Years	2004-06	2005-07	2006-08	2007-09	2008-10	2009-11	2010-12
Engineering	04	05	14	27	15	12	06
Science	02	05	05	08	03	16	16
Professionals	00	03	00	00	00	00	00
Others	08	02	11	04	01	01	01
<b>Total</b>	<b>14</b>	<b>15</b>	<b>30</b>	<b>39</b>	<b>19</b>	<b>29</b>	<b>23</b>
With Prior Job Experience	05	07	15	15	16	08	03

Batch	8th	9th	10th
Background /Years	2011-13	2012-2014	2013-2015
Engineering	12	34	34
Science	05	09	05
Professionals	00	00	03
Others	01	03	03
<b>Total</b>	<b>19</b>	<b>46</b>	<b>45</b>
With Prior Job Experience	08	28	14



## Post Graduate Programme in Management for Working Executives

WMP (Working Manager's Programme), is a uniquely designed three-year evening programme for working executives, entrepreneurs and professionals who have a desire to enhance their knowledge and skills in a formal setting, while continuing to be engaged in their on going professions/businesses. It was started by the institute in July 2005 at its Noida Campus. This programme today has grown many folds since the inception stages.

### Background Profile of the Batch Admitted in the Academic Year 2013-2014

117 students were admitted in the Ninth batch (2013-2016) in the year 2013. There were students from Engineering background (81), Commerce (11), Science (18), Arts (7).

### Batches

Batch	1st	2nd	3rd	4th	5th	6th	7th
Background /Years	2005-08	2006-09	2007-10	2008-11	2009-12	2010-13	2011-14
Engineering	31	48	44	50	55	113	102
Commerce	01	02	01	03	06	06	10
Arts	01	00	01	00	00	00	04
Science	00	06	07	13	07	08	15
Others	16	02	03	02	01	04	10
<b>Total</b>	<b>49</b>	<b>58</b>	<b>56</b>	<b>68</b>	<b>69</b>	<b>131</b>	<b>137</b>

Batch	8th	9th
Background /Years	2012-15	2013-16
Engineering	72	81
Commerce	06	11
Arts	02	07
Science	11	18
Others	04	00
<b>Total</b>	<b>95</b>	<b>117</b>

Minimum Work Experience: 3 years  
Average Work Experience: 7.2 years

Maximum Work Experience: 22 years  
Average Age: 30 years



## International Programme in Management for Executives

The International Programme in Management for Executives is designed for mid/senior level professionals, to prepare them for leadership roles. The programme is designed to develop business education that is grounded in the Indian and international business environment. It will accelerate understanding of business at functional and strategic levels, and prepare students to manage enterprises engaged in global business. The curriculum focuses on a strategic understanding of business, rooted in practical skill development through action learning projects and industry interface. A core component of the programme is an international module at one of our partner institutes located in Europe/East Asia which provides students the opportunity for an International learning experience to equip them with the knowledge and perspective relevant to current global business issues. The delivery is oriented towards best practices, an integrated strategic perspective, project work and constant engagement with industry..

### International Module for Batch 2013-2014 (IPMX)

An international module was organized for IPMX 2013-14 Batch in September 6-15, 2013 in ESCP Europe Paris & Berlin campus. 69 students participated in this programme. This programme was organized by ESCP Europe Paris campus.

### Profile of the Batch Admitted in the Academic Year 2013-2014

69 students were admitted in the Sixth batch (2013-2014) in the year 2014. There were students from Engineering (57), Commerce (2) and Science (10).

#### Batches

Batch	1st	2nd	3rd	4th	5th	6th
Background /Years	2008-09	2009-10	2010-11	2011-12	2012-13	2012-13
Engineering	38	42	41	56	57	57
Commerce	01	00	04	02	02	02
Arts	02	01	00	02	02	00
Science	04	03	02	05	06	10
Others	00	00	01	02	02	00
<b>Total</b>	<b>45</b>	<b>46</b>	<b>48</b>	<b>67</b>	<b>69</b>	<b>69</b>

Minimum Work Experience: 6 years  
Average Work Experience: 9.4 years

Maximum Work Experience: 19 years  
Average Age: 33 years

## Fellow Programme in Management

The doctoral level Fellow Programme in Management (FPM), as a core intellectual activity of the Institute, took off in 1999. It is a residential full-time programme. The normal time span for completing the requirements of the programme is four years. Accordingly, students are required to stay on campus for four years. However, for certain categories of students, the residential requirements of the last two years may be waived. If a student does not complete his/her thesis work within the stipulated period, he/she is allowed up to two more years for completion. During this period he/she may or may not stay on campus.

The programme involves two years of course work followed by two years of research work.

Of a total of 41 FPM students, 13 students were admitted in the programme in 2013-14. The Programme has adopted a high level of competence in research methods that should enable the scholars to successfully contribute in the areas of innovative teaching and quality of management in the industry tomorrow. The high degree of motivation and intensive work in the development of the thesis results in publications in major journals world-wide, a mark of the quality of output of the programme.

The programme has the following requirements:

- Mandatory course work
- Comprehensive Examination
- Dissertation work leading to the formulation of thesis proposal for Doctoral level research
- Thesis work

On successful completion of the course work, comprehensive examination and dissertation, the student will start working on his/her doctoral thesis.





## Executive Fellow Programme in Management

IIM Lucknow's a unique doctoral programme – Executive Fellow Programme in Management has been designed with these middle and senior executives from the corporate world in mind. This doctoral programme will help these corporate honchos who are aspiring to gain competency for rigorous research and also create an opportunity for alternate career option.

The Executive Fellow Program in Management (EFPM) is a part time, non-residential, doctoral program that has been specifically designed to cater to the academic needs of working executives/ managers/ faculty members/ researchers. EFPM Programme is open for candidates based in India or abroad.

The objective of the programme at IIML is to prepare the students for careers not only in management research and teaching but also in management practice, consulting, training, and development in a formal setting while continuing to be engaged in their ongoing professions/businesses. The EEFM program is especially structured to meet learning aspirations of enthusiastic and enlightened executives and teaching professionals, and will inculcate in them state-of-the-art research skills required for increased understanding and knowledge of today's complex business environment.

The first batch of Executive Fellow Programme in Management was launched in the academic year 2013-2014 with a batch size of 20.



## Financial Assistance, Industry Scholarships and Awards

### Financial Assistance

The Institute's Financial Assistance Scheme, started in 1993-94, provides financial support for needy students on the basis of annual family income and academic performance. This scholarship is available to a maximum of 15% of the student intake in a batch (PGPm & PGP-ABM), and covers the tuition fee component of the total fees due (based on the parental income criteria for 1st year students) during the year. Under this scheme, in the year 2013-2014, 18 scholarships were awarded to the 1st year students and 45 scholarships were awarded to the 2nd year students. In addition, scholarships were also awarded to SC/ST students.

### Industry Scholarships and Awards

During the academic session 2013-2014 15 scholarships were sponsored by Industry, which were awarded based on academic performance and other criteria. These were instituted by Aditya Birla Group, Apeejay Trust, Central Bank of India, Sir Ratan Tata Trust and OPJEMS.

The following students were chosen for the above awards:

Name of the Student	Award	Name of the Student	Award
Arpit Agal	Aditya Birla	Chakrabarti Arpan	Central Bank of india
Gaurav Sharma	Ratan Tata	Divya Chandra	Central Bank of india
Prabhu Pritam Dash	Ratan Tata	Ashish Krishna	Central Bank of india
Nisha Bachani	Ratan Tata	Priyadarshini Kumari	Central Bank of india
Piyush Gupta	Ratan Tata	Srujana Punuru	Central Bank of india
Girish Wadhwa	Apeejay	Kritika Venkataraman	Central Bank of india
Aakansha Sharma	Apeejay	Akshi Gupta	OPJEMS
Aman Jain	Class of 1993		

## Placements

### PGPM & PGPABM

After successfully placing the largest batch of 475 students (batch of 2015) during summer placements 2013. IIM Lucknow achieved 100% placements for its graduating batch of 2014. The placement concluded on a high note with 440 offers being made by 207 recruiters including 49 new recruiters for a batch of 436 students. There was a 28% rise in Pre Placement Offers.

#### Statistics of Placement 2013-2014

Number of Students	436
Number of Offers made	440
Number of Pre Placement Offers	92
Number of Higher Entry Placement Offers	132

#### Sector Wise Profile

Sector	Percentage of offers (%)
Consulting	21
Banking & Finance	18
Sales, Marketing & Market Research	24
General Management/Operations	12
IT/ITES	19
Others	6

#### Top Recruiters

Flipkart
Deloitte Consulting
IBM
Accenture
Cipla
ICICI Bank
Procter & Gamble
KPMG

### IPMX

Rolling recruitment process for the batch of 2013-2014 commenced in November 2013.

IPMX students were offered strategic roles in various functions such as Consulting, Sales & Marketing, Business Development, Procurement, Strategy and Planning, Analytics, Operations, Project/Programme Management and Product Management.

#### Top Recruiters

Goldman Sach
Virtusa
Unisys India
L & T Ltd.
TCS
NIIT Tech.
Shapoorji Pallonji
Amazon
Microsoft
Hero Motocorp
Google
Daimler India

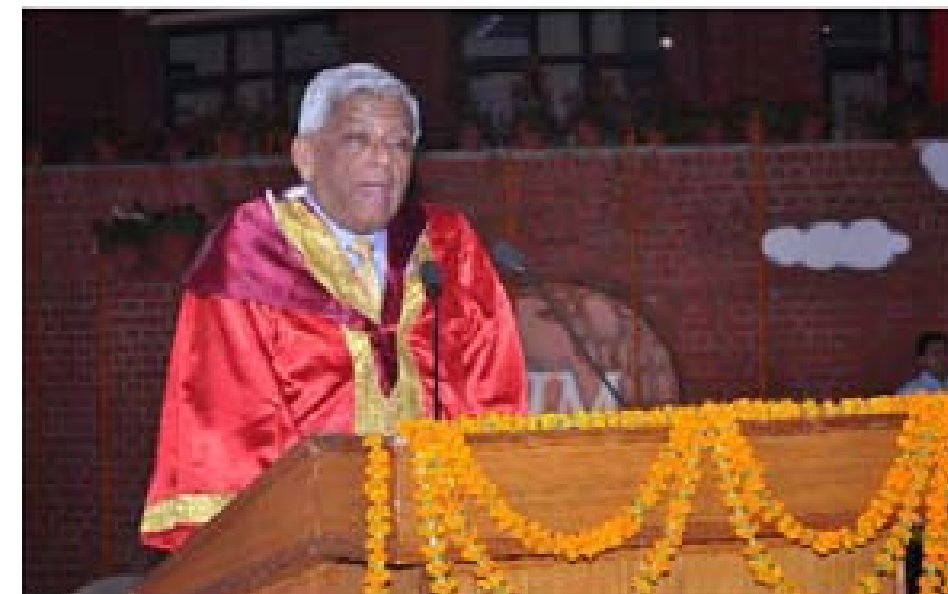
## Convocation

The convocation of Indian Institute of Management, Lucknow saw 658 students being awarded their diplomas by Dr. Devi Singh, Director IIM Lucknow and Shri Deepak Parekh, Chairman, Housing Development Finance Corporation Ltd. (HDFC) who was the Chief Guest on the occasion and delivered the Convocation Address.

409 students from the 28th batch of Post Graduate Programme in Management, 42 students from the 9th batch of Post Graduate Programme in Agri-business Management, 12 students from the Doctoral programme along with 125 students from Post Graduate Programme in Management for Working Executives (WMP) and 70 students from International Programme in Management for Executives (IPMX) batches, from the Noida campus received the diplomas.

### Medal Winners

Award	Student	Programme
Chairman's Gold Medal	Gaurav Sharma	PGP (PGPM & PGP ABM)
Director's Medal	Prabhu Pritam Das	PGP (PGPM & PGP ABM)
PGP Chairman's Medal	Nisha Bachani	PGP (PGPM & PGP ABM)
Reshma Sareen Memorial Medal for Best Girl Student	Nisha Bachani	PGP (PGPM & PGP ABM)
Bizkool Medal for the Best Student in Information Technology	Girish Wadhwa	PGP (PGPM & PGP ABM)
Budhiraja Medal for Best All Rounder	Akshi Gupta	PGP (PGPM & PGP ABM)
Hari Shankar Singhanian Medal for Best All Rounder	Aman Jain	PGP (PGPM & PGP ABM)
Chairman's Gold Medal	Dheeraj Gupta	WMP
Director's Medal	Rajeev Khanuja	WMP
Chairman's Gold Medal	Kirti Chaturvedi	IPMX



## Section 2 - Research & Consultancy

### Consultancy

In consonance with the institute's philosophy of concern for and commitment to the society, consultancy activities have focused on improvement and betterment of existing public utility systems and core areas. In this respect our faculty has been undertaking several socially relevant research and consultancy projects in thrust areas like Agriculture, Entrepreneurship, Health Management, Education, Information Technology and Rural Development.

We have been working with start ups that show very strong potential. Past projects include strategy recommendations, customer analysis, cost analysis, balance sheet analysis, review of financial forecasts, marketing plans, and many others

#### Ongoing Consultancy Projects

S.No.	Project Title & Organisation
1	Evaluation of income of farmers during base year assessed by different departments to double the income of farmers within three years.
2	Evaluation study of Border Area Development Programme (BADP)
3	Capacity Building under R-ARDP, "Financial Management of Distribution Business"
4	Strengthening Evaluation Capacity in Government
5	Evaluation of Contractual Manpower Available under Various Staff Categories and to rationalise the current compensation design
6	Mid term evaluation of Saakshar Bharat Programme in the State of Uttar Pradesh, Uttarakhand, Bihar and Rajasthan
7	Shelter for Urban Poor through Community Approach
8	All India Report on Sakshar Bharat
9	Review of Processes of Sakshar Bharat Programme
10	Study and improvement of Procurement Process of TTD
11	Setting up a Procurement Observatory (at IIML) in the state of UP



### Ongoing Consultancy Projects

S.No.	Project Title & Organisation
12	Review of Existing Procedure of Procurement of dry, FOL and fresh rations
13	Transaction Cost- Perspective of SHG and MFI Clients
14	Evaluation of Livestock Insurance Scheme of GOI
15	Conducting Online Recruitment Exam for Asst. Regional Manager at UPSRTC
16	Review of reports based on NSHIE for NCAER
17	Evaluation of support to voluntary Agencies for Adult Education & skill Development
18	Study of the Daily Monitoring System of Mid Day Meal Scheme in U.P
19	Monitoring and Evaluation Services for various sites under CSIR
20	Implementation of Knowledge Management at DESIDOC

### Consultancy Projects Completed

S.No.	Project Title & Organisation
1	Formulating Strategy for Capacity Development in Uttar Pradesh under the GOI UN joint Convergence Programme (State Land Use Board, Deptt.of Planning, Govt. of UP,)
2	Consumer Insight Study on design related issues of Samsung products (Juxt Consultant Research & Consulting Pvt. Ltd.)
3	Design of an Selection Centre (Mahindra & Mahindra, Mumbai)
4	Consumer Awareness Index Development (Deptt. Of Consumer Affairs, GOI)

### Consultancy Projects Completed

S.No.	Project Title & Organisation
5	Evaluation Study on Flood Protection under Rural Infrastructure Development Fund (RIDF) (NABARD, Reg. Office, Lucknow.)
6	Monitoring System of Consumer Protection Policy (GIZ/GFA Project,)
7	Global Manufacturing Competitiveness Study 2013 (Deloittee Consulting, LLP)
8	A Study of Socio-Economic Impact of EDP (Schneider Electronics, Mumbai)
9	Monitoring Evaluation & Consulting Services for various cities under CSR (Security Printing & Minting Corpn Ltd.)
10	Desk Appraisal of NGOs for the Targeted Intervention (TI) Projects of Ups AIDS Control Society (UPSACS & UNICEF)
11	Study of PCDF and Strategy Formulation for its Reviva (PCDF Ltd., Lucknow)l
12	Six Sigma Orientation Programme (HAL, Lucknow)
13	Evaluation of Mid Day Mean Scheme in 8 Districts of U.P. (Mid Day Meal Authority, Lucknow)
14	Coaching of a Senior Executives of M&M (Mahindra & Mahindra)
15	Conducting Interviews for Selection of Various Professional Experts for Directorate of Medical & Health (UPHSDP, Lucknow)
16	Assisting in Recruitment process of Executive Trainee HR (Sjvn Ltd.)
17	Evaluation of the Manpower available under various staff & officers categories and to rationalise scope of promotion (Lucknow Transport Corporation, Lucknow)
18	Assessing Rural Drinking Water Services for the Rural Water Supply and Sanitation Program in Uttar Pradesh (State Water and Sanitation Mission, Lucknow)

### Consultancy Projects Completed

S.No.	Project Title & Organisation
19	Designing Training Curriculum and Training Aids in Specific Subject Areas (Indian Railways Institute of Transport Management, Lucknow)
20	Analysing Channel Satisfaction and Relationship Drivers. (NCPL)
21	OD Consultant on Retainership basis. (GAVS Technologies, Chennai)



### Publications

#### Books & Book Chapters

**Anita Goyal**, Innovations in Services Marketing and Management: Strategies for Emerging Economies, IGI Global, USA.

**Devashish Das Gupta**, "Tourism in Global Village" LAPLAMBERTAcademic Publishing, Germany. ISBN 978-3-8383-5957-1

**Kavita Chaddha**, Marketing of Library and Information Products and Services: Using Services Marketing Mix. In Anita Goyal (Ed.), Innovations in Services Marketing and Management: Strategies for Emerging Economies (ISBN13: 9781466646711), Business Science Reference (an imprint of IGI Global), 2014, pp 190-205.

Details are given at <http://www.igi-global.com/book/innovations-services-marketing-management/77397#table-of-contents>

**Payal Mehra**, Crisis Communication in the Tourism Industry: Theoretical Perspectives, published in book "Tourism in Global Village", ISBN 978-3-8383-5957-1, LAP Lambert Academic Publishing AG & Co KG

**Sukumar Nandi**, 'Economics of the International Financial System', Routledge India, 2014, pp. 284, 978-0-415-66023-5

**S. Sahoo & P.Rajib**, "Withdrawn IPO: Galaxy Surfactants Limited- A case study from Indian IPO Market" as Book Chapter in an edited book titled "Resource Book on Case Studies in Business Management: a global perspective" Edited by Gupta, Mishra, and Routray (IMT Ghaziabad), ISBN: 978-93-8212-754-3 published by, Ane Books Pvt. Ltd, New Delhi, India, pp.1-23.

**Samir K Srivastava**, Green Supply Chain Management: A state-of-the-art Literature Review, In: John Jermier (Ed.), Corporate Environmentalism and the Greening of Organizations (ISBN: 9780857025715), SAGE Publications Ltd, 2013, Vol. 4, Part 2.

Details are available at: <http://www.uk.sagepub.com/books/Book235671#tabview=toc>

#### Papers

**Agarwal, Yogesh**, 'Design of Survivable Networks Using Three- and Four-Partition Facets', *Operations Research*, 61(1), Jan-Feb 2013 : pp. 199-213

**Agarwal, Yogesh & Aneja, Yash**, 'Fixed-Charge Transportation Problem: Facets of the Projection Polyhedron', *Operations Research*, 60(3) : pp. 638-654

**Nigam, Ashutosh & Agarwal, Yogesh**, 'Optimal relay node placement in delay constrained wireless sensor network design', *European Journal of Operational Research*, 233(1), Feb. 2014 : pp 220-233

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**Ali, Jabir**, 'Farmers' Perspectives on Quality of Agricultural Information Delivery: A Comparison between Public and Private Source', *Journal of Agricultural Science and Technology*, 15, 2013: pp.685-696



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Farhat Azad, **M. Akbar & A. Saurikhia**, 'Decision Making Framework For Research & Development Organisation For Road & Transportation Sector, Social Science'. *International Journal of Economics and Management*, 3(5), 2013. ISSN 2231-4962

**Balodi, Krishna Chandra**, 'Strategic orientation and organizational forms: as integrative framework', *European Business Review*, 26(2)

**Bhattacharya, Kaushik & Mitra**, Subrata K., 'Hyper-Plurality and the the Need for Regulation of Candidate Entry in India', *Economic and Political Weekly*

**Bhattacharya, Kaushik & Mitra**, Subrata K., 'More can be less: hyper-plurality of candidates, the rationality of electoral choice and need for electoral reform in India', *India Review*, Routledge

**Bhattacharya, Kaushik**, 'Strategic Entry and the Relationship between Number of Independent and Non-Independent Candidates: A Study of Parliamentary Elections in India', *Asian Journal of Political Science*, Routledge

Das, Saini, **Bhaskar, B. & Mukhopadhyay, A.**, 'Today's Action is Better than Tomorrow's Cure - Evaluating Information Security at a Premier Indian Business School', *Journal of Cases on Information Technology*, 15(3), 2013

**Chakraborty, Madhumita**, 'Testing the Pecking Order Theory in the Indian context: An Empirical Investigation', *Prajnan*, XLII(3), 2013-14.

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Cheng, C.L., Shalabh & **Garg, Gaurav**, 'Coefficient of determination for multiple measurement error models', *Journal of Multivariate Analysis*, 126,2014: pp. 137-152

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### Conferences & Seminars Presentations

**A.Vinay Kumar**, 'Information Content of News Volumes in Options Trading', EMU-SSEM Euro Conference, Famagusta, North Cyprus, May 11-13, 2013

**A.Vinay Kumar & Ashwani Kumar**, 'Driving Entrepreneurial Growth at PFirst', International Case Conference 2013, Goa, India, September 24th-26th 2013

Shivam Singh & **Alok Dixit**, 'Empirical Performance of Select Option Pricing Models: A Study on Indian Derivatives Market', 7th IIM-A Doctoral Consortium, Indian Institute of Management, Ahmedabad, India, Dec 9-11, 2013. This paper also received the Best Paper Award in its track

Tanvi Goila, **Amit Agrahari & R.K. Srivastava**, 'A Comprehensive Approach for Business Process Re-engineering through Process Mining and Simulation: Applications in Critical Care Delivery', Doctoral Consortium in 11th International Conference on Business Process Management, Beijing, China, Aug 26-30, 2013

**Anirban Chakraborty**, 'A Two-wave Model of Service Recovery', Annual Conference Marketing Across Diversity, Dynamics and Connectedness, Johannesburg, June 19-20 2013

Ajay Singal, **Arun K. Jain & S. Faisal**, 'The relationship between internationalization and performance of mid-size Indian firms - The role of family control' 55th Annual Conference of Academy of International Business, Istanbul, Turkey, July 3-6, 2013

**Arun K. Jain & Ajay Singal**, 'Role of Relative Resources and Fitness in Defining Firm Vulnerability', Southern Management Association Annual Meeting 2013, New Orleans, Louisiana, November 5-9, 2013

M. Popli & **A.K. Sinha**, 'Who Jumps From Spring Board First? An Empirical Analysis of Cross-Border M&A Waves of Indian Firms', 73rd Annual Meeting of the Academy of Management - "Capitalism in Question", Orlando, USA, August 13, 2013

**Ashwani Kumar**, Ritu Yadav & **A.Vinay Kumar**, 'Supervised Sentiment Analysis: Engineering a Robust Automatic Training Dataset', IIMB International Conference on Business Analytics and Intelligence, IIM Bangalore, Bangalore, India, December 11-13, 2013

**Atanu Chaudhuri**, 'Strategic planning for collaborative innovation: A decision framework and future research directions', 20th EUROMA Conference, Trinity College and UCD, Dublin, June 8-12, 2013

**Bhaba Krishna Mohanty**, 'Fuzzy Optimization and its use in e-business', Nepal OR Society

Arup Mitra, **Chandan Sharma & Marie-Ange Véganzonès**, 'Total Factor Productivity and Technical Efficiency of Indian Manufacturing: The Role of Infrastructure and Information & Communication Technology', VIII Annual Conference of Forum for Global Knowledge Sharing (Knowledge Forum), IIT Bombay, Mumbai, October 25 - 27, 2013

**Chandan Sharma**, 'Tax Evasion, Bribe payment and Regulatory Hurdles: Evidence from Indian Manufacturing Firms', 50th Annual Golden Jubilee Conference of the Indian Econometric Society (TIES), Indira Gandhi Institute of Development Research (IGIDR), Mumbai December 22-24, 2013.

**Chandan Sharma**, 'Imported Intermediate Inputs, R&D, and Productivity at Firm Level: Evidence from Indian Manufacturing Industries', The World Management Conference (Pan IIM Conference), Goa, May 31-June 1, 2013

**D.S.Sengar**, 'Business Challenges of Climate Change: Role of Management Education', International Conference on Technology and Business Management, Dubai, March 18-20, 2013

**D.S.Sengar**, 'Towards achieving Sustainable Development: The Role of Law and Public Participation' International Conference on Environmental Technology and Sustainable Development: Challenges and Remedies, Bhimrao Ambedkar University (Central) Lucknow, February 21-23, 2014

**D.Tripati Rao & Sachin Bhatia**, 'Deregulation and Liberalization, Business Cycles and Performance of Indian Industry', International Conference on Education and Social Sciences, Istanbul, February 3-4, 2014

**D. Tripati Rao**, 'Firms' Performance over Business Cycle during Deregulation and Liberalisation in India', Pan-IIM World Management Conference, Goa, May 30-June 01, 2013.

Harshit Maurya, Rajeev Saxena & **Devashish DasGupta**, 'Brand association in Indian life insurance market: A qualitative approach towards customer based brand equity', 7th International Great Lakes NASMEI Conference, Chennai, December 27-28 2013

Vimal Verma & **Devashish DasGupta**, 'Senior Citizens as Food Shoppers: An Exploratory study into the gerontology', International Conference on Aging Well, Cochin, January 2014.

Shalabh & **Gaurav Garg**, 'Coefficient of Determination for Multiple Measurement Error Models', 59th World Statistic Congress 2013, Hong Kong, August 25-30, 2013

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**Jabir Ali**, Tanya Jain & Garima Shrivastava, 'Analyzing consumer markets for health and wellness food products in an emerging Economy', 23rd Annual IFAMA World Forum & Symposium, Atlanta Georgia, June 16 - 20, 2013.

**Kriti Bardhan Gupta**, 'Value Chain Management in Sugar Sector, National seminar on Agribusiness Potential of Uttar Pradesh, Bankers Institute of Rural Development and Indian Society of Agricultural Marketing, BIRD, Lucknow, April 25-26, 2013.

**Kriti Bardhan Gupta**, 'Agripreneurship & Agribusiness Opportunities and Challenges', National Conference on Agripreneurship and Agribusiness, STEP- HBTI, Kanpur March 16-17, 2013.

**K.G.Sahadevan**, 'Issues and Challenges in agricultural Futures Markets', The State, the Market and the Agripreneurs

M. Popli, **M. Akbar** & V. Kumar, 'Persistence of Superior Financial Performance: Impact of Internationalization and Its Entrapment with Institutional Reforms', 73rd Annual Meeting of the Academy of Management - "Capitalism in Question", Orlando, United States, August 13, 2013.

**Nishant Uppal**, 'Antecedents and consequences of intention to quit the organisation and the profession', 2014 Thailand Chapter Conference of the Academy for Global Business Advancement, Bangkok, Thailand, January 8 - 10, 2014

**Payal Mehra**, 'Patient Information Seeking, Gender, and Effects on Satisfaction in a Medically Under served Nation', ICSSB Conference, Macau, August 28-30, 2013

Mayank, Sharma, **Pradeep Kumar & Bharat, Bhasker**, 'Influencing Factors for Purchase of Virtual and Digital Goods', 12th International Conference on e society 2014, Madrid, Spain, February 28 - March 2, 2014

**Prakash Singh**, 'Equity Valuation and Credit Risk Modeling in MFIs in India', 2014 Orlando International Academic Conference, Orlando, Florida, USA, January 24, 2014

Parvathi Ganesh & **Prakash Singh**, 'Modeling the Credit Risks of Microfinance Institution in India', INCLUSIVE FINANCE CONFERENCE, XLRI, Jamshedpur, September 25, 2013

**R.K.Srivastava**, 'Environmentally Conscious Operations Management in Indian Fertilizer Industry', 24th Annual Conference of the Production & Operations Management Society 2013, Denver, Colorado, USA, May 3-6, 2013

**R.K.Srivastava**, 'Forecasting and Estimation at the Mahakumbh', 4th International Case Conference, Goa, September 24-26, 2013

**R.K.Srivastava**, Joshin John & M S N Purna Prudhvi, 'Supply Chain Management Aspects of Maha Kumbh Mela', 11th AIMS International Conference on Management, Delhi-NCR, December 21-24, 2013

**Rajesh Aithal** & Harshit Maurya, 'Private Labels in Indian Apparel Retail: Consumer Preferences & Proneness', 7th Great Lakes NASMEI Marketing Conference, Chennai, December 27-28, 2013

**Roshan Lal Raina**, M. K. Singh, & Anoop Singh, 'Towards Optimal Resource Utilization: An IIM L Experience', International Conference on Entrepreneurial Approaches to Librarianship, Ahmedabad, December 18-26, 2013.

**Roshan Lal Raina**, 'Information & Communication Technology (ICT) Enabled Total Quality Management (TQM) in Library and Information Services (LIS)', National Convention on Knowledge, Library and Information Networking, Jaipur, December 10-12, 2013

**Roshan Lal Raina**, 'Social Entrepreneurship: Challenges, Opportunities and the Way Forward', YUVA

**Sabyasachi Sinha**, 'Resolving the Exploration and Exploitation Dilemma in Growth Phase of New Ventures', 2013 SMS Annual International Conference, Atlanta, Georgia, USA, September 28-October 1, 2013

**Sabyasachi Sinha**, 'The Search for Mechanisms of Managing Ambidexterity in New Ventures', Strategic Leadership: An Emerging Market Perspective

**Sabyasachi Sinha**, 'Managing Organizational Ambidexterity in New Firms: The Case of Info Edge (I) Ltd.', 3rd Indian Academy of Management, IIM Ahmedabad, Ahmedabad, India, December 12-14, 2013

**Saji K.B.**, Divya J. Rastogi & Uma Nair S., 'Linking Perceived Risk and Technology Adaptation with CRM Implementation in Services Marketing firms: An Exploratory Study', 2013 INFORMS/AMA Frontiers in Service, Taipei, Taiwan, July 4-7, 2013

**Saji K.B.** & Shashi Shekhar Mishra 'Mediating role of Perceived Risk in New high-technology Service Development: B2B context', 2013 INFORMS/AMA Frontiers in Service, Taipei, Taiwan, July 4-7, 2013

**Saji K.B.**, 'Environmental Determinants of Contract Manufacturing Services Marketing Effectiveness: Empirical Evidences from Taiwanese Semiconductor Industry', 2013 INFORMS/AMA Frontiers in Service, Taipei, Taiwan, July 4-7, 2013

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Neha Sadhotra & **Saji, K. B.**, 'Antecedents and consequence to consumer adoption of TFS: A conceptual framework and research propositions', 2013 INFORMS/AMA Frontiers in Service, Taipei, Taiwan, July 4-7, 2013

Neha Sadhotra & **Saji, K. B.**, 'Investigating the Consumer adoption of Technology Facilitated Services: Conceptual framework with research propositions', 2013 AMA Summer Marketing Educators Conference, Boston, USA, August 9-11, 2013

Neha Sadhotra, **Saji, K.B.**, & K. Sivakumar, 'Analysis of factors influencing the adoption of technology facilitated services', 2013 World Marketing Congress of Academy of Marketing Science, Monash University, Melbourne, Australia, July 16-20, 2013

Mohita Gangwar & **Samir K. Srivastava**, 'Bringing Resilience through Social Welfare Supply Chain: Clothing for Dignity - an Indian Humanitarian Relief Case study', 1st International Conference on Humanitarian Logistics, IIM Raipur, December, 2-3, 2013

**Sanjay Kumar Singh**, 'An inquiry into the cost structure of STUs in India', Kuhmo Nectar Conference on Transport Economics, Evanston, Illinois, USA, July 10-12, 2013

**Sanjay Kumar Singh**, Shalini Raghav & Sunny Kumar Singh, 'Does Market Structure Matter? Evidence from the Indian Cement Industry', IJEB International Conference on Business and Economic Issues, Pune, December 19-20, 2013.

**Sanjay Kumar Singh** & Shalini Raghav, 'Scenario of Urban Transport in Indian Cities Challenges and the Way Forward', Silver Jubilee Conference on Cities and Sustainability, Indira Gandhi Institute of Development Research, Mumbai, October 29-30, 2013

A. Mishra, **S. Dash** & S. Basu, 'Conceptualization and measurement of mobile design perception: An Exploratory study in Indian context', 2013 Annual EMCB Conference, Port Elizabeth, South Africa, June 19-20, 2013

Ansh Gupta & **S. Dash**, 'Developmental sequence, antecedents and consequences of the green service experience: An empirical investigation in the Green hotel industry in Indian context', 2013 Annual EMCB Conference, Port Elizabeth, South Africa, June 19-20, 2013

M. Mishra, **S. Dash** & A. Kapoor, 'Understanding Urbanites in Emerging Economies', 2013 Annual EMCB Conference, Port Elizabeth, South Africa, June 19-20, 2013

**S.Sahoo**, 'Explaining Post-Issue Operating Performance of Initial Public Offerings Issued in India', India Finance Conference 2013, Indian Institute of Management, Ahmedabad, Gujarat, India, December 18-20, 2013.

**S.Sahoo**, 'Analyst Recommendation and IPO price Performance: An Empirical Investigation from Indian Market', ICDABAI 2013, Indian Institute of Management, Ahmedabad, Gujarat, India, April 13-14, 2013

**S Venkataramanaiah**, Mohan M & Rita James, 'Market Approaches for Healthcare Delivery in Emerging Economies: A Case Study', International conference on Listening to Consumers of Emerging Markets, IIM Lucknow, Noida, January 8-11, 2014.

**S Venkataramanaiah**, 'Multicriteria Decision Model for Supplier Selection with Life cycle characteristics', XVII Annual International Conference of Society of Operations Management, IIT Madras, Chennai, December 21-22, 2013.

**Shailendra Singh**, 'Leadership and Creativity: Examining the role of Justice and Engagement', Academy of Management Conference, Orlando, Florida, USA, August 9-13, 2013

**Vinodh Madhavan**, 'Modeling the Long-Term and Short-Run Relationship between Indian Local Exchange Traded Funds (ETFs) and their Underlying Indices', 21st Annual Global Finance Conference, Dubai, UAE, March 31-April 2, 2014

**Vinodh Madhavan** & Rakesh Arrawatia, 'Efficiency of G8 Sovereign Credit Default Swap and Bond Markets', 21st Annual Global Finance Conference, Dubai, UAE, March 31-April 2, 2014

**Vinodh Madhavan** & Partha Ray, 'How Far is Mumbai from Luxemburg and London? Price and Volatility Linkages between Indian GDRs and Their Underlying Domestic Shares', India Finance Conference, IIMA, Ahmedabad, December 18-20, 2013

**Vinodh Madhavan**, 'MIST vs. Developed Equity Markets: Cointegration and Time-Varying Co-Movements', International Analytics Conference, IIMB, Bangalore, December 11-13, 2013

Shivam Singh & **Vipul**, 'Pricing Performance of Black-Scholes Model with TSRV based volatility estimates the Indian Evidence', 3rd India Finance Conference, Indian Institute of Management, Ahmedabad, India, Dec 17-19, 2013.

BB Chakrabarti, Malay K Dey & **Vivek Rajvanshi**, 'Determinants of Volatility: Evidence from intraday Trading in Indian Metal and Energy Futures', 21st Annual Global Finance Conference, Dubai, UAE, March 31-April 2, 2014

**Yogesh K. Agarwal** & Y.P Aneja, 'Design of Fixed Charge Multicommodity Networks using k-Partition Facets', International Network Optimization Conference, Tenerife, Spain, May 20-22, 2013





## Awards, Distinctions & Important Assignments

Prof. **Amita Mital**, Sanjay Dhir & Sonjoy Mohanty, Educomp: Shaping Education in the New Millennium, case study published at Ivey

Prof. **Arun K. Jain** was one of the jury members of ET Now business channel for the Vodafone Driving Into the Big League Season 3 contest.

Fourth year FPM student of IIM Lucknow, **Abhishek Mishra** won the best paper award for his paper 'Measuring Consumer Design Perceptions: A methodological extension and a scale' co authored by Satyabhusan Dash (IIM Lucknow), Naresh Malhotra (Georgia Tech, USA), Dianne Cyr (SFU, Canada) and Shreyanka Basu (Connecting Dots, Delhi). The award was sponsored by Emerald India and carried a cash prize of Rs 25000.

Prof. **Chandan Sharma** was awarded The best young economist award (Prof MJ Manohar Rao Award) for the year 2013 by the Indian Econometric Society (TIES).

Prof. **Devashish DasGupta** has been nominated in the Editorial Board of Skyline Business Journal (SBJ) UAE ISSN:1998-3425

Prof. **D. S. Sengar** contributed as a Residential Resource Person in the programme on "International Residential School on Economic, Social and Development Rights with Emerging Discourse on New International Legal Order" held at Kathmandu during July 04 to 07, 2013 at Kathmandu, Nepal

Prof. **D. S. Sengar** contributed in the LL. M. Programme of Kathmandu School of Law (KSL), Kathmandu.

Prof. **D. S. Sengar** has been nominated as Member of the Governing Board of the B.A. LL.B.(Hons): Five Year Integrated Law Course of the University of Allahabad for a term of three years

Prof. **D. S. Sengar** has been nominated as the Member of Academic Council of the Madan Mohan Malviya University of Technology, Gorakhpur (U.P.) by the Govt. of U.P.

Dr. **Devi Singh**, Director IIM Lucknow has been conferred with the prestigious Ravi J. Mathai National Fellowship Award. Dr. Singh received his award at the 25th AIMS Annual Management Education Convention 2013 held from 22nd -24th August 2013 at Bharati Vidyapeeth's Institute of Management Studies and Research, Navi Mumbai. The Association of Indian Management Schools (AIMS) is a non profit networking organisation of over 630 B-Schools in India.

Dr. **Devi Singh**, was the jury member for the IMC awards awarded at the 4th Indian Management Conclave 2013 held at New Delhi from August 2-3, 2013. He also gave the Conclave Special Address at the inaugural session of the said conclave.

Prof. **D. Tripathi Rao** participated in Global Colloquium on Participant Centered Learning (GloColl) at the Harvard Business School, Boston, July 21-27, 2013

Prof. **Kaushik Bhattacharya's** research paper (jointly with Prof. Subrata K Mitra, South Asia Institute, University of Heidelberg) entitled "Hyper-Plurality and the Need for Regulation of Candidate Entry in India" has been published by the Economic and Political Weekly (EPW) in its June 22 issue.

Ms. **Neha Sadhotra**, one of the FPM scholars of the Institute (who works on the area of 'technology facilitated services marketing'), was awarded the 2013 Liam Glynn Research Award in recognition of the overall quality and merit of her doctoral dissertation proposal by American Marketing Association. The award was presented to her at the 22 AMA Frontiers in Service Conference of American Marketing Association, hosted by the National Taiwan University at Taipei, Taiwan during July 4-7, 2013. Ms. Neha Sadhotra, is the first ever recipient of this AMA doctoral dissertation award from an Institution of Asian continent.

In recognition of the overall quality and merit of the ongoing doctoral dissertation work, Ms. **Neha Sadhotra**, one of the FPM scholars of the Institute, was awarded a US\$1,000.00 grant by the Academy of Marketing Science (AMS) to attend and present her dissertation proposal at the third biennial AMS Doctoral Consortium, held in conjunction with the 2013 AMS World Marketing Congress hosted by the Department of Marketing of Monash University at the Monash University Law Chambers, Melbourne, Australia during July 16-20, 2013. Ms. Neha Sadhotra is one the six winners of this year's AMS research grant from Asia

Prof. **Pankaj Kumar** has been invited to join the Editorial Advisory Board of the journal (AMITY BUSINESS JOURNAL) with ISSN 2278-0904. This is Bi-annual Journal of Amity Business School.

Prof. **Punam Sahgal**, has been invited to join the new International Advisory Board of Politecnico di Milano, including the Department of Management, Economics and Industrial Engineering and MIP, Milan Italy. The Advisory Board brings together an array of 15 leaders from Academics and Corporates from different countries, to provide strategic advice to the School of Management. The Advisory Board meets once a year and her appointment is for a period of three years

Top Rankers Management Consultants, with processing support from 'Jindal Global Business School' and a high caliber 'Intellectual Support Panel', nominated Prof. **Roshan Lal Raina**, for the Top Rankers Excellence Award for Academic Leadership'.

Indian Science Congress Association, on the occasion of the 101 Indian Science Congress honored Prof. **Roshan L. Raina**, in the first session of the Section of Information and Communication Science and Technology (including Computer Sciences) on February 4, 2014, at the University of Jammu, Jammu

Prof. **Saji K.B. Nair** served as reviewer (for the 'Innovation and New Product Development' track) on the editorial review board of the conference proceedings of the American Marketing Association's (AMA) 2013 Winter Marketing Educators Conference held at Las Vegas, Nevada, USA during February 15-17, 2013

Prof. **Saji K.B. Nair** served on the editorial review board of the conference proceedings of the American Marketing Association's (AMA) 2013 Summer Marketing Educators' Conference held at Boston, Massachusetts, USA during August 9-11, 2013. He has contributed for the New Product Development and Innovation track

Prof. **Samir K. Srivastava's** name has been included in European Science Foundation (ESF) database. ESF is an association of 72 member organizations devoted to scientific research in 30 European countries (website: <http://www.esf.org/>).



Prof. **Samir K. Srivastava** served as a reviewer for an Exploratory Workshop proposal submitted as part of the European Science Foundation's Exploratory Workshop Scheme

Prof. **Samir K. Srivastava** joined the editorial board of GSTF Journal on Social Computing (JSC). Journal details are available at: <http://globalstf.org/common/journal-jsc.html>

Prof. **Samir K. Srivastava** served as a Member of Scientific Committee for the "International Conference on Supply Chain & Logistics Management (ICSCLM 2013)", India Habitat Centre, New Delhi, December 5-7, 2013.

IIM Lucknow's team, HCM Specialists were placed joint first at Srijan, the HR event during Manthan, the management fest of TISS, Mumbai. The team comprised of Mohd. Haris Minai and Suhani Maharishi, both FPM students at IIM Lucknow.

## Conferences Held

### Listening to Consumers of Emerging Markets

Centre for Marketing in Emerging Economies (CMEE) organised the 2014 Annual Conference of the Emerging Markets Conference Board on the theme 'Listening to Consumers of Emerging Markets', at the IIM Lucknow, Noida Campus in Noida, India from 9-11 January 2014.

The conference was inaugurated by Dr. Devi Singh, Director, IIM Lucknow.

The conference aimed to provide a substantive forum to delegates for presenting and discussing research in marketing, especially that related to Emerging Economies. It brought together Marketing Practitioners, Academicians, Research Practitioners and Research Scholars from across the world and provided a unique opportunity for them to share their ideas with some of the best in their field globally.



## Section 3 - Centres of Excellence

### Centre for Food & Agribusiness Management (CFAM)

From the very beginning, IIML's vision was to prepare young dynamic managers and entrepreneurs for improving the performance of both corporate and the non-corporate sector like agriculture. With a view to exclusively fulfil this commitment, the Institute established the Centre for Food and Agribusiness Management (CFAM) in the year 1998. CFAM has grown into a global level Centre of excellence in the field of agribusiness & food management. The Centre strives to accelerate the professional management of agricultural and other rural resources by integrating business with farming.

#### Aims of the Centre

- To generate knowledge for efficient management of food and agribusiness sector by preparing young dynamic graduates and entrepreneurs
- To impart high level practical training supported by field based research through effective linkages between national & international academic institutions as well as organizations and agencies
- To offer consultancy to national & international organizations in the field of agriculture and rural management.

The Centre for Food and Agribusiness Management has been creating impact globally and especially in the Indian sub continent. This year a training cum field visit programme on innovation in Agriculture and Agribusiness sponsored by Dept of Agriculture, Govt. Of Sri Lanka was organised.



## Centre for Marketing in Emerging Economies (CMEE)

The Centre for Marketing in Emerging Economies (CMEE) at IIM Lucknow aims to be a globally recognised centre of excellence for pursuing original research and imparting quality education in the area of marketing, with a specific mandate to contribute towards better understanding of emerging economy markets and challenges therein for marketing practitioners.

Apart from conducting advanced research and running continuous education programs, the centre also acts as a platform for academicians and practitioners in selected emerging geographies to collaborate with each other effectively.

The Centre 2014 Annual Conference of Emerging Markets Conference Board from January 9-11, 2014 at our Noida Campus. The conference themed 'Listening to Consumers of Emerging Markets' attracted the who's who of the marketing world with representation from over 21 countries globally.

### Research & publication:

DECODING LUCKNOW - special issue on food (e-book) - An Initiative of CMEE in association with INDEX  
ISBN: 978-81-928560-2-5

The attempt made in this book is one small step in the quest of understanding consumers of Lucknow in the INDEX fair (held annually by students of IIM Lucknow) attended by mostly upper end Lucknow consumers. The study also goes into detailed understanding of what Lucknowites think of their food and what food item(s) they consume at various occasions.



## Section 4 - International Linkages

## International Academic Collaboration

IIM Lucknow has from the inception understood the importance of international linkages and has been seeking international partners that would assist the institute to be more relevant to the dynamic global environment. International linkages are fundamental to the institute's growth, development and contribution to the global community as well as in creating a global niche for itself.

This year saw the addition of 3 new international partner institutions - Singapore Management University, Singapore, Lincoln University, New Zealand and University of Hull, U.K, taking the tally up to 32. This year marks our first foray into the Pacific Oceania region, making our footprint truly global.

To create world class professionals, it is important for them to be exposed to the world. The culture and economic differences between the developed and developing world are too vast to be simply taught in a classroom – it is only by immersing oneself in foreign lands that one learns to appreciate them.

Hence the IIM Lucknow International Exchange Programme initiative – a process through which our students do a part of their studies in Business Schools all around the world. At the same time, foreign students and faculty members come to IIM Lucknow to understand the working and mindset of one of the potentially largest markets in the world.

59 students visited our partner institutions in Europe and Americas. 30 students from our foreign partner institutions visited us.

### Our Partner Institutions



### Our Partner Institutions



International Delegation Visits



Section 5 - Executive Education



## Management Development Programmes (MDPs)

Management Development Programme (MDP) activity continues to be a major academic activity at the Institute. This year, there has been maximum growth in all spheres of MDP activity.

During the year 2013-14, 114 programmes were conducted. This also translates to **3083** executives benefitting through these programmes.

The programmes conducted during the year are given in the table below

S.No	Programme Title	Duration	S.No	Programme Title	Duration
1	1 year Part-time General Management Programme for Executives (GMPE2) 4th module	April 13-21, 2013	15	1 year Part-time General Management Programme for Executives (GMPE6)	June 8-16, 2013
2	Coaching and Mentoring for Effective Leadership	April 29, 2013 May 3, 2013	16	Human Resource Management Skills for the Executives of Rural Engineering Department	June 10-14, 2013
3	1 year Part-time General Management Programme for Executives (GMPE4)	April 20-28, 2013	17	AMP for IRS (C&CE)/NACEN, MCT Phase IV	June 17, 2013 July 5, 2013 July 8-19, 2013
4	Communication, Presentation & Report Writing Skills for DRDO Scientists	April 29, 2013 May 3, 2013	18	General Management Programme for Executives through Virtual Classroom (EGMP3 - Reliance) 1st on-campus module	June 22-29, 2013
5	Management Issues for IRTS Probationers	April 29, 2013 May 10, 2013	19	Project Management for DRDO Scientists	June 24-28, 2013
6	1 year Part-time General Management Programme for Executives (GMPE7) 1st module	May 4-12, 2013	20	Transformational Leadership Programme for Powergrid Corporation of India Ltd.	July 1-5, 2013
7	Quality and Reliability Management for DRDO Scientists	May 6-10, 2013	21	Human Resource Management Skills for the Executives of Rural Engineering Department	July 1-5, 2013
8	Certificate Programme in Business Analytics (CPBAE)	May 8-12, 2013	22	Management Module for IFS Officers	July 1-6, 2013
9	1 year Part-time General Management Programme for Executives (GMPE3) 4th module	May 11-19, 2013	23	Management and Strategic Control of Projects for NIC Executives	July 8-12, 2013
10	1 year Part-time General Management Programme for Executives (GMPE5) 3rd module	May 18-26, 2013	24	AMP for IRS (C&CE)/NACEN, MCT Phase IV	July 8-26, 2013 July 29, 2013 August 9, 2013
11	Natural Resource Management, Effective Leadership and Conflict Resolution for IFS Officers	May 20-24, 2013	25	Leadership Development	July 11-13, 2013
12	Human Resource Management Skills for the Executives of Rural Engineering Department	May 20-24, 2013	26	Management Module of Phase IV Programme for IFS Officers (MCT)	July 15-19, 2013
13	Strategic Management Programme for Executives of Kotak Mahindra Group	June 3-7, 2013	27	1 year Part-time General Management Programme for Executives (GMPE8) 1st module	July 20-28, 2013
14	Transformational Leadership Programme for Powergrid Corporation of India Ltd.	June 3-7, 2013	28	Advanced Management Programme for Sr. IES Officers	July 29, 2013 September 7, 2013

S.No	Programme Title	Duration	S.No	Programme Title	Duration
29	Certificate Programme in Business Analytics (CPBAE) (3rd module)	July 31, 2013 August 4, 2013	46	1 year Part-time General Management Programme for Executives (GMPE5) 4th module	September 28, 2013 October 6, 2013
30	1 year Part-time General Management Programme for Executives (GMPE4) 4th module	August 3-11, 2013	47	Project Management for DRDO Scientists	September 30, 2013 October 4, 2013
31	Managerial Effectiveness for Judicial Officers	August 19-23, 2013	48	AMP for IRS (C&CE)/NACEN MCT Phase III	October 7-25, 2013 October 28 November 8, 2013
32	1 year Part-time General Management Programme for Executives (GMPE7) 2nd module	August 17-25, 2013	49	Management and Strategic Control of Projects for NIC Executives	October 7-11, 2013
33	Effective Communication for Professional Excellence	August 26-28, 2013	50	Negotiation Skills Development	October 10-12, 2013
34	Intricacies of Joint Venture/Take over/ Acquisition/ Merger in Global Perspective for the Executives of Power Grid Corporation of India Ltd.	August 27-30, 2013	51	1 year Part-time General Management Programme for Executives (GMPE6) 3rd module	October 19-27, 2013
35	2013 India Accounting & Finance Conference	September 9-11, 2013	52	Managerial Effectiveness for Judicial Officers	October 21-25, 2013
36	Training-cum-Field Visit Programme on Innovation in Agriculture & Agribusiness for Department of Agriculture, Sri Lanka	September 9-13, 2013	53	Managing Team Performance for the Executives of Power Grid Corporation of India Ltd.	October 28-30, 2013
37	Leadership Skills, Time Management & Behavioural Skills for Navodaya Vidyalaya Samiti Officers	September 2-6, 2013	54	Excelling in Leadership for Metalife Global Operations Support Centre Pvt. Ltd.	November 6-8, 2013
38	Managerial Effectiveness for Judicial Officers	September 2-6, 2013	55	Managerial Effectiveness for Judicial Officers	November 5-9, 2013
39	Personal Growth through Emotional Intelligence	September 16-18, 2013	56	Leadership Development	November 7-9, 2013
40	Managerial Effectiveness for Judicial Officers	September 16-20, 2013	57	Developing Networking Skills for the Executives of Power Grid Corporation of India Ltd.	November 11-13, 2013
41	AMP for IRS (C&CE)/NACEN, MCT Phase III	September 16, 2013 October 4, 2013 October 7-18, 2013	58	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	November 11-13, 2013
42	Excellence through Effective Communication for DRDO Scientists	September 19-21, 2013	59	Leadership and Strategic Thinking for Department of Public Enterprises	November 11-15, 2013
43	Team Building	September 23-25, 2013	60	Effective Contract Management & Negotiation	November 14-16, 2013
44	General Management Programme for IA & AS Probationers	September 23, 2013 October 26, 2013	61	Managerial Effectiveness for Judicial Officers	November 18-22, 2013
45	Communication for Leaders	September 26-28, 2013	62	Leadership Development for Women Executives of ONGC	November 18-22, 2013



S.No	Programme Title	Duration	S.No	Programme Title	Duration
63	Excelling in Leadership for Metalife Global Operations Support Centre Pvt. Ltd.	November 18-20, 2013	80	General Management Programme	December 9-20, 2013
64	Problem Solving and Decision Making using MS Excel	November 18-20, 2013	81	Understanding Self for Managerial Excellence	December 16-18, 2013
65	Creativity and Problem Solving	November 18-22, 2013	82	Managerial Effectiveness for Judicial Officers	December 16-20, 2013
66	Internet Marketing	November 21-23, 2013	83	Project Management for DRDO Scientists	December 16-20, 2013
67	Developing Networking Skills for the Executives of Power Grid Corporation of India Ltd.	November 25-27, 2013	84	Certificate Programme in Business Analytics (CPBAE II) 1st module	December 27-31, 2013
68	Managerial Effectiveness	November 25-27, 2013	85	Personal Effectiveness and Growth for NHPC Executives	January 1-4, 2014
69	Finance for Decision Making (for Non-Finance Executives)	November 25-29, 2013	86	General Management Programme for Defence Officers	January 7 June 22, 2013
70	Managerial Effectiveness for Court Managers	November 26-30, 2013	87	1 year Part-time General Management Programme for Executives (GMP7) 3rd module	January 4-12, 2014
71	Aligning Business Strategy with Marketing and Sales	November 26-30, 2013	88	Managerial Effectiveness for Judicial Officers	January 6-10, 2014
72	Certificate Programme in Business Analytics (CPBAE)	November 27 December 1, 2013	89	General Management Programme for the Executives of NTPC Ltd.	January 6-17, 2014
73	Leadership and Strategic Thinking for Department of Public Enterprises	December 2-6, 2013	90	Mass Communication & Media Management for Forests & Wildlife for IFS Officers	January 9-10, 2014
74	Managerial Decision Making under Uncertain Environment	December 4-6, 2013	91	Enhancing Management Effectiveness through Self Awareness for NHPC Executives	January 13-15, 2014
75	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	December 5-7, 2013	92	Managerial Effectiveness for Judicial Officers	January 13-17, 2014
76	1 year Part-time General Management Programme for Executives (GMPE8) 2nd module	December 7-15, 2013	93	Developing Strategic Mindset	January 16-18, 2014
77	Managerial Effectiveness for Judicial Officers	December 9-13, 2013	94	Developing Networking & Employer Branding for the Executives of Power Grid Corporation of India Ltd.	January 20-22, 2014
78	Excelling in Leadership for Metalife Global Operations Support Centre Pvt. Ltd.	December 9-11, 2013	95	Excelling in Leadership for Metalife Global Operations Support Centre Pvt. Ltd.	January 22-24, 2014
79	General Management Programme for the Executives of NTPC Ltd.	December 9-20, 2013	96	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	January 27-29, 2014

S.No	Programme Title	Duration	S.No	Programme Title	Duration
97	Design and Delivery of Affordable Healthcare	January 27-29, 2014	114	International Workshop-cum-Training Programme on Conservation Agriculture for AARDO Member Countries	March 24, 2014 April 2, 2014
98	Strategic Finance Management for AGMs & DGMs of Power Grid Corporation of India Ltd.	January 30 February 1, 2014			
99	Achieving Service Excellence	January 30 February 1, 2014			
100	Managerial Effectiveness for Judicial Officers	February 3-7, 2014			
101	1 year Part-time General Management Programme for Executives (GMPE6) 4th module	February 8-16, 2014			
102	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	February 10-12, 2014			
103	Project Management for DRDO Scientists	February 10-14, 2014			
104	Managerial Effectiveness for Judicial Officers	February 10-14, 2014			
105	Managerial Effectiveness	February 17-19, 2014			
106	Managerial Effectiveness for Judicial Officers	February 17-21, 2014			
107	Advanced Management Programme for ONGC Executives	February 17 March 9, 2014			
108	1 year Part-time General Management Programme for Executives (GMPE8) 3rd on-campus module	March 1-9, 2014			
109	Capacity Building for ITI Principals	March 3-7, 2014			
110	Leadership Skills for Teachers/Educational Administrators of Rajya Shiksha Kendra, Govt. of Madhya Pradesh	March 18-22, 2014			
111	Certificate Programme in Business Analytics (CPBAE II) 2nd module	March 19-23, 2014			
112	Excellence through Effective Communication for DRDO Scientists	March 24-26, 2014			
113	Managerial Effectiveness for Judicial Officers	March 24-28, 2014			



## Section 6 - Support Facilities

### Computer Centre

The Computer Centre is housed in a spacious 15,000 sq. ft. two-floored, air conditioned, centrally located and functionally designed building and is equipped with the state-of-the-art computing resources to cater to the needs of the academic, as well as administrative activities of the Institute, and is open round-the-clock. The infrastructure at IIML Computer Centre includes a fibre optic backbone based campus-wide network, connecting machines on heterogeneous platforms, with several servers and high speed bandwidth of 155 Mbps from TATA and 500 Mbps from NKN leased line circuit and connected with our Noida Campus with a VPN connection of 45 Mbps. The network provides accessibility of 1800 physical nodes to each of these servers for sharing different resources among both the campuses. Moreover, the Institute has also created several Wi-Fi hotspots across the campus, available to all mobile users. The hardware resources of the Institute include Blade Servers, Server clusters, SAN storage, computers (from Pentium to Xeon), heavy duty printers and scanners. The software resources include a wide variety of databases, case tools, expert systems, high level programming language compilers, visual programming software, statistical, modelling or OR packages and Industrial Databases. Institute has Campus agreement with Microsoft to provide all Microsoft products to the users.

All Users are provided an email account from Gmail, Roaming Profile in Computer Centre, sufficient storage space, and around-the-clock access to the internet from their hostel rooms.

24\*7 IT support through a central helpdesk is also available from Computer Centre.

#### Implementation of ERP

For an efficient and integrated functioning, the Institute is in the process of implementing Peoplesoft Campus Solutions, one of the best ERP's available in the market. Many Modules like Finance, HR, Payroll, MDP, PGP, Student Self Service, Purchase etc. are functional; the other modules would be soon implemented.



## Library

With its unique collection of more than 43000 Books and 451 print and 2014 online reputed international and national Journals (with bound volumes) in various disciplines, Gyanodaya is the centre of attraction of academics, researchers and students. Though the library has been built up mainly to cater to the needs of the Institute's teaching, training, research and consultancy programmes, it is well equipped in subjects collection containing information relevant to the mandate of the Institute. The library has a substantial collection of Databases, CD-ROMs, VCDs, microfiche, audio tapes, etc. Keeping in view the mandate, vision and mission of the Institute, the Institute library Gyanodaya was established. Objective of Gyanodaya is "to promote knowledge generation and application through its effective dissemination". The library acts as the main learning resource centre and caters the information needs of the Institute's teaching, training, research and consultancy programmes. Operating from a spacious building of about 2800 square meter, fully air-conditioned, centrally located and functionally designed building with a seating capacity of 250 readers in five halls, the library is equipped with ergonomically designed furniture, fittings and fixtures.

### Resources

A geometric increase in the library resources since its inception is visible. During the period of report, the value additions to Gyanodaya in terms of resources and services are given as under:

- 667 select volumes of books/reports (665) and CD (02) in the discipline of management and allied areas were acquired. Out of these, 602 volumes were acquired against procurement orders and 63 volumes were received on complimentary basis. Out of the 602 purchased volumes, 168 volumes were as per requisitions and 434 were as per approvals/exhibitions. Amount involved on purchases in 2013-2014 was Rs. 14.68 lakh. 451 printed and 2251 online periodicals were subscribed during the year and this involved an expenditure of Rs. 192.83 lakh.
- In an endeavor to build up a active and usable corporate report section, 12 reports were added to make the total strength add up to 1821. The library continued to receive important documents on complimentary basis and during the year 80 documents were received raising the total number to 3755 documents.
- The Audio visual collection was further enriched with the addition of two films.
- During the period of report, 553 documents were added to the collection. These were technically processed and the bibliographical data of these documents were added to the database.
- 315 sets of loose issues of periodicals were sent for binding.
- Statistical details of the library acquisition, services, etc. are given as per Annexure-1

### Online Access to E- Resources

Important database /online services subscribed by the library include, ABI-INFORM-GLOBAL, ACM Digital Library, Athens (Remote Login Solution), Business Monitor Online, BSC, Capitaline Plus, EBSCO A-Z Service, EconLit, GMID, IBID, IEL Online, IndLaw.com, IndiaStat.com, Dion-Insight-Corporate Database, ISI Emerging Markets, INFORMS, InfoSci Journals, JCR, JSTOR, MarketLine, Newspaper Direct, Proquest Dissertation and Thesis, PsycArticle, Roubini Global, Sage HSS Collection, SDC Platinum and Wiley-Blackwell HSS collection,. Gyanoday also subscribes to e-Books which contain a rich collection of more than 60,000 management related books and can be accessed through e-brary. In addition to the above resources, library also has access to more than 2251 learned journals from the international renowned leading publishers like Elsevier Science, John Wiley and Sons, Infosci, MCB University Press, Oxford, Sage, Springer & Taylor and Francis.

### Library Portal: A Virtual Gateway to Library Resources

To cater the information needs of the users on their desktop and to give value addition to library services, a library portal which is being updated regularly. The Library portal is accessible through intranet and the electronic resources are:

- OPAC
- E-books
- E-Databases
- E-Journals
- Virtual Library
- Video Library
- Forthcoming events
- Other online services
- Photo gallery

By clicking on the individual icon, Information can be accessed through this portal.

### Facilities

The library is operating in a fully automated environment with a blend of conventional documents and human interface in its services. Integrated library management software-LIBSYS is in place. Entire library resources are bar-coded and an On-Line Public Access Catalogue (OPAC) is giving information about its resources. The active collection of the library is tagged with the RFID (Radio Frequency Identification) tags and the RFID System has been installed for surveillance, issue return and other operations related to AMH (Automated Material Handling) operations. One self Issue Return Counter is in place to do self issue return of the documents. The main facilities available in Gyanodaya are.

#### - Video Conferencing Facility

Gyanodaya provides video conferencing facility to the users to interact with knowledge experts anytime anywhere, globally. This facility was extensively used during the year for conducting interactive lectures, placement interviews, etc.

#### - Audio-Visual Facility

An Audio-Visual laboratory, equipped with 5 colored televisions sets, 5 VCRs, one DVD player and an Audio-cassette Recorder, is in place to facilitate the use of the rich collection of audio-visual material of the library

#### - Reprography Lab

The library is equipped with multifunctional machine capable of photocopying, scanning and network printing.

#### - Research Carrels

Nineteen specially designed cubicles fitted with computers and fittings- have been put in place to facilitate serious study/research.

#### - Cyber Lab

A cyber-lab equipped with eight (8) core I3 Computers, is in place to facilitate the use of databases and online journals/resources.



## Services

The Library opens round the year (except national holidays) 24x7. Besides providing the routine services like circulation, inter-library loan, bibliographic reference services, etc. it also provides Current Awareness Services (CAS) and Documentation Services.

- Automated Circulation System with RFID continued to provide a much-needed relief to the users and the staff, to cope up the heavy rush on the counter. Reminders, recalls, statistical data generation, report generations, reservations and other query responses became easy and prompt. 6234 documents were circulated during the period of report.
- The OPAC (On-line Public Access Catalogue) eases the access to the document and it is accessible through the Institutional LAN.
- Selective Dissemination of Information (SDI) Services was provided to the user community.
- Information about the latest additions of books/reports and latest arrivals of periodicals was sent to the faculty in the form of Current Additions (a monthly service) and Current Contents (a weekly service), respectively, in an on-line mode.
- The audio-visual collection remained under active use, particularly by the student and the faculty members.
- Several ready and long range reference/information queries were attended to during the year.
- Under reprographic services, the library made 4839 Xerox copies of 105 articles.
- **Resource Sharing:** Based on requests, 23 documents were lent-out to other libraries and 09 documents were arranged from other libraries under its Inter-Library-Loan programme. Photocopies of 48 research papers (38 research papers obtained in soft version) were arranged from other libraries to meet the research needs of its faculty members and 171 research papers were supplied to other libraries/Users.
- Use of databases in online mode remained one of the "User Favorites", particularly among the students. Besides imparting hands-on training to the users, extensive searches were carried out by library's professional staff on a number of diverse topics as demanded by the users.

## Special Publications

Updated versions of the following regular publication of the library were released during the year:

- IIML Periodicals on Subscription: 2014,
- Reading beyond the Curriculum
- Management Novels
- Business Fiction, and
- Management Humor (s)

## Other Activities

### External Clientele

Following organizations availed the library services during the year:

- Kapoor Educational Society, Lucknow
- Small Industries Development Bank of India (SIDBI), Lucknow

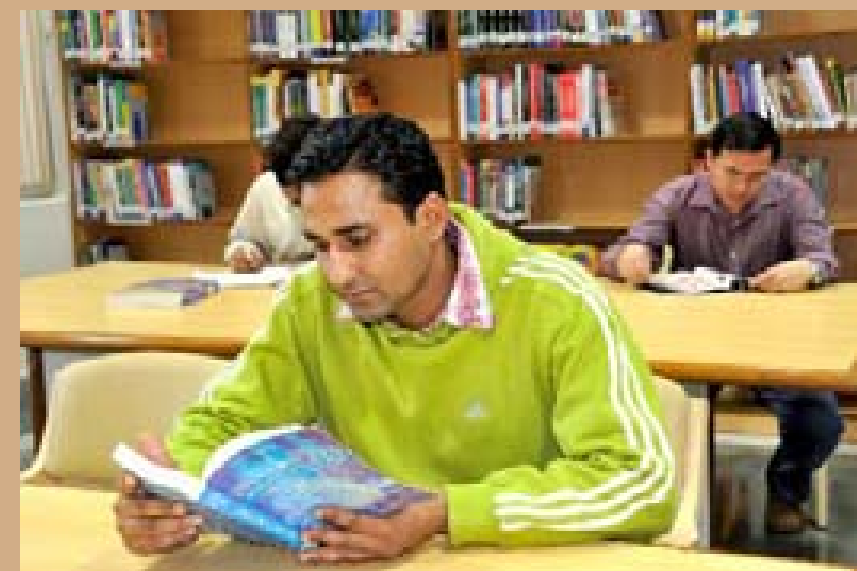
- Sagar Institute of Technology & Management, Barabanki
  - Shri Ramswaroop Memorial College of Engineering & Management, Lucknow
  - Sri Jai Narayan P.G. College, Lucknow
- Except Shri Ramswaroop Memorial College of Engineering & Management, Lucknow other Institute are Life members.

## Physical Verification

Based on the Physical Stock Verification reports, efforts were made to trace the lost books. 29 books were traced by the library staff.

## Users' Feedback

By and large, the user community has expressed satisfaction for the services rendered by the library. As in the past, a structured questionnaire designed for the purpose, was circulated among the graduating students.



## Statistical Profile

### A. Acquisitions

#### Learning Resources: Books, Reports, Etc.

i)	Volumes ordered	: 758
ii)	Volumes acquired	: 667
		[665: Books, 02: CD ROMs]
		[602: Procured & 63: Complementary]
		[168: Requisitions/REC, 434: Approval.]
iii)	Amount spent	: Rs. 14.68 lakh

#### Periodicals Subscription (Online & Print)

i)	Titles subscribed/renewed	: 451 (As on 31.03.2014)
ii)	Amount spent	: Rs.192.83 lakh

#### Database Subscription

i)	Titles subscribed/renewed	: 34 (Including 08 through INDEST)
ii)	Amount spent	: Rs. 92.36 lakh

#### E-Journal Subscription

: 2251

#### Other Documents

i)	Corporate Reports added	: 12
ii)	Complimentary documents added	: 80

### B. Technical Processing

i)	Volumes processed	: 553 volumes
ii)	Database updated for	: 553 volumes
iii)	Binding	: 315 sets

### C. Services

i)	Circulation	: 6234 documents
(a)	Books/Reports	: 6097 documents
(b)	Periodicals	: 137 documents
ii)	Inter-Library-Loan	: 32 documents
(a)	Lent out	: 23 documents
(b)	Borrowed	: 09 documents
iii)	Photocopies procured from outside	: 48 papers (38 papers procured in soft version)
iv)	Photocopies provided from the library documents (Internally)	: 1193 papers
v)	Photocopies supplied to other libraries	: 171 papers
vi)	Xeroxing done	: 4839 copies
vii)	Select Reference Lists & Bibliographies	: 52
viii)	Current Awareness	
(a)	Periodicals	: 52 Bulletins of "Current Contents" (Electronic)
(b)	Books/Reports	: 12 Bulletins of "Current Additions"

## Library - Noida Campus

Recognizing the role of library and information services in meeting the requirements of the Institute's academic, research and training programmes, the Library was set-up as one of the key divisions of the Indian Institute of Management, Lucknow - Noida Campus.

Stocking a core collection of around 6,000 select learning resources in the discipline of management and related areas, in a variety of formats and operating from a spacious, centrally located, air-conditioned 2nd floor of the Administrative block, built on most modern lines, equipped with ergonomically designed furniture and fittings, the library caters to the information needs of its highly demanding clientele, by offering a wide range of Information Technology (IT) based (and value added) services and products. It has a seating capacity of sixty.

### Learning Resources

The library is in a growing phase. In a span of 8 years, it has grown to a reasonable number of around 6,000 documents. The selection of the documents is done carefully by the concerned faculty, keeping in mind the requirements of the students. During the period of report, the value additions to the library in terms of learning resources are given as under.

- 222 select volumes of documents in the form of Books (213), CDs (08) and Video DVD (1) in the discipline of management and allied areas were acquired. The amount involved in purchase in the reporting year 2013-2014 was Rs. 3,54,432.00 lakhs. 65 periodicals in print form were subscribed during the year and the amount spent was Rs. 13 lakhs.
- All the documents acquired during the period of report were technically processed and the bibliographical data of these documents were stored in LIBSYS.
- 270 sets of loose issues of periodicals were sent for binding.

### Services

The library has an enthusiastic staff to assist users. The core services of the library are: Circulation, Reference, Database searching, Inter Library Loan (ILL), External Membership and Online Public Access Catalogue (OPAC).

- Using an automated circulation system, the library provided core services to its users, like issue/return, reminders, recalls, statistical data generations, report generation, reservations and giving answers to other reference queries. 3174 documents were circulated during the period of report.
- The OPAC (On-line Public Access Catalogue) is accessible through LAN within the campus, which gives search facility for Noida and Lucknow library both.
- Several ready and long range reference/information queries were attended to during the year.
- Database searching, on behalf of library users, was one of the major activities of the reference section. Besides this, the hands-on training sessions were also conducted by the library staff for the users.
- Documents, not held by the library, were arranged from other libraries using the ILL (Inter Library Loan) service.
- Twenty external members were served during the year. Out of this 5 members took the annual membership and 15 were casual members (daily, weekly, monthly).

### Video Server

A valuable addition to the library is the video server which hosts all the management films available in the library. Faculty/students can access any film, uploaded in the video server, from anywhere in the campus.



### Physical Verification

Physical verification of the library stock was done by the Physical Verification Committee. Everything was found intact in the library and not a single document was found lost



### Statistical Profile

#### A. Acquisitions

Learning Resources:

- i) Volumes ordered : 244
- ii) Volumes accessioned : 222  
[213: Books, 8: CD Databases, 1: Video DVD]  
[208: Procured & 14: Complimentary]  
[126: Requisitions/REC & 82: Approval]
- iii) Amount spent : Rs. 3,54,432 lakhs

Periodical Subscription

- i) Titles subscribed/renewed : 65
- ii) Amount spent : Rs. 13 lakhs

#### B. Technical Processing

- i) Volumes processed : 247
- ii) Databases updated for : 24
- iii) Binding : 270 sets

#### C. Services

- i) Circulation : 3174 documents
- ii) Reference service : Database searching
- iii) External membership : 20 members

## Section 7- Student Body Activities

### Student Affairs

#### Entrepreneurship Cell

It is an initiative to foster the spirit of Entrepreneurship among the IIML community members.

ECell organised series of talks, held *Bizness*, an opportunity to run any small venture at Index, organised an MSME Conclave in collaboration with TiE to address productivity issues of the SME sector and provide tangible solutions.

This year at the incubation center which was registered as a Section 25 company last year, various B-Plans from students were scrutinized for incubation in the same, the results for the same are due.



#### Consulting & Strategy Club

The Consulting & Strategy Club aims to prepare students for effectively handling case competitions and case analysis by conducting live projects, workshops and publishing Casebook. The club helps students make greater impact in the recruitment process and ultimately in their professional consulting career. The key activities are detailed below:

- Live Projects
- Strategia National Flagship event - Case Study based
- Guesstimates - problem solving quiz competition
- Consulting Workshops
- Guest Lectures
- Corporate events - Case Study & Strategy based



#### Art Strokes

This is the Fine Art group. It organises creative competitions like paper dress making, rangoli etc. It also brings out a monthly newsletter to showcase the talent of IIML, articles about different art forms, interesting facts etc.

### Credence Capital

Credence Capital is one of the India's largest student run investment funds. During the last one year, we have pursued following activities :

- Equity and Derivative Fund Management
- Fund Launch and Profit Distribution
- BizWizSessions
- Investor Sessions
- Sector Sessions

### Forty Two

Forty Two was launched in 2014 as the official Literary and Public Speaking club of IIM Lucknow.

### Interest Group in Food & Agri-Business (IGFAB)

Interest Group in Food and Agri-business (IGFAB) is a forum for fresh thinking and conversation about clean technology and sustainable infrastructure in global agribusiness. One of the most important platform which imparts most lucid learning on the target market of tomorrow, the rural market by first hand learning. It activities include:

- SAKSHAM - Case Study event
- SANKALP - Annual Agribusiness Conclave

### Industry Interaction Cell

The IIC serves as the single point of contact for industry related activities. The cell facilitates exchange of ideas amongst students, faculty and the industry by interfacing with industry. Its activities included:

- CEO Speaks  
Ms. Zia Patel (Principal and Chief Strategy Officer, Wolff Olins)  
Mr. Sukumar Ranganathan (Chief Editor, HT Media)  
Mr. Rajeev Agarwal (Founder and CEO, MAQ Software)  
Dr. Vivek Mansingh (President, Cisco)  
Mr. Raman Bajaj (MD, EduComp)
- Samvit - The flagship leadership summit of IIM Lucknow, the theme this year was "The Business of Everything"
- Anjuman - With the background of an informal corporate luncheon, Anjuman brings together industry leaders, alumni, students and faculty members to discuss burning issues and events, leading to a free flow of thoughts and engaging interaction .
- Industry Workshops



### INDEX

INDEX, is the Annual Market Research Fair conducted by IIM Lucknow. The fair is based on the unique concept of disguised market research. This year the INDEX fair was conducted on the 23rd and 24th November at Colvin Taluqdars College Grounds. The major attractions at the fair included a science exhibition by the students, CSR Street Play on Social awareness by Lucknow colleges and the pro nights. Other entertainment program such as RJ Hunt, Dance and singing competitions were also organised to attract and engage the public. The night performances were by local fusion bands Nakshatra and Indiana on Saturday, followed by a performance by Faridkot on Sunday. The game stalls set up for market research were judged by four experts from IMRB.



## MANFEST 2014

This year Manfest, IIM Lucknow's Annual Business Conclave was held from 17th-19th of January 2014. The countdown began hundred days before Manfest, with the theme for this year's Manfest being Thresholds of Change: Crossing the Rubicon. A year of crucial choices, extending across all socio-economic and political arenas, any step we take from here onwards will have a significant bearing on the imminent future. It included:

- Management Events, 19 management events were held
- Leader's Express, Manfest was graced by personalities such as Harsh Mariwala, CMD of Marico, Siddharth Roy Kapur, MD of The Walt Disney Company, Varun Agarwal, Nila Madhab Panda, Sanand Mitra and an advertising workshop by Ogilvy and Mather
- CSR Events: Manfest partnered with Change giver Mission for two of its CSR events, Yajna- the pan NGO Challenge, and Prerna; the Fellowship Program. The Lucknow City Marathon, conducted on the 19th in association with UPNRHM, UPSRTC and powered by Women Power Line- 1090, saw over 500 people braving the cold and congregating in Lohia Park to run for Women's Safety



## Media & Communication Cell

Activities of the year included the following:

- IIMPrints The yearbook for the outgoing batch
- 70mm The short-film making competition. Students got a chance to showcase their cinematographic skills through 70mm. The event was judged by Mr. Raghav Gupta, a renowned name from the advertisement industry.
- Contrapunto at Manfest 2014
- Extempore for Camaraderie
- IIMPulse The Termly magazine It's IIML's official student e-magazine

## OIG

Operations Interest Group (OIG) is a committee dedicated to promote the interest of students in the field of Operations Management. Activities of the year included the following:

- Beer Game
- Conundrum - 2 round negotiation based game facilitating understanding of supply chain dynamics
- Flagship event Trilogy -online quiz, succeed in a project management simulation game and triumph in a case study challenge to emerge victorious
- Industrial Visit to HAL, Lucknow
- Opsyrus, a national level white paper competition
- Opstrix, a real time free market simulation game

## PRISM

PRISM is the marketing cell of IIM Lucknow. Its activities included:

- Marquest
- Markhoj - Brand-based treasure hunt
- Bazaar A pricing game aimed at challenging the students to create an end to end value chain using their negotiation skills
- Corporate Events
- Workshops & Live Projects

## Quizzing Commoners

The Quizzing Commoners is the official quizzing club of IIM Lucknow. In 2013-14, the Quizzing Commoners conducted over 15 quizzes, including 7 as a part of the Mega Quizzing Week and one during Manfest the GenQ (the general quiz). The members of the Quizzing Commoners participated at the Lucknow round of the Tata Crucible Campus Quiz 2014. Three teams out of the six finalist teams were from IIM Lucknow, including the Runners Up.

## Random Walk

Random Walk is the official dance & choreography club of IIM Lucknow. It takes responsibility of organising various dance related events throughout the year.

## Abhivyakti

Abhivyakti is the official theatre group of IIM Lucknow and provides a platform for students to develop and display their artistic talents.





### SIGFI

(Special Interest Group in Finance) is the finance committee at IIM Lucknow. SIGFI is a name known for its endeavours for the batch. From debates to trading game to talks with the best financial wizards of the country to live projects, SIGFI does them all, with the aim of nurturing the finance acumen in the IIM-L community.

### SPIC MACAY IIM Lucknow Chapter

This is the IIM Lucknow student chapter of the Society for Promotion of Indian Classical Music and Culture amongst Youth.



### Three Point Four (3.4)

The official rock band of IIM Lucknow, 3.4, owes its origins to a bunch of music enthusiasts who named it after the milestone at the Highway Bypass junction.

### Bhavishya - The Social Initiative Committee

Bhavishya represents the united voice of the students of IIM Lucknow against the strains in our social fabric. It is a social initiatives committee, which works in collaboration with NGOs. Bhavishya has implemented projects at the grass-root level to gain a first-hand understanding of problems and, in the process, has sensitized students towards their social responsibility. Bhavishya is active in the domains of education, unemployment, health, environment and women empowerment. The committee leverages technical and managerial competencies of students and the faculty to develop sustainable models of development and aid the underprivileged. Over the years Bhavishya has emerged as one of the largest social action groups run by students. Since its inception, there have been more than 6000 beneficiaries of the Bhavishya activities.

### Current Initiatives:

- Evening School
- Disha: mentoring and career counselling program for bright, underprivileged children
- Harmony Cup: a fund-raising event organized in IIM Lucknow, combines the exuberance of cricket with the generosity of the students
- Paarijat: is an initiative of Bhavishya, which aims to create a platform for those who want to make a contribution to society by sponsoring the education of a girl child. It is open to all IIM Lucknow alumni, their families and direct friends. Currently, 54 alumni are sponsoring 54 girls out of which 23 have enrolled this year.
- Free medical camp
- Blood Donation Camp



### International Student Exchange Committee (STEX)

STEX committee acts as an interface between the incoming students from various foreign universities and the IIM Lucknow community. It acts as a backbone of the student exchange program by not only providing assistance to the incoming students to help them acclimatize with the environment but by also providing help to the outgoing students.



### Varchasva

Varchasva 2013, the sixth edition of the fest was held from October 4-6, with external participation of over 4000 students from 100 colleges nationally. Achievements of Varchasva 2013 :

- Special performance by children with special needs from Ashayein, an NGO that supports the nurturing of children with disabilities such as Autism
- Community outreach initiatives conducted in 5 villages around Lucknow in association with UPSACS, to spread the message of AIDS Awareness at the grassroots level

- Performance by Rashtriya Kala Academy's highly-acclaimed Kathak troupe as the curtain-raiser for Varchasva
- Introduction of Vivakshita Classical and folk dance event designed to encourage local talent
- Special showcase and event by Sahara Force India Formula One team
- Increased participation from outstation and national colleges, with a total footfall of 12,000+ over 3 days
- Creative Workshop on Photo and Video-editing A widely-sought skill by many students on campus



## Section 8 - Alumni Activities

## Alumni Activities

### Nostalgia 2013

Nostalgia is IIM Lucknow's Annual Alumni Homecoming, organized every year at the campus for the batches that complete 10, 15, 20 and 25 years respectively, since graduation. For Nostalgia 2013 (conducted during 22th-24th December 2013), 100+ attendees including spouses and kids visited the campus from the reunion batches of 1988, 1993, 1998, and 2003.



### Renascence 2013

IIM Lucknow's annual global alumni meet was held on June 15th, 2013, across 13 cities worldwide (5 in India and 5 abroad). Some of the major cities where the event took place are Hong Kong, Singapore, Dubai (first alumni meet), Mumbai, New Delhi, Chennai and Hyderabad. The event was a resounding success with large participation from alumni across batches and various faculty members. This one-day meet marked the confluence of the best brains in the corporate world across geographies coming up to relive the legacy of IIM Lucknow.

### Conclave 2013

IIM Lucknow hosted its first alumni conclave on the 9th and 10th of October 2013. The first of its kind initiative witnessed the gathering of twelve inspirational and accomplished alumni. The two days of networking saw a widespread exchange of views and information on various topics.



### Alumni visits and talks

The association and IIM Lucknow sponsor several alumni visits to the institute every year. During the academic year 2013-14, the program saw 20+ alumni visits at IIML for PGP induction, functional workshops, placement workshops and specific visits for Noida campus. Alumni from various industries and domains took interactive sessions with students and shared their experience and knowledge. Industry specific talks by star alumni in senior management positions from the most sought after firms were also arranged on Sales and Marketing, Finance, Entrepreneurship.

### PGP and Functional Induction

The fresh batch of students were welcomed on campus by a mix of stalwarts, including Mr. Vikas Mittal, Managing director, McCain Food India (Batch of 1991) and Mr. Siva Shankar, Director, Citibank India (Batch of 1991). The insights and anecdotes shared by the alumni over the two days left the class spell-bound. Alumni from the field of Finance, Marketing, Consulting and IT took sessions for first year students (October 13) before summer placements to give a brief idea about the respective domains and various opportunities available in each.

### Pre Placement Workshops and Mock Interviews

These workshops were conducted in Finance, Marketing, Consulting and IT by senior alumni for summer (Oct'13) placements to aid in the preparation process of the students for their placement. Students were allotted time-slots of 20-30 minutes for one-to-one mock interviews with the alumni. Workshops in each functional area were organized over a period of 2 days (weekend). Four such pre-placement workshops were conducted for both PGP1 and PGP2 students. Star alumni such as Mr. Shail Gaurav, Senior Brand Manager, Nestle (Batch of 2006), Mr. Ankit Dhingra (Batch of 2009), Associate Marketing Manager, Coca-Cola, Ms. Khushboo Talukdar, Brand Manager at Kaya Skin Clinic (Batch of 2006) and Mr. Sudhir Sirohy, VP Global Finance and Foreign Exchange, Deutsche Bank (Batch of 2006) were invited for the process.

### Mentorship programme

#### HEPP CV Mentorship programme

### Newsletters and Communications

To keep the alumni well informed of the various activities and events in campus and also to facilitate information sharing between alumni, the Alumni Committee brings out regular newsletters.

### Website ([www.iiml.org](http://www.iiml.org))

Given the dispersion of IIML Alumni across the world, Association's internet initiatives and the website 'iiml.org' is the primary means of building and sustaining the IIML community.

## Section 9- Community Affairs

### Community Affairs

#### Foundation Day Celebrations

IIM Lucknow celebrated its 29th foundation day in the year 2013. The festivities started on 25th July 2013, with various sporting events for the entire IIML community (students, employees and their families). Five events (Swimming, Gym, Squash, Billiards and Table Tennis) were organised on the 25th and the 26th for the employees and the students. A Cross Country run was organised on 27th July 2013. Employees and students participated in the same with full vigour and excitement. The festivities ended with a cultural nite in the evening on 27th July 2013. The winners were as follows:

#### Event 1 - Gym Bench Press

- 1st Mr. Amitesh Kumar
- 2nd Mr. Pramod Kumar
- 3rd Mr. Gokaran Prasad

#### Event 2 - Table Tennis

##### Category - Children

- 1st Aditya Dwivedi
- 2nd Pulak
- 3rd Paarth Singh

##### Category - Employees

- 1st Prof. Pankaj Kumar
- 2nd Prof. Neeraj Dwivedi
- 3rd Mr. Ram Kripal Yadav

#### Event 3 - Swimming

##### Category - Children

- 1st Paarth Singh
- 2nd Manan Kapoor
- 3rd Madhav Kumar

##### Category - Employees

- 1st Mr. Dharampal
- 2nd Mr. Shakur Bux
- 3rd Mr. Gokaran Prasad

#### Event 4 - Cross Country Run

##### Category - Children

- 1st Masood Bux
- 2nd Anuj Raj
- 3rd Gurpreet Singh

##### Category - Employees

- 1st Mr. Amitesh Kumar
- 2nd Mr. Gokaran Prasad
- 3rd Mr. Shakur Bux







### Independence Day & Republic Day Celebrations

The Independence Day of India and Republic Day of India were celebrated with full fervor and zest at both IIM Lucknow and Noida campuses. Along with the flag hoisting, many cultural and sports events were organised for the IIML community members.



## Section 10 - Annexures

## Overall Profile

Overall profile of the institute for the year 2013-2014 consists of financial and personnel profiles.

### Financial Profile

The financial profile for the year 2013-2014 is presented below:

Income		Expenditure	
Amount (Rs. in Lakhs)			
1. Grant in Aid from Govt. :		1. Staff Payments & Benefits	2327.44
Plan- General	929.03	2. Academic Expenses	
Less: (Allocated for Capita Expenditure)	543.75	Post Graduate Programme - Expenses	1065.85
	385.28	MDP	2029.00
		Fellowship Programme	165.29
		Consultancy & Funded Research Expenditure	143.79
2. Own Source :		IPMX Expenditure	305.93
Post Graduate Programme	5434.57	WMP Expenditure	71.47
MDP Income	3941.56	Placement	16.12
Fellow Programme	43.6	CAT- Expenses	6.23
Consultancy & Funded Research	201.41	Database, Journals & Periodicals	270.78
IPMX Income	1262.55	Research & Faculty Development	270.91
WMP Income	834.49	3. Depreciation	1130.84
Placement	70.15	4. Administrative & General Expenditure	674.87
CAT Receipts	156.83	5. Transportation Expenses	51.55
Income from Investment	1556.39	6. Repairs & Maintenance	330.57
Recoveries & Other Income	242.54	7. Finance Cost	1.13
		8. Other Expenses	1.12
		9. Excess of Income over Expenditure	5266.46
<b>Total</b>	<b>14129.37</b>	<b>Total</b>	<b>14129.37</b>

During the year, the institute was paid Plan Grant - General of Rs. 929.03 lakhs from Ministry of HRD, Govt. of India, towards Plan-Recurring, Plan Capital & FPM.



### Personnel Profile

The institute with personnel strength of 289 (as per March 2014 payroll), has admirably been able to cater to the Academic, Administrative and campuses at Lucknow & Noida.

The expenditure on the academic staff i.e. Faculty forms 63.07% of the Salary & Allowances of institute employees. The Staff payments & benefits form 26.26% of the Revenue expenditure.

The total recurring expenditure forms 64.46% of the Internal Revenue Generation.

<b>IIML Faculty</b>	<b>82</b>
Regular	75
Contract	05
Research Associates	02
<b>Research Personnel</b>	<b>44</b>
<b>Officers</b>	<b>40</b>
Regular	34
Contract	06
<b>Staff</b>	<b>123</b>
Regular	96
Contract	27
<b>Total</b>	<b>289</b>



## Overall Administration

<b>DIRECTOR</b>	:	Dr. Devi Singh
<b>DEANS</b>		
Planning & Development	:	Prof. Pankaj Kumar
Academic Affairs	:	Prof. Sushil Kumar
Noida Campus	:	Prof. Archana Shukla/Prof. Punam Sahgal
<b>FACULTY COUNCIL</b>		
Chairman, Faculty Council	:	Dr. Devi Singh
Secretary, Faculty Council	:	Prof. Payal Mehra
<b>AREA CHAIRPERSONS</b>		
Centre for Food and Agribusiness Management	:	Prof. Jabir Ali
Business Environment	:	Prof. Kaushik Bhattacharya
Communication	:	Prof. Payal Mehra
Decision Sciences	:	Prof. Gaurav Garg
Finance & Accounting	:	Prof. Ajay K. Garg
Human Resource Management	:	Prof. Pankaj Kumar
Information Technology & Systems	:	Prof. Pradeep Kumar
Legal Management	:	Prof. D.S. Sengar
Marketing	:	Prof. Amit Mookerjee
Operations Management	:	Prof. Atanu Chaudhuri/Prof. R.K. Srivastava
Strategic Management	:	Prof. Ashutosh Sinha
<b>TASK HEADS</b>		
Chairperson, Post Graduate Programme	:	Prof. Neeraj Dwivedi
Chairperson, Fellow Programme in Management	:	Prof. D. Tripathi Rao
Chairperson, Management Development	:	Prof. Himanshu Rai
Chairperson, WMP	:	Prof. Rajeev Kumra
Chairperson IPMX	:	Prof. Ajay Singh
Chairperson EFPM	:	Prof. Satyabhushan Dash
Chairperson, Admissions	:	Prof. Ashutosh Sinha & Prof. N.K. Gupta (Noida)
Chairperson, Student Affairs	:	Prof. Satish S.M.
Chairperson, Placement	:	Prof. Pushpendra Priyadarshi
Chairperson, Alumni Affairs	:	Prof. Ajay K. Garg
Chairperson Financial Aid & International Linkages	:	Prof. Sanjay K. Singh
Chairperson, Corporate Communication & Media Relations	:	Prof. Payal Mehra
<b>LIBRARY</b>		
Chairman, Library Advisory Committee	:	Prof. R.L. Raina
Librarian	:	Mr. A.K. Sharma *
Deputy Librarian	:	Mr. M.U. Raja
Deputy Librarian	:	Mr. M.K. Singh
Assistant Librarian	:	Mr. Sanjay S. Degloorkar
Assistant Librarian	:	Mr. Khurshed Ahmad, Mr. Ravindra Kumar, Mr. Tapas Kumar Raut & Ms. Kavita Chaddha (Noida)

<b>COMPUTER CENTRE</b>		
Chairman, Computer Advisory Committee & Professor-in-Charge, Computer Centre	:	Prof. Arunabha Mukhopadhyay
Manage, Computer Centre	:	Mr. K. Matthews
Systems Analyst	:	Mr. P. Mohanan
Systems Analyst	:	Mr. A. Murali
Systems Analyst	:	Mr. Rajeev Saxena
Programme Analyst	:	Mr. D.P. Sehgal
<b>RESEARCH PERSONNEL</b>		
Senior Research Associate	:	Mr. C.M. Mishra
<b>ADMINISTRATIVE SERVICES</b>		
CAO	:	Col (Retd.) R.K. Jaiswal**
	:	Gp. Cpt. (Retd.) A.K. Dwivedi
Head (Administration Noida)	:	Col. (Retd.) R. R. Handa
FA-cum-CAO	:	Mr. Sudhir Chandra
F & A Officer	:	Mr. Pradeep Dhar
F & A Officer (Noida)	:	Mr. Anshul Agarwal*
Senior Administrative Officer (MDP)	:	Mr. Vinod Arora*
Senior Administrative Officer (Establishment)	:	Mr. Subhash Chandra
Executive Engineer	:	Mr. Arif Siddiqui***
Assistant Engineer	:	Mr. V.K. Gupta
Assistant Engineer (Noida Campus)	:	Mr. Ashok Fulzele
Administrative Officer (General Administration)	:	Mr. Dilip K. Srivastava
Administrative Officer (Purchase & Stores)	:	Mr. Dinesh Saxena
Administrative Officer (PGP)	:	Mr. Sunil Srivastava
Administrative Officer (Students Affairs)	:	Mr. Prem Prakash
Administrative Officer (MDP)	:	Mr. Rajeev Pandey
Administrative Officer (Estate & Horticulture)	:	Mr. P.K. Rai
Programme Manager (MDP)	:	Mr. V.P. Gupta
Administrative Officer (Director's Office)	:	Mr. M.C. Shukla
Administrative Officer (Noida Campus)	:	Mr. N.K. Padmanabhan
Administrative Officer (Noida Campus)	:	Mr. Vijay Singh
Administrative Officer (Noida Campus)	:	Mr. S. Mukhopadhyay
Resident Medical Officer	:	Dr. Yogesh Gupta/Dr. S.P. Singh
Assistant Engineer (Electrical)	:	Mr. D.C. Goswami
Assistant Engineer (Electrical)	:	Mr. R. C. Pandey
Programme Analyst (Admission)	:	Ms. Sangeeta Kumar
Public Relations & Media Relations Officer	:	Ms. Anuradha Manjul
Administrative Officer	:	Mr. R.M. Mohan
Administrative Officer	:	Mr. Joseph George
Administrative Officer	:	Ms. Swapna Verma

\* Left the organisation during the year  
 \*\* Superannuated / Contract period ended  
 \*\*\* On EOL

## Academic Personnel

Devi Singh, Director  
Fellow (International Finance), IIMA

### Agribusiness Management

Jabir Ali  
Ph.D. (Agricultural Economics and Business Management)

Kriti Bardhan Gupta  
Fellow, IIM Ahmedabad

Maya Kant Awasthi  
Ph.D. (Agricultural Economics)

Sanjeev Kapoor  
Ph.D. (Agriculture Economics)

Sourindra Bhattacharjee  
Fellow, IIM Ahmedabad

Sushil Kumar  
SSHRC Postdoctoral Fellow

### Business Environment

Chandan Sharma  
Ph.D.

D. Tripathi Rao  
Ph.D. (Economics)

Hrushikesh Panda  
Ph.D.

K. G. Sahadevan  
Ph.D. (Economics)

Kaushik Bhattacharya  
Ph.D.

Sangeeta Dhawan Misra  
Ph.D. (Economics)

Sanjay Kumar Singh  
Ph.D.

Sukumar Nandi  
Ph.D.

### Communication

Neerja Pande  
Ph.D. (English)

Payal Mehra  
Ph.D.

Roshan Lal Raina  
Ph.D.

### Decision Sciences

Abhijit Bhattacharya  
Ph.D.

Bhaba Krishna Mohanty  
Ph.D. (OR)

Gaurav Garg  
Ph.D. (Statistics)

Nikhilesh K Gupta  
Ph.D. (O.R.-Management Studies)

Sonia  
Ph.D. (OR)

Yogesh Agarwal  
M.S. & Ph.D. (OR)

### Finance & Accounting

A Vinay Kumar  
Ph. D (Finance)

Ajay K. Garg  
Fellow (IIM Bangalore)

Alok Dixit  
Ph.D.

Asim Kumar Mishra  
Fellow IFCI, Ph.D. (Finance)

I. M. Pandey  
Ph.D.

Madhumita Chakraborty  
Ph.D. (Finance)

Madhusudan Karmakar  
Ph.D. (Finance)

Manoj Anand  
Ph.D.

Prakash Singh  
Ph.D.

S. C. Bansal  
Ph.D. (Accounting and Finance)

Seshadev Sahoo  
Ph.D.

Vikas Srivastava  
PhD ( Business Administration)

Vipul  
Ph.D.

Vivek Rajvanshi  
Fellow (IIMC, Finance & Control)

### General Management

Shamama Afreen  
Fellow, IIM Calcutta

### Human Resource Development

Ajay Singh  
Ph.D.

Archana Shukla  
Ph.D. (Organizational Behaviour)

Debashish Chatterjee (On Leave)  
Ph. D.

Himanshu Rai  
Fellow, IIM Ahmedabad

Nishant Uppal  
Fellow in Management (Organizational Behavior and Human Resource Management)

Pankaj Kumar  
Ph. D. (Organizational Psychology)

Punam Sahgal  
Ph.D.

Pushpendra Priyadarshi  
Ph.D.

Shailendra Singh  
Ph.D (OB)

Yamini Prakash Sahay  
Ph.D (OB)

### Information Technology & Systems

Amit Agrahari  
Fellow XLRJ

Arunabha Mukhopadhyay  
Fellow IIM Calcutta

Ashwani Kumar  
Ph.D.

Bharat Bhasker  
M.S. & Ph.D. (Comp. Sc.),

Pradeep Kumar  
PhD (CS)

Vivek Gupta (Sr. Research Associate)  
M. Tech.

### Legal Management

Dharmendra Singh Sengar  
SICI Post-Doctoral Fellow, LL.D. (Environmental law & Business)

### Marketing

Amit Mookerjee  
Ph.D.

Anirban Chakraborty  
FPM, IIM Bangalore

Anita Goyal  
Ph.D. (Marketing)

Ashish Dubey  
Ph.D.

Devashish Das Gupta  
Ph.D.

Moutusy Maity  
Ph.D.

Neelam Kinra  
Ph.D. Marketing

Prem Prakash Dewani  
Fellow, IIMA

Prem Chandra Purwar  
Ph.D.

Rajeev Kumra  
Ph.D.

Rajesh K. Aithal  
Fellow, IRMA

Ram Manohar Vikas  
Ph.D.

Saji K.B. Nair  
Ph.D.

Sameer Mathur  
Ph.D. (Marketing)

Satish S. Maheswarappa  
Ph.D.

Satyabhusan Dash  
Ph.D.

### Operations Management

Atanu Chaudhuri  
Fellow (Operations Management), IIM Lucknow



Kashi N Singh  
*D. Eng., AIT/B, M. Tech., IIT/K*

N. Naryanan  
*Fellow, NITIE*

Omkarprasad S Vaidya  
*Fellow NITIE*

Rajiv Kumar Srivastava  
*Ph.D.(IE & OR)*

S. Venkataramanaiah  
*Ph.D.*

Samir K. Srivastava  
*Fellow, IIM Lucknow*

Sushil Kumar  
*Ph.D.*

#### **Strategic Management**

Amita Mital  
*Fellow, IIM Lucknow*

Arun Kumar Jain  
*Fellow, IIM Ahmedabad*

Arun K. Tripathy  
*Fellow, IIM Bangalore*

Ashutosh Kumar Sinha  
*Fellow, IIM Bangalore*

Krishna Chandra Balodi  
*Fellow, IIM Indore*

Mohammad Akbar  
*Ph.D.(Social Systems)*

Neeraj Dwivedi  
*Fellow, IIM Lucknow*

Sabyasachi Sinha  
*Fellow, IIM Ahmedabad*

#### **Adjunct Faculty (2013-2014)**

Mr. K Venkatesh  
Mr. Vinit Chauhan  
Prof. Arun Kumar Tripathy  
Prof. Sujit Kumar  
Prof. L Ganapathy  
Prof. Rahul Pandey  
Mr. Uday Mazgaonkar  
Mr. Pushkaraj Apte  
Mr. Ajit Narain Mulla  
Mr. Ashutosh P Bhupatkar  
Mr. Uta Balaji  
Prof. Kandaswamy Bharathan  
Prof. Santanu Sarkar  
Prof. Sanjay Bakshi  
Mr. Pranav Lotlikar  
Prof. Priya Tandan  
Prof. T Srinivasan  
Prof. Deepu Philip  
Mr. Tarun Tripathi  
Prof. S R Musanna  
Mr. Vijay Santhanam

# Annual Financial Statements

**2013-2014**



भारतीय प्रबंधन विद्यापीठ लखनऊ  
**Indian Institute of Management Lucknow**

(Regn. No. 879/84-85 Dated 27-07-1984)

## Separate Audit Report of the Comptroller and Auditor General of India on the accounts of Indian Institute of Management, Lucknow for the year ended on as 31 March, 2014

We have audited the attached Balance Sheet of Indian Institute of Management, Lucknow as at 31 March, 2014, the Income & Expenditure Account and Receipts & Payments Account for the year ended on that date under Section 20(1) of the Comptroller & Auditor General's (Duties, Powers & Conditions of Service) Act, 1971. The audit has been entrusted for the period up to 2013-14. These financial statements are the responsibility of the Institute's management. Our responsibility is to express an opinion on these financial statements based on our audit.

2. This separate Audit Report contains the comments of the Comptroller & Auditor General of India (CAG) on the accounting treatment only with regard to classification, conformity with the best accounting practices, accounting standards and disclosure norms, etc. The audit observation on financial transactions with regard to compliance with the Law, Rules & Regulations (Propriety and Regularity) and efficiency-cum-performance aspects, etc., if any, are reported through Inspection Reports/CAG's Audit Reports separately.
3. We have conducted our audit in accordance with auditing standards generally accepted in India. The standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit includes examining, on a test basis, evidences supporting the amounts and disclosure in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of financial statements. We believe that our audit provides a reasonable basis for our opinion.
4. Based on our audit, we report that:
  - i. We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit;
  - ii. The Balance Sheet, Income & Expenditure Account and Receipt & Payments Account dealt with by this report have been drawn up in the common format approved by the Ministry of Finance, Government of India.
  - iii. In our opinion, proper books of accounts and other relevant records have been maintained by the Indian Institute of Management, Lucknow as required under Section 3(viii) of Amended Memorandum of Association of the Institute in so far as it appears from our examination of such books.
  - iv. We further report that:

### **(A) Balance Sheet**

#### **(A.1) Investment-Long Term ` 31847.56 lakh**

**(A.1.1.)** This included Group Gratuity Fund amounting to ` 821.06 lakh as against ` 866.17 lakh mentioned in the certificate issued by the LIC. This resulted in understatement of Investment by ` 45.11 lakh. Consequently, liability was understated to that extent.

**(A.1.2.)** Investment-Long Term included investment from Endowment Fund amounting to ` 151.90 lakh, whereas as per details provided by the Institute it was ` 149.90 lakh. This resulted in overstatement of Investment by ` 2.00 lakh and understatement of Current Assets by the same amount as the investment amount had matured and credited by bank in the Institute's bank account.

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**(B) Income & Expenditure Account**

Expenditure of ₹ 47.03 lakh incurred on construction of Seminar Block/Road etc. was charged as expenditure in Income & Expenditure Account instead of being capitalised. This resulted in overstatement of expenditure and understatement of the Fixed Assets by ₹ 57.28 lakh.

**(C) Grants-in-aid**

The Institute is funded by the Ministry of Human Resource Development, Government of India. The Institute received Grants-in-Aid of ₹ 929.03 lakh (Plan) during the year 2013-14. After taking opening balance of ₹ 530.88 lakh (Plan), the total funds available works out to ₹ 1459.91 lakh (Plan) out of which the Institute utilised ₹ 177.34 lakh (Plan) leaving a balance of ₹ 282.57 lakh (Plan) as unutilised grant.

- v. Subject to our observation in the preceding paragraphs, we report that the Balance Sheet, Income & Expenditure Account and Receipt & Payment Account dealt with by this report are in agreement with the books of accounts.
- vi. In our opinion and to the best of our information and according to the explanations given to us, the said financial statements read with the Accounting Policies and Notes on Accounts, and subject to the significant matters stated above and other matters mentioned in Annexure to this Audit Report give a true and fair view in conformity with accounting principles generally accepted in India:
  - a. In so far as it relates to the Balance Sheet, of the state of affairs of the Indian Institute of Management, Lucknow as at 31 March 2014; and
  - b. In so far as it relates to Income & Expenditure Account of the surplus for the year ended on that date.

For and on behalf of the C&AG of India



Principal Director of Audit (Central)

Place Lucknow

Date 11.12.2014

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## Annexure

**Indian Institute of Management, Lucknow**  
(Registered under the Societies Act, 1860 vide Regn. No.879/84-85 Dated 27.07.1984)  
**Balance Sheet as at 31st March, 2014**

### 1. Adequacy of Internal Audit System

The Institute does not have an Internal Audit Wing of its own. A Chartered Accountant Firm carries out the internal audit of the Institute on periodical basis. There was proper follow-up of audit observations by a designated committee.

### 2. Adequacy of Internal Control System

Internal Control System in the Institute reflected the following deficiencies.

- Large pendency of fees to be recovered,
- Incorrect pay fixation; and
- Non-Adherence to the provisions of CPWD in execution of works.

### 3. System of Physical Verification of Fixed Assets

Physical verification of Fixed Assets was carried out by the Institute for the year 2013-14.

### 4. Physical Verification of Inventory

Physical verification of inventory has been carried out by the Institute for the year 2013-14.

### 5. Regularity in Payment of statutory dues

The Institute is regular in payment of statutory dues.



Dy. Director of Audit (Central)

(Rs.)

	SCHEDULE	Current Year ending 31.3.2014	Previous Year ending 31.3.2013
<b>SOURCES OF FUNDS</b>			
CORPUS FUNDS	1	1,43,77,79,286	1,41,12,77,524
GENERAL FUNDS	2	1,79,01,41,204	1,34,39,69,828
DESIGNATED FUNDS	3	1,67,92,67,290	1,42,52,36,762
<b>CAPITAL FUND</b>			
Endowment Funds	4	2,19,07,080	2,19,57,449
<b>LOANS/BORROWINGS</b>			
Unsecured	5	1,85,15,569	1,80,45,316
CURRENT LIABILITIES & PROVISIONS	6	24,00,26,598	24,75,73,186
<b>Total</b>		<b>5,18,76,37,027</b>	<b>4,46,80,60,065</b>
<b>APPLICATION OF FUNDS</b>			
<b>FIXED ASSETS</b>			
Tangible/Intangible Assets		1,04,72,14,190	1,01,78,01,856
Capital Work-In-Progress		39,05,65,096	39,34,75,668
Fixed Assets (Net Block)	7	1,43,77,79,286	1,41,12,77,524
<b>INVESTMENTS</b>			
Investments - Long Term	8	3,18,47,55,628	2,62,99,49,816
<b>CURRENT ASSETS</b>			
LOANS, ADVANCES & DEPOSITS	10	47,97,25,760	3616,49,439
<b>Total</b>		<b>5,18,76,37,027</b>	<b>4,46,80,60,065</b>
<b>Notes on Accounts</b>		22	

Schedule 1 to 22 form an integral part of the Financial Statements.


Place: Lucknow  
Date: 29.04.2014



(P. Dhar)  
Finance & Accounts Officer



(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer



(Dr. Devi Singh)  
Director


**Indian Institute of Management, Lucknow**  
**Income & Expenditure Account for the Year Ending 31st March, 2014**

(Rs.)

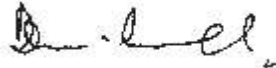
Particulars	Schedule	Current Year ending 31.3.2014		Previous Year ending 31.3.2013	
<b>1. INCOME</b>					
<b>1.1 Academic Receipts</b>	11				
Post Graduate Programme	11.1	54,34,56,816		54,76,55,592	
Management Development Programmes	11.2	39,41,56,270		28,80,21,347	
Fellow Programme	11.3	43,60,025		3,01,738	
Consultancy Income	11.4	2,01,40,861		1,47,69,399	
IPMX Income	11.5	12,62,55,500		12,57,00,000	
WMP Income	11.6	8,34,48,604		8,51,96,000	
Placement Charges	11.7	70,15,000		56,70,000	
Common Admission Test	11.8	1,56,82,576	<b>1,19,45,15,652</b>	2,83,64,629	<b>1,09,56,78,705</b>
<b>1.2 Grant-in-aid from GoI, MHRD</b>	12		<b>3,85,28,000</b>		<b>5,53,67,000</b>
<b>1.3 Income from Investments</b>	13		<b>15,56,39,279</b>		<b>11,31,60,810</b>
<b>1.4 Recoveries &amp; other Income</b>	14		<b>2,42,54,252</b>		<b>2,28,79,622</b>
<b>Total Income</b>			<b>1,41,29,37,183</b>		<b>1,28,70,86,137</b>
<b>2. EXPENDITURE</b>					
<b>2.1 Staff Payments and Benefits</b>	15		<b>23,27,43,892</b>		<b>21,22,82,830</b>
<b>2.2 Academic Expenses</b>					
Post Graduate Programme	11.1	10,65,84,634		8,41,26,787	
Management Development Programmes	11.2	20,28,99,660		12,29,97,656	
Fellow Programme	11.3	1,65,29,700		1,43,97,416	
Consultancy Expenses	11.4	1,43,79,195		1,20,98,271	
IPMX Expenses	11.5	3,05,93,096		2,44,71,083	
WMP Expenses	11.6	71,47,459		71,38,780	
Placement Expenses	11.7	16,11,903		13,63,517	
Common Admission Test	11.8	6,23,294		6,83,585	
Journals & Periodicals	11.9	2,70,78,320		2,11,59,737	
Research & Development	11.10	2,70,91,429	<b>43,45,38,690</b>	2,43,27,624	<b>31,27,64,456</b>
<b>2.3 Depreciation</b>	16		<b>11,30,84,230</b>		<b>11,02,19,567</b>
<b>2.4 Administrative &amp; General Exp.</b>	17		<b>6,74,85,937</b>		<b>6,63,87,225</b>
<b>2.5 Transportation Exp.</b>	18		<b>51,55,442</b>		<b>45,26,216</b>
<b>2.6 Repairs &amp; Maintenance</b>	19		<b>3,30,57,448</b>		<b>3,14,61,744</b>
<b>2.7 Finance Cost</b>	20		<b>1,12,889</b>		<b>94,676</b>
<b>2.8 Other Expenses</b>	21		<b>1,12,359</b>		<b>1,29,47,352</b>
<b>Total Expenditure</b>			<b>88,62,90,887</b>		<b>75,06,84,066</b>
<b>3. Excess of Income over Expenditure</b>			<b>52,66,46,296</b>		<b>53,64,02,071</b>
Transferred to: IIML General Fund		36,98,96,223		37,65,91,460	
Noida Fund		13,70,50,355		14,01,10,893	
Depreciation Fund		1,96,99,718		1,96,99,718	
<b>Total</b>			<b>1,41,29,37,183</b>		<b>1,28,70,86,137</b>

Schedule 1 to 22 form an integral part of the Financial Statements.

Place: Lucknow  
Date: 29.04.2014

  
(P. Dhar)  
Finance & Accounts Officer

  
(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer

  
(Dr. Devi Singh)  
Director

**Indian Institute of Management, Lucknow**  
**Receipt & Payment Account for the year ending 31st March 2014**

(Rs.)

Particulars	Receipt		Payments	
	2013-14 Amount	2012-13 Amount	2013-14 Amount	2012-13 Amount
<b>To Opening Balance</b>				
Cash A/c	75,000	75,000		
Bank Accounts	6,25,61,504	10,41,85,725	20,36,96,680	14,82,80,000
<b>Non Recurring Receipt</b>				
<b>To Special Purpose / Endowment Funds</b>				
Depreciation Fund Interest	6,28,27,213	0	13,79,18,754	91,070
IIML Depreciation Fund	0	1,10,85,446	0	3,18,259
Leave Encashment Fund	0	17,70,674	0	2,20,000
Leave Encashment Fund Interest	51,50,403	0	66,850	0
Receivable IIML Pension	73,19,743	1,49,60,096	1,44,59,414	2,48,26,629
Pension Fund Interest	1,25,33,363	77,53,890	8,03,30,790	4,21,19,354
Leave Encashment Investments	1,08,08,000	0	4,30,40,051	2,88,96,654
Other Funds	1,15,30,485	16,02,761	21,649	0
<b>To Current Liabilities &amp; Provisions</b>				
Grant-in-Aid (Plan-Normal)	9,29,03,000	14,00,00,000	3,15,63,613	77,33,941
Duties & Taxes	47,11,029	74,29,063	54,695	19,27,054
Retention, Security Deposits & Prepaid Income	7,17,31,304	5,13,56,198	46,63,829	96,56,399
<b>Other Advances</b>				
LPS-IIML NLA - Advance Exp.	0	1,50,000	17,09,223	13,12,199
Loan to PGP Students	0	1,39,942	28,53,800	23,34,063
Security Deposits Paid (Gen).	0	30,000	31,95,863	81,58,105
<b>Accrued Income Receivable</b>				
Income Receivable-MDP	1,19,61,937	28,15,259	35,44,92,750	39,26,55,000
Income Receivable-Placement fee	0	6,79,051	0	0
<b>To Current Assets, Loans &amp; Advances</b>				
NOIDA A/c	1,53,46,765	0	4,33,57,729	59,35,156
			39,79,842	

Sundry Debtors	29,74,33,934	17,41,08,475	Service Tax Input-Cons./MDP	1,81,541	1,33,396
Refund Clearing	41,12,256	2,43,252	Staff Advances	87,54,048	1,32,64,113
Advance for Construction Work	40,65,058	1,48,28,975	LTA Advances	14,47,393	2,11,000
Convat-ST-Cons/MDP	19,04,487	1,06,537	TA - Advance for Travel	37,32,265	85,962
Convat-ST-Placement Activity	0	7,588	TDS Receivable	2,43,21,279	77,36,949
Grant Receivable From GOI	0	5,59,48,000	Security Deposits Paid (General)	9,39,902	0
Personal Recovery/Payment	0	4,866	Personal Recovery/Payment	1,459	0
Debtors	0	0	Debtors	0	66,161,125
<b>To Special Purpose / Endowment Fund Assets</b>	<b>0</b>	<b>4,80,000</b>	<b>By Noida Dep. Fund Investments</b>	<b>1,50,40,000</b>	<b>2,04,00,000</b>
Alumni Fund	0	0	Depreciation Fund Investment	1,50,40,000	2,04,00,000
<b>To Programmes &amp; Projects Adv. Receipts</b>	<b>1,73,31,833</b>	<b>6,52,500</b>	<b>By Other Advances</b>	<b>5,80,20,106</b>	<b>1,14,24,000</b>
Consultancies Advance Receipts	10,72,000	79,37,496	Advance for Construction work	61,50,929	1,14,24,000
M D P Advance Fee	1,60,15,033	0	Advance for Franking Machine	2,40,648	1,43,431
Research Projects Advance Receipts	2,44,800	0	Advance for Student Activities	1,35,800	3,79,665
			Advance to Outside Parties	4,77,84,886	2,14,42,325
			Advance for Campus Activities	37,07,843	0
<b>Recurring Receipt</b>					
<b>To Post Graduate Programme Income</b>	<b>54,08,96,130</b>	<b>72,17,57,618</b>	<b>By Academic Programs</b>	<b>0</b>	<b>80,001</b>
PGP Income	52,08,75,790	1,03,90,980	MDP Receipt Control	0	80,001
PGP Scholarship Receipts	2,00,20,340	0			
<b>To Management Development Programme Income</b>	<b>4,07,14,408</b>	<b>9,53,09,587</b>	<b>By Programmes &amp; Projects Advance Payment</b>	<b>46,97,222</b>	<b>13,67,839</b>
MDP Income	4,07,14,408	9,53,09,587	Consultancies Advance Payment	14,26,449	13,67,839
			IPMX/WMP Prepaid Exp	13,97,136	2,07,684
			Research Projects Advance Payment	6,82,626	3,71,409
<b>To Fellow Programme Income</b>	<b>40,33,500</b>	<b>3,00,698</b>	MDP Prepaid Expenses	11,85,827	1,37,363
Fellow Programme	40,33,500	3,00,698	Prepaid Hotel	5,184	2,41,725
<b>To Consultancy &amp; Funded Research Income</b>	<b>0</b>	<b>2,94,600</b>	<b>By Project Advance Receipts</b>	<b>0</b>	<b>8,000</b>
Consultancy Income	0	2,94,600	Ongoing Consultancy Advance Receipts	0	8,000
			Research Projects Adv Receipts	0	16,526
<b>To Ipmx Fees</b>	<b>8,29,28,000</b>		<b>Recurring Payments</b>		

IPMX-Convocation Fee	8,29,28,000	0	Employee's Welfare	21,23,840	18,47,922
To Wmp Fees	8,43,99,000	8,43,99,000	Wages	18,49,657	15,87,843
WMP Fee	8,43,99,000	0	Salary & Allowances	19,55,46,537	15,18,85,312
<b>To Common Admission Test Receipt</b>	<b>1,56,80,394</b>	<b>2,83,64,629</b>	<b>By Administrative &amp; General Exp</b>	<b>6,49,79,458</b>	<b>11,78,582</b>
CAT - Income	1,56,80,394	2,83,64,629	BOG Expenses	19,16,520	19,42,881
			Advertisement & Publicity	0	32,075
			Community Development	10,10,000	4,45,02,355
			Electricity Expenses combined	0	47,73,982
			Horticulture Revenue Expenses	53,96,049	25,72,113
			Hospitality & Guest House Expenses	13,44,104	5,70,606
			Legal & Arbitration Expenses	2,27,312	3,94,349
			Membership Fee Expenses	4,97,153	2,63,754
			Office Contingencies	4,42,681	1,01,146
			Office Rent	35,57,479	28,26,150
			Postage & Telephone Expenses	29,50,649	52,16,551
			Printing, Stationary & Computer Consumables	48,71,669	13,03,659
			Recruitment Expenses	15,79,620	2,35,24,370
			Security & Cleaning Expenses	1,78,83,703	28,12,816
			Travelling Expenses	19,67,538	20,06,574
			Vehicle Running & Maintenance Exp.	23,18,480	6,78,874
			Official Functions & Others	5,64,287	0
			Electricity Expenses	1,62,16,947	20,91,148
			Transport Services Expenses	22,35,267	4,41,276
			Prior Period Exp	0	
<b>To Establishment Expenses</b>	<b>2,03,162</b>		<b>By Repair and Maintenance Expenses</b>	<b>3,38,34,709</b>	<b>93,97,340</b>
Leave Salary Contribution	2,03,162	2,40,71,769	Repair & Maintenance Office/Building/Campus	70,44,070	2,25,06,140
Others	0	0	Repair & Maintenance Others	2,67,90,639	
<b>To Noida Depreciation Fund</b>	<b>37,87,852</b>	<b>1,12,567</b>	<b>By Courses &amp; Programmes</b>	<b>27,01,10,383</b>	<b>9,12,828</b>
Interest on Noida Dep. Fund	37,87,852	1,12,567	PGP ABM Expenses	10,09,226	3,10,724
			PGP Activity Centre Expenses (Umang)	27,11,852	27,09,330
			PGP Admission Expenses	35,02,900	5,64,926
			PGP Alumni Expenses	6,86,664	1,65,53,125
			PGP Books & Course Material Expenses	1,67,90,874	0
			PGP Electricity Expenses	2,30,70,101	
<b>To Other Income</b>	<b>0</b>	<b>2,40,71,769</b>	<b>By Repair and Maintenance Expenses</b>	<b>3,38,34,709</b>	<b>93,97,340</b>
Other Income	0	2,40,71,769	Repair & Maintenance Office/Building/Campus	70,44,070	2,25,06,140
			Repair & Maintenance Others	2,67,90,639	
<b>To Recoveries &amp; Mics. Income</b>	<b>53,900</b>	<b>1,12,567</b>	<b>By Courses &amp; Programmes</b>	<b>27,01,10,383</b>	<b>9,12,828</b>
Activity Centre Recovery	53,900	1,12,567	PGP ABM Expenses	10,09,226	3,10,724
Gain on Sale of Fixed Assets	3,39,488	0	PGP Activity Centre Expenses (Umang)	27,11,852	27,09,330
Interest on SB A/c	58,38,477	73,91,182	PGP Admission Expenses	35,02,900	5,64,926
Interest on Staff Loans	25,069	20,755	PGP Alumni Expenses	6,86,664	1,65,53,125
Library Membership Fees	85,787	67,700	PGP Books & Course Material Expenses	1,67,90,874	0
Miscellaneous Income	18,28,829	15,34,804	PGP Electricity Expenses	2,30,70,101	

Shop Rent Recovery	10,000	3,83,392	PGP Convocation Expenses	16,33,229	13,92,044
Subscription for Institute Journal	84,450	94,908	PGP Misc. Expense Courses	1,10,17,376	86,67,632
Recoveries	1,54,08,585	85,33,070	PGP Teaching Honorarium	0	3,09,750
			PGP Student Activity Expenses	30,98,834	19,00,226
			PGP Visiting Faculty Expenses	68,15,193	94,70,903
			PGP Scholarship	2,36,95,340	1,03,92,480
			MDP Expenses	9,90,95,154	4,49,11,522
			MDP Electricity Expenses	70,98,492	0
			FPM Student Contingency	21,72,978	16,69,923
			FPM Administrative Expenses	31,71,166	24,85,776
			Consultancy Expenses	1,32,640	97,684
			IPMX International Expenses	38,21,252	15,63,371
			IPMX Other Expenses	39,51,094	0
			IPMX Misc. Expenses	10,07,072	3,19,592
			IPMX Hospitality Expenses	51,54,368	48,69,870
			WMP Other Expenses	42,01,397	0
			WMP Expenses	5,81,605	47,016
			Placement Expenses	24,08,765	13,74,082
			CAT Expenses	6,86,051	6,12,182
			Journal & Periodical Exp	2,47,79,354	2,11,06,563
			Accreditation Expenses	13,42,895	2,01,68,279
			Research and development Activities	1,64,74,511	15,77,585
			<b>By CWIP</b>	<b>9,77,02,542</b>	<b>12,13,08,680</b>
			CWIP-Office Buildings Other Works	9,77,02,542	
			<b>By Closing Balance</b>	<b>7,92,89,691</b>	<b>75,000</b>
			<b>Cash and Bank Balance</b>	<b>75,000</b>	<b>6,25,61,503</b>
			Cash A/c	75,000	
			Bank Accounts	7,92,14,691	
<b>Total</b>		<b>1,59,42,23,671</b>	<b>Total</b>	<b>1,59,42,23,671</b>	<b>1,56,30,29,954</b>

Place: Lucknow  
Date: 29.04.2014

  
(P. Dhar)  
Finance & Accounts Officer


  
(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer

  
(Dr. Devi Singh)  
Director

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	2013-14	2012-13
<b>SCHEDULE 1 - Corpus Funds</b>		
<b>1.1. Building Fund</b>		
Opening Balance	59,84,07,996	60,29,13,841
Add : Transferred from Grant for Capital expenditure	4,66,35,358	4,46,30,280
Less : Transferred to Depreciation Fund	(5,35,70,162)	(4,91,36,125)
<b>Sub-total (1.1)</b>	<b>59,14,73,192</b>	<b>59,84,07,996</b>
<b>1.2. General Assets Fund (For other than Land &amp; Buildings)</b>		
Opening Balance	8,04,87,471	7,46,45,595
Add : Transferred from Grant for Capital exp.	3,25,70,855	3,39,71,815
Less : Transferred to Depreciation Fund	(2,83,30,569)	(2,79,19,800)
Less: Transfer to Depreciation Fund towards written off	(3,95,423)	(2,10,139)
<b>Sub-total (1.2)</b>	<b>8,43,32,334</b>	<b>8,04,87,471</b>
<b>1.3. Sponsored Projects Fund</b>		
Opening Balance	3,839	9,598
Less : Transferred to Depreciation Fund	(2,303)	(5,759)
<b>Sub-total (1.3)</b>	<b>1,536</b>	<b>3,839</b>
<b>1.4. Noida Building Fund</b>		
Opening Balance	70,96,42,378	65,66,85,872
Add: Transferred from Corpus IIML, Noida for Capital Exp.	5,26,21,249	8,09,13,361
Less : Transferred to Depreciation Fund - Noida	(2,52,79,337)	(2,79,56,855)
<b>Sub-total (1.4)</b>	<b>73,69,84,290</b>	<b>70,96,42,378</b>
<b>1.5. Noida General Asset Fund</b>		
Opening Balance	2,27,35,840	1,71,48,929
Add :Transferred from Corpus IIML-Noida for Capital Exp.	81,53,953	1,08,21,354
Less : Transferred to Depreciation Fund	(59,01,859)	(52,01,028)
Less : Transferred to Depreciation Fund towards written off	0	(33,415)
<b>Sub-total (1.5)</b>	<b>2,49,87,934</b>	<b>2,27,35,840</b>
<b>Total (1.1-1.5)</b>	<b>1,43,77,79,286</b>	<b>1,41,12,77,524</b>
<b>SCHEDULE 2 - General Fund</b>		
<b>Lucknow Campus</b>		
Opening Balance	1,14,41,66,668	71,67,30,208
Add: Transferred from I & E Account	36,98,96,223	37,65,91,460
Add: Transferred from CFAM / Alumni Funds	0	5,08,45,000
<b>Sub-total (2.1)</b>	<b>1,51,40,62,891</b>	<b>1,14,41,66,668</b>
<b>Noida Campus</b>		
Opening Balance	19,98,03,160	15,14,26,982
Add:Transferred from I & E Account	13,70,50,355	14,01,10,893
Less:Transfer to Noida Building/General Asset Fund	(6,07,75,202)	(9,17,34,715)
<b>Sub-total (2.2)</b>	<b>27,60,78,313</b>	<b>19,98,03,160</b>
<b>Total (2.1-2.2)</b>	<b>1,79,01,41,204</b>	<b>1,34,39,69,828</b>

  
(P. Dhar)  
Finance & Accounts Officer

  
(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer



Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	2013-14	2012-13
<b>SCHEDULE 3 - Designated Funds</b>		
<b>3.1. Pension Fund</b> Sub-total (3.1)	<b>21,12,35,114</b>	<b>19,72,75,715</b>
<b>3.2. Group Gratuity Fund (Managed through LIC)</b> Sub-total (3.2)	<b>8,62,16,478</b>	<b>8,26,52,687</b>
<b>3.3. Depreciation Fund - Noida</b>		
Noida Dep. Fund Opening Balance	17,42,59,649	13,04,37,388
Add: Transfer from Building/G. Assets Fund	3,11,81,196	3,31,91,298
Add: Interest on Investment for the Year	1,43,05,767	1,06,30,963
Sub-total (3.3)	<b>21,97,46,612</b>	<b>17,42,59,649</b>
<b>3.4. Depreciation Fund - Lucknow</b>		
Opening Balance	88,66,77,698	72,34,27,113
Add: Transferred from Building/G. Assets Fund/Sp. Fund	8,22,98,457	7,72,71,823
Add : Allocation towards cumulative Dep. Fund upto 2003-04	1,96,99,718	1,96,99,718
Add : Interest on Investment of Dep. Fund	7,85,88,447	6,62,79,044
Sub-total (3.4)	<b>1,06,72,64,320</b>	<b>88,66,77,698</b>
<b>3.5. Leave Encashment Fund</b> Sub-total (3.5)	<b>9,48,04,766</b>	<b>8,43,71,013</b>
<b>Total (3.1 to 3.5)</b>	<b>1,67,92,67,290</b>	<b>1,42,52,36,762</b>
<b>SCHEDULE 4 - Capital Funds</b>		
<b>4.1. Endowment Funds</b>		
Apeejay Trust Scholarship Fund	2,00,000	2,00,000
CBI Scholarship Fund	15,00,000	15,00,000
COSMOD Medal Fund	60,000	60,000
Budhiraja Medal Fund	60,000	60,000
Sareen Memorial Medal Fund	1,00,000	1,00,000
Escotel's - Chair in CRM	4,00,000	4,00,000
BSES's Chair in Corporate Governance	10,00,000	10,00,000
ONGC's Chair in Strategic Management	50,00,000	50,00,000
IDBI's Chair in Corporate Ethos & Governance	25,00,000	25,00,000
BPCL Chair Corpus	40,00,000	40,00,000
IIML Class 1993 of Scholarship Fund	3,70,000	3,70,000
Endowment Fund Revenue Account	67,17,080	67,67,449
Sub-total (4.1)	<b>2,19,07,080</b>	<b>2,19,57,449</b>
<b>SCHEDULE 5 - Loans-Unsecured</b>		
<b>Lucknow</b>		
Student's Deposit (PGP)	89,85,900	86,21,308
FPM Caution Deposits	1,90,000	1,40,000
<b>Total A</b>	<b>91,75,900</b>	<b>87,61,308</b>
<b>Noida Campus</b>		
WMP/IPMX Security Deposit	93,39,669	92,84,008
<b>Total B</b>	<b>93,39,669</b>	<b>92,84,008</b>
<b>Total (A+B)</b>	<b>1,85,15,569</b>	<b>1,80,45,316</b>

(P. Dhar)  
Finance & Accounts Officer

(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2012-13

(Rs.)

Particulars	2013-14	2012-13
<b>SCHEDULE 6 - Current Liabilities &amp; Provisions</b>		
<b>Lucknow Campus :</b>		
<b>6.1. Current Liabilities</b>		
Grant-in-Aid: Opening Balance	5,30,88,466	4,70,57,561
Received during the year	9,29,03,000	14,00,00,000
Utilized for Capital/Recurring	(11,77,34,213)	(13,39,69,095)
Closing Balance	<b>2,82,57,253</b>	5,30,88,466
Retention Deposit	<b>84,30,056</b>	1,32,08,094
Security Deposit : Works	<b>5,98,519</b>	6,00,519
Expenses Payable Account	<b>3,85,01,922</b>	3,98,51,955
Account of outside Parties	<b>32,01,676</b>	5,56,089
Consultancy Payable	<b>79,94,322</b>	42,41,841
Earnest Money	<b>5,49,076</b>	2,27,500
Security Deposits : Library	<b>36,000</b>	36,000
Employees Benevolent Fund	<b>4,59,366</b>	19,166
GIS Accounts	<b>2,520</b>	280
CAT Payable Accounts	<b>33,07,933</b>	33,07,933
Laxmipati Singhania IIML National Leadership Award	<b>27,00,000</b>	3,81,792
Advance Receipts - Consultancy	<b>1,69,01,833</b>	95,76,421
Advance Receipts - MDP	<b>63,16,818</b>	52,19,905
Other liabilities	<b>18,19,680</b>	83,27,659
<b>Sub-total (6.1)</b>	<b>11,90,76,974</b>	<b>13,86,43,620</b>
<b>6.2. Provisions :</b>		
Salaries & Allowances	<b>1,64,02,392</b>	1,32,93,423
Pension	<b>1,12,90,514</b>	1,06,79,245
Gratuity	<b>30,00,000</b>	40,72,936
<b>Sub-total (6.2)</b>	<b>3,06,92,906</b>	<b>2,80,45,604</b>
<b>Total (6.1 &amp; 6.2)</b>	<b>14,97,69,880</b>	<b>16,66,89,224</b>
<b>Noida Campus :</b>		
<b>6.3. Current Liabilities</b>		
Retention & Earnest Money	<b>1,84,78,309</b>	1,66,30,244
Expenses Payable	<b>1,36,54,896</b>	86,10,140
Advance Receipts - Consultancy	<b>7,62,651</b>	13,28,150
Advance Receipts - MDP	<b>35,28,328</b>	29,32,596
Advance Receipts - (IPMX/WMP)	<b>4,86,77,100</b>	4,53,72,525
Other Liabilities	<b>51,55,434</b>	60,10,307
<b>Sub-total (6.3)</b>	<b>9,02,56,718</b>	<b>8,08,83,962</b>
<b>Grand Total</b>	<b>24,00,26,598</b>	<b>24,75,73,186</b>

(P. Dhar)  
Finance & Accounts Officer

(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer

**SCHEDULE 7 - Fixed Assets**

Particulars	Rate (WDV)	GROSS BLOCK				DEPRECIATION BLOCK				NET BLOCK		
		OPENING AS ON 1.04.2013	ADDITIONS UPTO 03.10.2013	ADDITIONS FROM 4.10.13 TO 31.03.2014	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2014	UP TO 31.03.2013	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2014	AS ON 31.03.2014	AS ON 31.03.2013
1	2	3	4	5	6	7	8	9	10	11	12	13=(3-8)
<b>7.1. Land &amp; Building :-</b>												
i. Land :												
Free hold - Lucknow campus	0	86,52,693	0	0	0	86,52,693	0	0	0	0	86,52,693	86,52,693
ii. Buildings & Other Capital Works	10%	82,52,86,147	0	10,21,67,179	0	92,74,53,326	36,25,48,387	5,13,82,135	0	41,39,30,522	51,35,22,804	46,27,37,760
Office Buildings & Other Works (Phase-I & II)	5%	8,01,90,110	0	0	0	8,01,90,110	3,64,29,575	21,88,027	0	3,86,17,602	4,15,72,508	4,37,60,535
Residential Buildings & Other Works (Phase-I & II)		91,41,28,950		10,21,67,179		1,01,62,96,129	39,89,77,962	5,35,70,162		45,25,48,124	56,37,48,005	51,51,50,988
<b>7.2. Others Assets :</b>												
i. Equipments	15%	6,98,94,779	52,91,922	99,33,416	27,75,718	8,23,44,399	4,57,31,935	51,26,426	25,30,415	4,83,27,946	3,40,16,453	2,41,62,844
ii. Furniture and Fixtures	10%	6,54,12,242	33,500	37,41,561	11,97,089	6,79,90,214	3,45,79,979	32,60,448	10,65,026	3,67,75,401	3,12,14,813	3,08,32,263
iii. Staff vehicles	15%	47,19,696	0	9,06,147	0	56,25,843	35,41,342	2,44,714	0	37,86,056	18,39,787	11,78,354
iv. Office Automation & Computers	60%	13,39,25,303	41,88,008	54,19,358	1,65,41,399	12,69,91,270	11,29,62,727	1,67,05,324	1,65,23,342	11,31,44,709	1,38,46,561	2,09,62,576
v. Gifted computer software etc.	100%	18,88,496	0	0	0	18,88,496	18,88,496	0	0	18,88,496	0	0
vi. Library Books & Microfilms, CD Roms, etc.	60%	11,23,89,189	2,19,047	28,37,896	0	11,54,46,132	10,90,37,755	29,93,657	0	11,20,31,412	34,14,720	33,51,434
<b>Sub-Total (7.2)</b>		38,82,29,705	97,32,477	2,28,38,378	205,14,206	40,02,86,354	30,77,42,234	2,83,30,569	2,01,18,783	31,59,54,020	8,43,32,334	8,04,87,471
<b>7.3. Sponsored / Funded Projects Equipments</b>	60%	1,92,93,311	0	0	0	1,92,93,311	1,92,89,472	2,303	0	1,92,91,775	1,536	3,839
<b>Sub-Total (7.3)</b>		1,92,93,311	-	-	-	1,92,93,311	1,92,89,472	2,303	-	1,92,91,775	1,536	3,839
<b>7.4. Noida Assets</b>												
i. Noida Building	10%	36,30,74,870	-	-	-	36,30,74,870	11,02,81,497	2,52,79,337	-	13,55,60,834	22,75,14,036	25,27,93,373
ii. Noida Lease Hold Land	0%	14,66,30,345	-	-	-	14,66,30,345	-	-	-	-	14,66,30,345	14,66,30,345
iii. Noida General Assets	15%	1,51,28,819	36,89,850	11,70,939	-	1,99,89,608	43,97,125	22,51,052	-	66,48,177	1,33,41,431	1,07,31,694
Furniture & Fixture	10%	2,31,97,113	-	9,85,682	-	2,41,82,795	1,57,12,844	7,97,711	-	1,65,10,555	76,72,240	74,84,269
Staff vehicle	15%	20,08,993	-	-	-	20,08,993	3,80,158	2,44,325	-	6,24,483	13,84,510	16,28,835
Office Automation & Computers	60%	1,48,91,868	4,76,028	2,08,248	-	1,55,76,144	1,42,42,183	7,37,902	-	1,49,80,085	5,96,059	6,49,685
Library Books & Microfilms, CD-ROM, etc.	60%	1,22,83,817	1,30,309	14,92,897	-	1,39,07,023	100,42,460	18,70,869	-	1,19,13,329	19,93,694	22,41,357
<b>Sub-Total (7.4)</b>		57,72,15,825	42,96,187	38,57,766	0	58,53,69,778	15,50,56,267	3,11,81,196	0	18,62,37,463	39,91,32,315	42,21,59,558
<b>7.5. Capital Work-in-Progress :-</b>												
a. Lucknow Campus	0%	8,32,57,008	37,98,875	4,28,36,483	10,21,67,179	2,77,25,187	0	0	0	0	2,77,25,187	8,32,57,008
b. Noida Campus	0%	31,02,18,660	3,12,81,624	2,13,39,625	0	36,28,39,909	0	0	0	0	36,28,39,909	31,02,18,660
<b>Sub-Total (7.5)</b>		39,34,75,668	3,50,80,499	6,41,76,108	10,21,67,179	39,05,65,096	0	0	0	0	39,05,65,096	39,34,75,668
<b>GRAND TOTAL</b>		2,29,23,43,459	4,91,09,163	19,30,39,431	12,26,81,385	2,41,18,10,668	88,10,65,935	11,30,84,230	2,01,18,783	97,40,31,382	1,43,77,79,286	1,41,12,77,524
Previous Year (2012-13)		2,12,27,04,652	5,21,82,412	20,29,83,893	8,55,27,498	2,29,23,43,459	77,13,00,817	11,02,19,567	4,54,449	88,10,65,935	1,41,12,77,524	1,35,14,03,835

  
**(P. Dhar)**

Finance & Accounts Officer

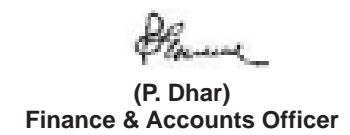
  
**(Sudhir Chandra)**

Financial Adviser-cum-Chief Accounts Officer

**Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14**

(Rs.)

Particulars	2013-14	2012-13
<b>SCHEDULE 8 - Investments - Long Term</b>		
<b>8.1 Investments from Designated/Endowment Funds</b>		
i. Depreciation Fund - Lucknow Campus	88,66,78,000	72,34,27,000
ii. Depreciation fund - Noida Campus	17,43,00,000	13,05,35,000
iii. Pension Fund	17,80,00,000	17,10,00,000
iv. Group Gratuity Fund	8,21,05,628	7,84,72,816
v. Leave Encashment Fund	8,43,71,000	7,11,79,000
vi. Endowment Funds	1,51,90,000	1,51,90,000
<b>Sub-Total (8.1)</b>	<b>1,42,06,44,628</b>	<b>1,18,98,03,816</b>
<b>8.2 Investment Others</b>		
i. Bonds/Term Deposits - Lucknow Campus	1,46,91,11,000	1,18,71,46,000
ii. Bonds/Term Deposits - Noida Campus	29,50,00,000	25,30,00,000
<b>Sub-Total (8.2)</b>	<b>1,76,41,11,000</b>	<b>1,44,01,46,000</b>
<b>Total</b>	<b>3,18,47,55,628</b>	<b>2,62,99,49,816</b>
<b>SCHEDULE 9 - Current Assets</b>		
<b>9.1 Lucknow Campus:-</b>		
i. Cash in Hand (Imprest)	50,000	50,000
ii. Postage with Franking Machine (imprest)	9,352	29,108
iii. Bank Balances (with scheduled banks) in S.B. Accounts	4,24,42,036	4,13,94,907
iv. Bank Balances of Pension Funds	24,80,274	7,96,038
v. Bank Balances of Group Gratuity Funds	11,10,850	1,06,935
vi. Stores in Hand	24,86,186	16,14,701
<b>Sub-total (9.1)</b>	<b>4,85,78,698</b>	<b>4,39,91,689</b>
<b>9.2 Noida Campus:-</b>		
i. Cash in Hand	25,000	25,000
ii. Bank Balance	3,67,72,655	2,11,66,597
<b>Sub-total (9.2)</b>	<b>3,67,97,655</b>	<b>2,11,91,597</b>
<b>Total</b>	<b>8,53,76,353</b>	<b>6,51,83,286</b>

  
**(P. Dhar)**  
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**(Sudhir Chandra)**  
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## Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	2013-14	2012-13
<b>SCHEDULE 10 - Loans, Advances &amp; Deposits</b>		
<b>10.1 Lucknow Campus:-</b>		
<b>I. Loans :</b>		
<b>a) To Staff</b>		
House Building Advance	53,73,536	63,36,592
Conveyance Advance	4,93,417	4,03,149
Festival Advance	1,43,200	1,40,450
P.C. Advance	2,12,000	3,06,090
<b>Sub-Total (I)</b>	<b>62,22,153</b>	<b>71,86,281</b>
<b>II. Advances :</b>		
<b>a) To Staff</b>		
T.A. Advance	1,27,617	1,95,100
LTC Advance	0	9,907
Other Advances	4,27,010	1,69,202
<b>Sub-Total (II-a)</b>	<b>5,54,627</b>	<b>3,74,209</b>
<b>b) To Others</b>		
Advance to Outside parties	2,21,887	4,49,866
Advance Tax	3,84,16,058	3,84,16,058
CENVAT	1,13,019	37,296
Secured Advance	61,50,929	0
Prepaid Exp.	6,19,383	2,16,906
Advance Payment-Consultancy	75,74,819	36,16,754
Advance Payment-Research Projects	26,34,908	17,95,934
Advance Payment-MDP	11,73,776	1,54,544
<b>Sub-Total (II-b)</b>	<b>5,69,04,779</b>	<b>4,46,87,358</b>
<b>III. Receivables :</b>		
Interest accrued for Endowment Funds.	9,12,807	27,18,802
Interest accrued on Investments	24,80,15,759	17,81,03,936
Interest accrued on Pension Funds	1,94,64,326	1,48,00,432
Pension Funds Receivable	1,12,90,514	1,06,79,245
Group Gratuity Fund Receivable	30,00,000	40,72,936
Income Receivable	20,16,244	37,73,244
TDS Receivable	5,65,13,249	3,42,36,573
Sundry Debtor	1,57,61,458	85,17,459
Interest accrued on Staff Loan	15,53,346	9,92,239
Other Receivables	2,38,171	67,813
<b>Sub-Total (III)</b>	<b>35,87,65,874</b>	<b>25,79,62,679</b>
<b>IV. Deposits :</b>		
Telephone, Fax & Telex Deposits	3,97,703	3,97,703
Security Deposits	20,65,865	20,65,865
<b>Sub-Total (IV)</b>	<b>24,63,568</b>	<b>24,63,568</b>
<b>Sub-total (I to IV)</b>	<b>42,49,11,001</b>	<b>31,26,74,095</b>
<b>10.2 Noida Campus:-</b>		
<b>Current Assets, Loans &amp; Advances</b>		
<b>I. Advances</b>	<b>1,03,56,260</b>	<b>1,52,83,737</b>
<b>II. Receivables</b>	<b>4,14,67,866</b>	<b>3,22,67,067</b>
<b>III. Advance payments for Programmes</b>	<b>29,90,633</b>	<b>14,24,540</b>
<b>Sub-Total (I to III)</b>	<b>5,48,14,759</b>	<b>4,89,75,344</b>
<b>Total (10.1 to 10.2)</b>	<b>47,97,25,760</b>	<b>36,16,49,439</b>


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## Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	INCOME		EXPENDITURE	
	2013-14	2012-13	2013-14	2012-13
<b>SCHEDULE 11.1 - Post Graduate Programme</b>				
Admission	2,35,50,000	2,24,50,000	41,92,617	41,60,733
Books and Course Materials	6,38,32,063	6,25,63,000	1,67,90,874	1,36,50,699
Convocation	42,40,000	42,40,000	19,27,103	15,67,077
Room Rent / Maintenance Exp.	8,01,90,000	7,97,58,000	60,20,091	45,35,440
Students' Activities/Welfare	1,34,18,900	1,31,57,567	61,53,177	47,74,645
Tuition Fees	25,40,50,500	27,36,20,000	0	0
Computer Fees	3,78,01,000	3,69,00,000	0	0
Library Fees	3,02,58,000	2,95,47,000	0	0
Fee from foreign candidates	1,25,21,125	1,16,40,853	0	0
Fine & Other Fees	10,61,888	12,05,692	0	0
PGP Alumni Fees/Exp.	25,13,000	21,82,500	12,09,277	7,63,375
Visiting Faculty Expenses	0	0	72,43,080	55,21,046
PGP Electricity	0	0	2,51,83,831	1,80,94,214
PGP Misc.	0	0	57,59,018	36,59,750
PGP Teaching Honorarium	0	0	10,00,000	30,00,000
ABM Exp. (Specific)	0	0	10,09,226	9,12,828
<b>Total A</b>	<b>52,34,36,476</b>	<b>53,72,64,612</b>	<b>7,64,88,294</b>	<b>6,06,39,807</b>
<b>PGP Scholarships</b>				
Scholarships - Merit-cum-Means	0	0	99,50,000	1,30,00,000
Scholarships- SC/ST	0	0	1,26,000	96,000
Scholarships- Others	2,00,20,340	1,03,90,980	2,00,20,340	1,03,90,980
<b>Total B</b>	<b>2,00,20,340</b>	<b>1,03,90,980</b>	<b>3,00,96,340</b>	<b>2,34,86,980</b>
<b>Total A+B</b>	<b>54,34,56,816</b>	<b>54,76,55,592</b>	<b>10,65,84,634</b>	<b>8,41,26,787</b>
<b>SCHEDULE 11.2 - Management Development Programmes</b>				
<b>Lucknow Campus</b>				
Programme Fees	30,13,49,243	20,31,90,735	0	0
Programme Expenses (Direct)	0	0	14,87,14,323	7,14,37,614
Security, Repairs and Maintenance	0	0	4,97,873	7,91,067
Electricity	0	0	77,48,870	55,67,449
Salary & Honorarium	0	0	83,51,650	83,60,695
<b>Total A</b>	<b>30,13,49,243</b>	<b>20,31,90,735</b>	<b>16,53,12,716</b>	<b>8,61,56,825</b>
<b>Noida Campus</b>				
Programme Fees	9,28,07,027	8,48,30,612	0	0
Programme Expenses (Direct)	0	0	3,75,86,944	3,68,40,831
<b>Total B</b>	<b>9,28,07,027</b>	<b>8,48,30,612</b>	<b>3,75,86,944</b>	<b>3,68,40,831</b>
<b>Total A+B</b>	<b>39,41,56,270</b>	<b>28,80,21,347</b>	<b>20,28,99,660</b>	<b>12,29,97,656</b>
<b>SCHEDULE 11.3 - Fellow Programme</b>				
<b>Lucknow Campus</b>				
Sale of Forms etc.	88,000	3,01,738	0	0
Administrative Expenses	0	0	15,15,447	11,00,088
Fellowship Honorarium	0	0	97,18,833	1,06,92,138
Student's Contingency	0	0	23,50,500	17,70,072
Electricity Expenses	0	0	11,62,329	8,35,118
<b>Total A</b>	<b>88,000</b>	<b>3,01,738</b>	<b>1,47,47,109</b>	<b>1,43,97,416</b>
<b>Noida Campus</b>				
Fees Income/Expenses	42,72,025	0	17,82,591	0
<b>Total B</b>	<b>42,72,025</b>	<b>0</b>	<b>17,82,591</b>	<b>0</b>
<b>Total A+B</b>	<b>43,60,025</b>	<b>3,01,738</b>	<b>1,65,29,700</b>	<b>1,43,97,416</b>


(P. Dhar)  
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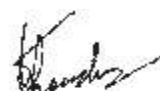
(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer



## Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	INCOME		EXPENDITURE	
	2013-14	2012-13	2013-14	2012-13
<b>SCHEDULE 11.4 - Consultancy</b>				
<b>Lucknow Campus</b>				
Consultancy-Income/Expenditure	87,55,229	57,66,235	82,69,817	69,10,025
Institute's Share of Consultancy	21,32,702	9,12,583	0	0
Overhead for Consultancies	11,76,250	6,94,511	0	0
Company Training Income/Exp.	34,83,397	27,18,104	31,07,662	13,59,052
<b>Total A</b>	<b>1,55,47,578</b>	<b>1,00,91,433</b>	<b>1,13,77,479</b>	<b>82,69,077</b>
<b>NOIDA CAMPUS</b>				
Consultancy-Income/Expenditure	45,93,283	46,77,966	30,01,716	38,29,194
<b>Total B</b>	<b>45,93,283</b>	<b>46,77,966</b>	<b>30,01,716</b>	<b>38,29,194</b>
<b>Total A+B</b>	<b>2,01,40,861</b>	<b>1,47,69,399</b>	<b>1,43,79,195</b>	<b>1,20,98,271</b>
<b>SCHEDULE 11.5 - IPMX</b>				
IPMX Course Fee	12,62,55,500	12,57,00,000	0	0
Admission Expenses	0	0	52,17,350	14,72,609
Course Materials	0	0	14,51,313	9,34,372
Hospitality Expenses	0	0	51,54,368	48,69,870
International Expenses	0	0	1,36,09,484	1,36,48,335
Misc. Expenses	0	0	22,15,204	12,01,808
Visiting Faculty Expenses	0	0	29,45,377	23,44,089
<b>Total A</b>	<b>12,62,55,500</b>	<b>12,57,00,000</b>	<b>3,05,93,096</b>	<b>2,44,71,083</b>
<b>SCHEDULE 11.6 - WMP</b>				
WMP Course Fee	8,34,48,604	8,51,96,000	0	0
Admission Expenses	0	0	17,50,188	11,07,862
Course Materials	0	0	23,81,656	21,73,942
Misc. Expenses	0	0	7,98,282	9,64,537
Visiting Faculty Expenses	0	0	22,17,333	28,92,439
<b>Total</b>	<b>8,34,48,604</b>	<b>8,51,96,000</b>	<b>71,47,459</b>	<b>71,38,780</b>
<b>SCHEDULE 11.7 - Placement</b>				
Placement Fee/Expenses	70,15,000	56,70,000	16,11,903	13,63,517
<b>Total A</b>	<b>70,15,000</b>	<b>56,70,000</b>	<b>16,11,903</b>	<b>13,63,517</b>
<b>SCHEDULE 11.8 - Common Admission Test</b>				
CAT Receipts/Expenses	1,56,82,576	2,83,64,629	6,23,294	6,83,585
<b>Total B</b>	<b>1,56,82,576</b>	<b>2,83,64,629</b>	<b>6,23,294</b>	<b>6,83,585</b>
<b>SCHEDULE 11.9 - Journals &amp; Periodicals</b>				
Lucknow Campus - J & P Expenses	0	0	2,70,31,737	2,11,08,297
Noida Campus - J & P Expenses	0	0	46,583	51,440
<b>Total</b>	<b>0</b>	<b>0</b>	<b>2,70,78,320</b>	<b>2,11,59,737</b>


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## Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	INCOME		EXPENDITURE	
	2013-14	2012-13	2013-14	2012-13
<b>SCHEDULE 11.10 - Research &amp; Development</b>				
<b>Lucknow Campus</b>				
Software and Internet	0	0	72,65,519	62,05,096
T.A/DA for Foreign Visit	0	0	8,57,645	5,50,476
LPS-IIML National Leadership Award	0	0	3,83,401	19,42,154
Centre for Excellence of Business Sustainability	0	0	1,79,204	1,84,500
Seminars/Conferences	0	0	54,47,536	52,31,620
Faculty Development	0	0	40,13,978	36,62,254
Officer Development	0	0	6,19,400	5,56,288
Faculty Incentive - for publications	0	0	27,00,833	17,39,584
Accreditation & Research Development	0	0	22,27,966	17,85,910
Institute's Journal - Metamorphosis	0	0	1,72,522	2,64,299
Seed Money & Research Projects	0	0	5,98,722	83,048
Centre for Marketing in Emerging	0	0	0	82,417
<b>Total</b>	<b>0</b>	<b>0</b>	<b>2,44,66,726</b>	<b>2,22,87,646</b>
<b>Noida Campus</b>				
Faculty Development	0	0	7,37,579	9,80,022
Licences Internet Fees	0	0	4,02,155	7,01,314
Seminar/Conferences & Other Activities	0	0	8,16,156	2,91,308
Other	0	0	6,68,813	67,334
<b>Total</b>	<b>0</b>	<b>0</b>	<b>26,24,703</b>	<b>20,39,978</b>
<b>Total</b>	<b>0</b>	<b>0</b>	<b>2,70,91,429</b>	<b>2,43,27,624</b>
<b>SCHEDULE 12 - Grant-in-aid from GoI, MHRD</b>				
Plan Normal	9,29,03,000	14,00,00,000	0	0
Less: Allocated for Capital Expenditure	(5,43,75,000)	(8,46,33,000)	0	0
<b>Available for Plan recurring/FPM exp.</b>	<b>3,85,28,000</b>	<b>5,53,67,000</b>	<b>0</b>	<b>0</b>
<b>SCHEDULE 13 - Income from Investments</b>				
<b>13.1 - Investment of Designated Funds</b>				
Interest on Pension Fund	1,71,42,874	1,55,60,390	0	0
Interest on Leave Encashment Fund	77,80,153	60,68,579	0	0
Interest on Depreciation Fund-Lko.	7,85,88,447	6,62,79,044	0	0
Interest on Depreciation Fund-Noida	1,43,05,767	1,06,30,964	0	0
<b>Total</b>	<b>11,78,17,241</b>	<b>9,85,38,977</b>	<b>0</b>	<b>0</b>
<b>Transferred to Designated Funds</b>	<b>11,78,17,241</b>	<b>9,85,38,977</b>	<b>0</b>	<b>0</b>
<b>13.2 - Investment of Other Funds</b>				
<b>Lucknow Campus-Interest Income</b>	<b>13,35,71,191</b>	<b>9,41,76,574</b>	<b>0</b>	<b>0</b>
<b>Noida campus-Interest Income</b>	<b>2,20,68,088</b>	<b>1,89,84,236</b>	<b>0</b>	<b>0</b>
<b>Total</b>	<b>15,56,39,279</b>	<b>11,31,60,810</b>	<b>0</b>	<b>0</b>
<b>SCHEDULE 14 - Recoveries &amp; Other Income</b>				
<b>Lucknow Campus</b>				
Recoveries	1,19,87,796	1,09,58,103	0	0
Interest on SB Accounts	39,15,842	57,13,766	0	0
Other Misc. Income	28,36,056	19,28,044	0	0
<b>Total A</b>	<b>1,87,39,694</b>	<b>1,85,99,913</b>	<b>0</b>	<b>0</b>
<b>Noida campus</b>				
Recoveries	22,21,367	17,08,373	0	0
Interest on SB Accounts	21,95,039	15,77,055	0	0
Misc. Income	10,98,152	9,94,281	0	0
<b>Total B</b>	<b>55,14,558</b>	<b>42,79,709</b>	<b>0</b>	<b>0</b>
<b>Total A+B</b>	<b>2,42,54,252</b>	<b>2,28,79,622</b>	<b>0</b>	<b>0</b>


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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	2013-14	2012-13
<b>SCHEDULE 15 - Staff Payments &amp; Benefits</b>		
<b>Lucknow Campus</b>		
<b>Salary and Allowances</b>		
Basic Pay	7,69,79,313	7,37,47,850
D.A.	6,17,06,689	4,62,88,431
H.R.A.	46,11,004	47,09,789
Special Pay	1,22,320	1,05,483
Transport Allowance	1,01,85,450	86,51,431
Daily Wages	18,49,657	15,87,843
Personal Pay	66,640	68,540
Washing Allowance	0	0
Arrears Payment	12,19,808	28,45,745
	<b>15,67,40,881</b>	<b>13,80,05,112</b>
<b>Other Benefits</b>		
Overtime	1,54,252	2,00,308
Medical	92,10,382	84,05,829
L.T.C.	15,66,893	32,28,953
Bonus	3,14,314	3,14,314
Reimbursement of Tution Fee	15,77,076	17,31,034
Leave Encashment on LTC	6,56,604	12,43,593
	<b>1,34,79,521</b>	<b>1,51,24,031</b>
<b>Employee's Welfare</b>		
Staff Training	23,024	21,200
Staff Canteen Subsidy	85,162	78,000
IIML Employees' Welfare Committee	9,68,377	8,89,864
	<b>10,76,563</b>	<b>9,89,064</b>
<b>Terminal Benefits</b>		
CPF Employer's Contribution	7,84,943	10,59,158
CPS Employer's Contribution	59,84,845	49,58,288
Pension Exp./Pension Contribution	1,00,00,000	1,06,79,245
Leave Encashment/Leave Salary Contribution	49,97,679	92,97,368
Gratuity	40,53,830	40,72,936
	<b>2,58,21,297</b>	<b>3,00,66,995</b>
<b>Total A</b>	<b>19,71,18,262</b>	<b>18,41,85,202</b>
<b>Noida Campus</b>		
Salary Allowances	3,38,08,638	2,66,94,909
Other Benefit	18,16,992	14,02,719
<b>Total B</b>	<b>3,56,25,630</b>	<b>2,80,97,628</b>
<b>Total A+B</b>	<b>23,27,43,892</b>	<b>21,22,82,830</b>
<b>SCHEDULE 16 - Depreciation</b>		
Lucknow Campus - Depreciation	8,19,03,034	7,70,61,684
Noida Campus - Depreciation	3,11,81,196	3,31,57,883
<b>Total</b>	<b>11,30,84,230</b>	<b>11,02,19,567</b>

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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	2013-14	2012-13
<b>SCHEDULE 17 - Administrative &amp; General Expenses</b>		
<b>Lucknow Campus</b>		
Security, Cleaning and Maintenance Services	1,01,66,335	1,01,08,688
Stationery and Printing expenses	36,78,756	43,96,742
Horticulture (Labour & Plantation)	47,41,514	41,84,485
Hospitality and Guest House Expenses	8,88,305	9,34,291
Telecom Expenses	20,14,837	18,77,658
Electricity	46,86,152	33,70,452
Institutional Membership Fees	4,97,153	3,94,349
Faculty/Staff Recruitment	20,90,249	14,88,771
Internal Audit Fees	2,79,240	2,72,127
Office Contingencies	4,38,087	1,37,851
Postage	82,304	1,55,271
Offical Functions	2,46,057	2,83,458
Advertising & Publicity	0	13,35,611
Rent	1,14,354	1,01,146
Legal Expenses	2,27,472	4,59,631
BOG Expenses	17,78,905	11,12,394
Community Development	10,10,000	73,975
Travelling Expenses	12,89,477	9,90,031
Loss on sale of fixed assets	2,04,379	1,35,139
<b>Total A</b>	<b>3,44,33,576</b>	<b>3,18,12,070</b>
<b>NOIDA CAMPUS</b>		
Security, Cleaning & Maintenance	99,20,689	94,20,210
Electricity	1,24,96,372	1,84,32,859
Stationery and Printing expenses	6,97,557	9,43,935
Horticulture Revenue Expenses	14,11,052	10,16,270
Telephone Expenses	8,61,637	7,77,564
Lease Rent	34,43,125	27,43,125
Other Administrative Expenses	42,21,929	12,41,192
<b>Total B</b>	<b>3,30,52,361</b>	<b>3,45,75,155</b>
<b>Total A+B</b>	<b>6,74,85,937</b>	<b>6,63,87,225</b>
<b>SCHEDULE 18 - Transportation Expenses</b>		
<b>Lucknow Campus</b>		
Fuel for vehicles	22,38,169	19,38,221
Transport Services Expenses	22,08,782	19,17,103
Repair and Maintenance vehicles	4,02,738	4,07,186
Vehicle Insurance Expenses	58,907	64,661
Local Conveyance	24,198	25,000
<b>Total A</b>	<b>49,32,794</b>	<b>43,52,171</b>
<b>NOIDA CAMPUS</b>		
Transportation Expenses	2,22,648	1,74,045
<b>Total B</b>	<b>2,22,648</b>	<b>1,74,045</b>
<b>Total A+B</b>	<b>51,55,442</b>	<b>45,26,216</b>

(P. Dhar)  
Finance & Accounts Officer

(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

(Rs.)

Particulars	2013-14	2012-13
<b>SCHEDULE 19 - Repairs &amp; Maintenance</b>		
<b>Lucknow Campus</b>		
R & M Office / Buildings	50,79,637	67,56,878
R & M Equipments	38,28,976	31,50,362
R & M Computer Hardware & Software	45,79,407	54,23,848
R & M Furnitures	2,91,420	1,06,739
Development Expenses	2,34,205	32,83,951
<b>Total A</b>	<b>1,40,13,645</b>	<b>1,87,21,778</b>
<b>Noida Campus</b>		
R & M Equipment	79,84,437	75,97,014
R & M Furnitures	1,80,392	96,054
R & M Office / Campuses	20,39,086	29,65,011
R & M Computers	17,03,664	9,89,608
Development Expenses	71,36,224	10,92,279
<b>Total B</b>	<b>1,90,43,803</b>	<b>1,27,39,966</b>
<b>Total A+B</b>	<b>3,30,57,448</b>	<b>3,14,61,744</b>
<b>SCHEDULE 20 - Finance Cost</b>		
Bank Charges	1,12,889	94,676
<b>Total</b>	<b>1,12,889</b>	<b>94,676</b>
<b>SCHEDULE 21 - Other Expnses</b>		
<b>Lucknow Campus</b>		
Prior Period Expenses	1,12,359	24,447
Writing off (Bad Debts)	0	1,24,81,258
<b>Total A</b>	<b>1,12,359</b>	<b>1,25,05,705</b>
<b>Noida Campus</b>		
Prior Period Expenses	0	4,41,647
<b>Total B</b>	<b>0</b>	<b>4,41,647</b>
<b>Total (A+B)</b>	<b>1,12,359</b>	<b>1,29,47,352</b>



(P. Dhar)  
Finance & Accounts Officer



(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2013-14

**SCHEDULE 22 - Significant Accounting Policies and Notes on Accounts**

**1. Accounting Policies**

**1.1 Accounting Convention**

1.1.1 The financial statements are prepared under the historical cost convention on the accrual basis, unless stated otherwise.

1.1.2 The Institute has presented its Financial Statements according to Revised Financial Reporting format, given by MHRD under 'Report on Implementation of Accounting Standards in Educational Institutions of Department of Higher Education, MHRD'.

**1.2 Govt. Grant.**

During Financial Year 2013-14 MHRD has sanctioned normal Plan Grant of Rs.9,29,03,000/- to the Institute.

**1.3 Fixed Assets**

1.3.1 Fixed Assets are stated at historical cost.

1.3.2 Fixed Assets received by way of non-monetary grants or gifts (other than towards the Corpus Fund), are capitalized at values stated.

1.3.3 Government grants in the nature of contribution towards capital cost of setting up of projects are treated as Capital/Building Fund.

1.3.4 Reclassification of fixed assets in the respective block of assets has been made to depict the carrying amount of assets at Lucknow Campus as well as Noida Campus.

**1.4 Investments**

1.4.1 All the Investments are held for long term hence valued at cost. Renewal of the Investments has been done as and when required.

1.4.2 Investments created from specific purpose funds have been shown in the Schedule-8.1 alongwith - Investments Others.

**1.5 Revenue Recognition**

Revenue including Govt. Grant is accounted for on accrual basis except income from shop rent, guest house recovery & electricity recovery. The Consultancy income is accounted for on completion basis.

**1.6 Expenditure**

The revenue expenditure except for subscription of Journals & Periodicals is accounted for on accrual basis. The Consultancy expenses are accounted for according to the completion of service method.

**1.7 Depreciation**

1.7.1 The depreciation is provided for by adopting the written down value method as per the rates specified in the Income Tax Act, 1961.

1.7.2 Along with the reclassification of assets, amount of accumulated depreciation has also been transferred to the respective block of assets.

**1.8 Lease hold land**

Lease rental for Noida Campus Land is booked under expenses with reference to lease terms.

## 1.9 Policy on allocation/apportionment of common expenditure to various activity/profit centre.

Major indirect/common expenditure apportioned to various activity/profit centers such as PGP, MDP and FPM etc. are as under:

### 1.9.1 Expenditure on Electricity

Apportionment is made based on the area under occupation/servicing by the respective activity centers.

### 1.9.2 Expenditure on Security Services

The actual expenditure incurred is identified and booked with respect of the number of security posts and its manning on the requisite shifts in the respective activity zones.

### 1.9.3 Expenditure on Cleaning, House keeping, Sanitation, etc :

The physical area falling under respective activity as traced through the monthly bills.

### 1.9.4 Expenditure on Repairs & Maintenance

The Repair & Maintenance expenditure is booked as far as possible on actual basis through appropriate identification of area pertaining to the respective activity centers/zones.

### 1.9.5 Expenditure on salary & allowances

The salaries & allowances are allocated only on MDP to the extent of actual cost on the administrative personnel dedicated on the activity.

No separate allocation of faculty cost on various activities is made as the same is booked under the common head i.e. 'Establishment expenditure'.

## 1.10 Terminal Benefits

1.10.1 A Group Gratuity Scheme, instituted through LIC as Fund Manager by constituting an independent Fund to manage the liability with the annual contribution, is in operation since 2001-02.

1.10.2 Liability on account of accumulated leave encashment benefit to the employees has been assessed and provided for. This provision has been kept under Leave Encashment Funds and being managed by the Institute.

1.10.3 Provision for pension liability as on 31<sup>st</sup> March, 2014 in respect of employees who had joined on or before 31.12.2003 is assessed and provided for in the Accounts.

1.10.4 In respect of employees who joined the Institute on or after 01.01.2004, Contributory Pension/Provident Fund Scheme is under operation and the same is discharged by the Institute to the IIML EPF Trust, Lucknow concurrently.

## 2. Notes on Accounts:

### 2.1 Capital Commitments

Estimated value of contracts remaining to be executed on capital account and not provided for (net of advances) is Rs. 620.00 lacs (Previous year Rs. 110.00 lacs).

2.2 Accumulated depreciation upto 2003-04 amounting to Rs.26,26,62,907/- was computed but not provided for as the same was adjusted from the concerned funds. Out of the above accumulated prior period depreciation, an yearly allocation/charge @ 7.5 percent (i.e. Rs.1,96,99,718/-) is made from the year 2004-05 onward, to the Income & Expenditure Account leaving an unabsorbed balance of Rs.6,56,65,727/- as on 31.03.2014.

## 2.3 Current Assets, Loans and advances

In the opinion of the Institute, the current assets, loans and advances have a value on realization in the ordinary course of business, equal to at least the aggregate amount shown in the Balance Sheet.

## 2.4 Taxation

In view of the tax exempt status of the Institute and there being no taxable income under Income Tax Act 1961, no provision for Income tax has been considered necessary.

2.5 The financial results of the IIML - Noida Centre has been consolidated with the Institute's Account. However, as a separate Responsibility Centre, the financial statement of IIML - Noida Centre has been shown in Schedule 19.

2.6 Balances of the outside parties and suppliers are subject to confirmation from the respective parties.

## 2.7 Foreign Currency Transactions

	(Rs.)	
	Current Year	Previous Year
2.7.1 Fee Receipts in foreign currency		
- PGP Fee	1,25,21,125/-	1,16,40,853/-
2.7.2 Value of Imports Calculated on C.I.F. Basis :		
- Purchase of finished Goods	Nil	Nil
- Raw Materials & Components (including in transit)	Nil	Nil
- Capital Goods	Nil	Nil
- Stores, Spares and Consumables	Nil	Nil
2.7.3 Expenditure in foreign currency:		
2.7.3.1 Travel	2,95,27,823/-	1,42,12,537/-
2.7.3.2 Remittances and Interest payment to Financial Institutions/ Banks in Foreign Currency	Nil	Nil
2.7.3.3 Other expenditure :		
- Commission on Sales	Nil	Nil
- Legal and Professional Expenses	Nil	Nil
- Miscellaneous Expenses (Fees & Journals etc.)	4,36,50,644/-	2,19,64,016/-
2.7.4 All the transactions of foreign currency have been accounted for on the conversion value of foreign exchange as shown by the bankers. Profit or loss on foreign exchange fluctuation are not been disclosed separately.		
2.8 Financial statements of IIM Employees' P.F. Trust Lko. are enclosed as Appendix 1-3 separately.		
2.9 Corresponding figures for the previous year have been regrouped / reclassified wherever necessary.		
2.10 Figures are rounded off to nearest Rupee.		

(P. Dhar)  
Finance & Accounts Officer

(Sudhir Chandra)  
Financial Adviser-cum-Chief Accounts Officer

**INDIAN INSTITUTE OF MANAGEMENT EMPLOYEE PROVIDENT FUND TRUST, LUCKNOW  
BALANCE SHEET AS AT 31ST MARCH, 2014**

(Rs.)

Particulars	2013-14	2012-13
<b>1. Sources of Funds</b>		
<b>1.1 General Provident Fund</b>		
Opening Balance	12,08,92,169	10,76,87,997
Add: Subscription	1,50,23,233	1,47,99,159
Interest Credited	1,07,85,750	97,89,861
Transferred from previous employer	0	0
	14,67,01,152	13,22,77,017
Less: Final Withdrawals	1,85,05,810	(1,13,84,848)
	<b>12,81,95,342</b>	<b>12,08,92,169</b>
<b>1.2 Contributory Provident Fund</b>		
Opening Balance	84,69,819	73,49,778
Add: Subscription	10,53,011	9,61,431
Employer's Contribution	8,58,298	12,24,052
Interest Credited	10,02,632	10,43,635
Transfer from previous employer	0	53,57,270
	1,13,83,760	1,59,36,166
Less: Final Withdrawals	0	(74,66,347)
	<b>1,13,83,760</b>	<b>84,69,819</b>
<b>1.3 Contributory Pension Scheme Fund</b>		
Opening Balance	5,94,59,436	5,03,23,102
Add: Subscription	61,17,748	49,70,238
Employer's Contribution	60,77,082	47,94,094
Interest Credited	59,32,506	44,71,260
Transfer from previous employers	9,91,919	0
	7,85,78,691	6,45,58,694
Less: Final Withdrawals	(26,20,058)	(50,99,258)
	<b>7,59,58,633</b>	<b>5,94,59,436</b>
<b>1.4 Income &amp; Expenditure A/c</b>		
Opening Balance	48,74,132	43,86,660
Add: Transfer from I & E A/c	20,36,209	17,66,115
	69,10,341	61,52,775
Less: Transferred for Bonus Interest	(20,89,364)	(12,78,643)
	<b>48,20,977</b>	<b>48,74,132</b>
	<b>22,03,58,712</b>	<b>19,36,95,556</b>
<b>2- Application of Funds</b>		
<b>2.1 Investments</b>		
(a) Govt. & SBI Spl. Deposit	82,91,745	82,91,745
(b) Deposit with Banks & Others	18,12,00,000	15,77,00,000
	<b>18,94,91,745</b>	<b>16,59,91,745</b>
<b>2.2 Current Assets, Loans &amp; Advances</b>		
<b>(a) Advances to members</b>		
Opening Balance	15,16,375	15,16,375
Add: Paid during the year	21,33,000	12,56,000
Less: Refunded during the year	(28,25,797)	(16,05,286)
	<b>8,23,578</b>	<b>11,67,089</b>
<b>(b) Special Advances to members</b>		
Opening Balance	85,21,971	85,21,971
Add : Paid during the year	1,59,70,000	66,45,000
Less: Refunded during the year	(1,58,67,477)	(75,92,622)
	<b>86,24,494</b>	<b>75,74,349</b>
<b>(c) Interest accrued but not received</b>	<b>1,24,39,911</b>	<b>1,00,94,565</b>
<b>(d) Bank Balance</b>		
Yes Bank SB A/c	70,32,898	33,36,906
Axis Bank SB A/c	19,46,086	55,30,902
	<b>89,78,984</b>	<b>55,30,902</b>
	<b>22,03,58,712</b>	<b>19,36,95,556</b>

Place : Lucknow  
Date: 24.04.2014

  
(Sudhir Chandra)  
Secretary

  
(Prof. A. Vinay Kumar)  
Chairman

**INDIAN INSTITUTE OF MANAGEMENT EMPLOYEE PROVIDENT FUND TRUST, LUCKNOW  
INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDING 31ST MARCH, 2014**

(Rs.)

Particulars	2013-14	2012-13
<b>1 Income</b>		
<b>1.1 Interest From:</b>		
Saving Bank Accounts	5,03,985	3,11,845
Govt. Securities, Deposits & Bonds etc.	1,70,31,057	1,53,70,578
Special Advances to members	1,33,927	1,10,255
<b>Total (1)</b>	<b>1,76,68,969</b>	<b>1,57,92,678</b>
<b>2 Expenditure</b>		
<b>2.1 Interest Paid</b>		
Paid/Credited to GPF members A/c	92,88,645	88,37,749
Paid/Credited to CPF members A/c	9,02,008	9,85,127
Paid/Credited to CPS members A/c	54,40,871	42,03,237
Bank Charges	1236	450
<b>Total (2)</b>	<b>1,56,32,760</b>	<b>1,40,26,563</b>
<b>3 Excess of Income over Expenditure</b>		
Transferred to Balance Sheet	(3) 20,36,209	17,66,115
<b>Total (2+3)</b>	<b>1,76,68,969</b>	<b>1,57,92,678</b>

Place : Lucknow  
Date: 24.04.2014

  
(Sudhir Chandra)  
Secretary

  
(Prof. A. Vinay Kumar)  
Chairman



## Appendix - 3

**INDIAN INSTITUTE OF MANAGEMENT EMPLOYEE PROVIDENT FUND TRUST, LUCKNOW  
RECEIPT AND PAYMENT ACCOUNT FOR THE YEAR ENDING 31ST MARCH 2014**

(Rs.)

Particulars	2013-14	2012-13
<b>1 Receipts</b>		
<b>1.1 Opening Balance</b>		
Yes Bank SB A/c	33,36,906	5,00,574
Axis Bank, SB A/c	55,30,902	43,22,738
	<b>88,67,808</b>	<b>48,23,312</b>
<b>1.2 Maturity of Investments</b>		
FDRs, Bonds & Others	<b>6,26,00,000</b>	<b>3,15,84,321</b>
<b>1.3 Interest Received</b>		
Saving Bank Account	4,80,611	3,11,845
FDRs, SDS & Other Deposits	1,47,09,085	1,11,14,156
Special Loans	1,33,927	1,10,255
	<b>1,53,23,623</b>	<b>1,15,36,256</b>
<b>1.4 Members Accounts</b>		
Members Account GPF	1,52,08,279	1,50,11,302
Members Account CPF	19,11,309	19,63,638
Members Account CPS	1,32,72,076	1,00,94,822
Recovery of Advances	12,20,511	16,05,286
Recovery of Special Advances	82,74,855	75,92,622
	<b>3,98,87,030</b>	<b>3,62,67,670</b>
<b>Total (1)</b>	<b>12,66,78,461</b>	<b>8,42,11,559</b>
<b>2 Payments</b>		
<b>2.1 Investments</b>		
FDRs, Bonds & Others	<b>8,61,00,000</b>	<b>4,85,00,000</b>
<b>2.2 Payment to Members</b>		
Advances	8,77,000	12,56,000
Finals Withdrawals GPF	185,05,810	95,93,257
Final Withdrawals CPF	"	74,66,347
Final Withdrawals CPS	26,20,058	15,33,579
Special Advances	93,25,000	66,45,000
Interest paid/Bank charges etc.	2,71,609	3,49,568
	<b>3,15,99,477</b>	<b>2,68,43,751</b>
<b>2.3 Closing Balances</b>		
Yes Bank SB A/c	70,32,898	33,36,906
Axis Bank SB A/c	19,46,086	55,30,902
	<b>89,78,984</b>	<b>88,67,808</b>
<b>Total (2)</b>	<b>12,66,78,461</b>	<b>8,42,11,559</b>

Place : Lucknow  
Date: 24.04.2014

  
(Sudhir Chandra)  
Secretary

  
(Prof. A. Vinay Kumar)  
Chairman

Photographs courtesy:  
Mr. Sudhir Chandra  
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Anuradha Manjul