

FINAL PLACEMENTS  
CLASS OF 2015

MBA (ENERGY & INFRASTRUCTURE)

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FIRST  
AMONG  
EQUALS

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RECRUITERS' HANDBOOK



PDPU

PANDIT DEENDAYAL PETROLEUM UNIVERSITY

**SPM**

SCHOOL OF  
PETROLEUM  
MANAGEMENT

# VISION

*To Be an Internationally Renowned & Respected Institution Imparting Excellent Education & Training Based Upon The Foundation of Futuristic Research & Innovations.*

# MISSION

*Undertake unique obligation for Education in Energy Engineering and Management with special responsibilities in domain specific aspects of Energy & Infrastructure.*

*Seek to nurture students of extraordinary motivation and ability and prepare them for life-long learning and leadership in an increasingly knowledge driven world.*

*Envisage to establish institutes of excellence in education, competitive edge in research and real time relevance with futuristic thrusts in offering of programmes and undertaking of activities and projects.*

## BOARD OF GOVERNORS

**Dr. Mukesh D. Ambani**

Chairman & Managing Director,  
Reliance Industries Ltd.  
President, Pandit Deendayal Petroleum  
University

**Shri D. J. Pandian, IAS**

Additional Chief Secretary,  
Energy & Petrochemicals Department,  
Government of Gujarat

**Dr. P. K. Banik**

Director General, Pandit Deendayal  
Petroleum University

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Principal Secretary  
(Higher and Tech. Education)  
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**Shri Vikram Singh Mehta**

Chairman, Brookings India (India)

**Shri Tarun Shah**

Registrar, Pandit Deendayal Petroleum  
University

**Dr. Nigam Dave**

Director, School of Liberal Studies,  
Pandit Deendayal Petroleum University



## President's Message

**Dr. Mukesh Ambani**

President, Pandit Deendayal Petroleum University

In my close association with the field of education in recent years, I have observed that while institutions are built on the pillars of faculty, research, infrastructure, collaborative and administrative strengths, it is affirmed that it is only a passion for excellence which elevates it to a high order. I feel greatly inspired when I see Pandit Deendayal Petroleum University evolve into an institution which can hand-hold students through a transformational journey where knowledge is acquired while nurturing excellent human values, where learning has moved beyond the classroom - all proving to be priceless assets in one's professional life. As citizens of this great nation, and as part of a greater world order, where socio-economic dynamics are undergoing rapid change, and the fact that India's youth will increasingly play a key role in the global scheme of things, I can sense great optimism in the air.

It is here that PDPU's holistic education philosophy across the programs of management, engineering and liberal arts proves crucial for it helps to create a fine talent pool who can make a vital difference in the way they address their professional roles.

My best wishes to all of you and I hope that the corporate world will respond with great enthusiasm on assessing your professional capabilities.



## Chairman's Message

**Shri D. J. Pandian, IAS**

Additional Chief Secretary, Energy & Petrochemicals Department,  
Government of Gujarat,  
Chairman & Standing Committee, Pandit Deendayal Petroleum University

As I present the Class of 2015 to you, specialists in the domain of Energy & Infrastructure, I take the onus of impressing you with a batch of students who have traversed an intensive journey in academic and personality development which has been instrumental in imparting unique attributes of professional excellence in each one of them. Our academic environment has adopted a holistic approach to give the class an in-depth view of diverse management subjects, stimulated a deep sense of academic curiosity, empowered one with desired skills and understanding of management fundamentals, created a spirit which upholds integrity and transparency as core professional values and has extended a unique professional identity which each can carry with a great sense of pride.

These stated qualities, I trust are greatly valued by corporates today, and I presume that while we have given our students an immersive experience in energy and infrastructure management, it could well be our privilege to have groomed outstanding business leaders of the future.

I warmly welcome you to our campus and meet the **FIRST AMONG EQUALS**.



## Director General's Message

Prof. P. K. Banik

Director General, Pandit Deendayal Petroleum University

India needs to pay focused attention to the development of infrastructure and solving problems of growing demand-supply gap in energy sector in order to sustain both economic development and rate of growth as envisaged in our development plan. This is a challenge before all stakeholders in Energy and Infrastructure domains. School of Petroleum Management (SPM) of Pandit Deendayal Petroleum University has taken a bold step by accepting the challenge to produce skilled manpower for Energy and Infrastructure sectors of the industry with highest level of competency. We need to produce manpower for the country, which is relevant and employable. SPM has taken many steps in this direction by inviting all stakeholders in formulating curriculum and syllabus, associating experts from industry in Boards of Studies and arranging expert-lectures and case studies, involving MBA students in solving real life problems of the industry and many more. The continuous student-faculty interaction is one of the major elements of pedagogy, by which students learn to exercise their analytical aptitude resulting in innovative solutions of problems. We, at SPM, are committed to produce relevant and socially useful manpower required in Energy and Infrastructure sectors. I am sure, our highly energetic and intellectual students will find place to show their potential and worth in relevant sectors of the industry.

I wish all our students a challenging and bright career ahead.



## Director's Message

Dr. Hemant C. Trivedi

Director, School of Petroleum Management  
Pandit Deendayal Petroleum University

School of Petroleum Management (SPM) was established in the year 2006 to cater managerial manpower requirements of oil and gas sector and has soon expanded to serve the larger Energy and Infrastructure sector. With the formation of the Pandit Deendayal Petroleum University (PDPU) in 2007 the Institute became a constituent body, today popularly known as SPM-PDPU. The batch of 2013-15 consists of two distinct programmes, the well-established MBA in 'Energy & Infrastructure' and a newly introduced MBA programme offering specialization options to students in all important functional management area, viz; Marketing, Finance, Operations and Human Resource Management.

MBA (E&I) students have an advantage of pursuing their studies in Energy and Infrastructure domain. The seven batches of students that have graduated from SPM have got good placements, which is evident that the industry recognizes MBA Graduates of SPM as most suitable to fulfil their manpower requirements. We at SPM recognize that a professional programme in management at postgraduate level must equip students with clear concepts in every functional area of management. Understanding of business and associated issues, and exposure to industry practices are equally important for a successful managerial career. Studying the summer internship project (SIP) and the companies that took our students for SIPs is strongly indicative that while domain specialization remains important we have been able to cater to production, services and consulting organizations. Further, we have also been successful in attracting a variety of Business and Industry organizations right from Financial Institutions, Distribution Companies and Production & Operations establishments.

The curriculum at SPM is carefully designed and delivered to impart conceptual knowledge, provide in-depth understanding

of industry and enhance soft skill capabilities. Distinctive mix of pedagogy helps achieve these objectives in a creative and enthralling manner. Full-time residential requirements and two years of engaging co-curricular and extra-curricular activities also add value to the personality development of our students. Our dedicated team of full-time faculty members are actively engaged in case writing, research and publication and takes deep interest in shaping-up the young minds. We are fortunate to receive great support from the industry. Experienced senior executives from industry always help us in our MBA admission process, designing of curriculum, course development, teaching, research and case writing.

World class academic and physical infrastructure facilities on our campus provide a backbone to creating a healthy and convenient learning environment for teachers and students. Aspirants of a good management education in the fastest growing economy in India either in Energy and Infrastructure sector or in other aspects of business management, consider SPM-PDPU very seriously as an option.

We at SPM promise a robust infrastructure, engaging activities, invigorating environment and award winning curriculum to make our MBAs one notch superior to whatever competition that exists.

Allow me to present my students of MBA E&I and MBA General Management 2013-15 batch seeking your support in their final placement aspirations for a lucrative, fulfilling and rewarding career with an opportunity to continue their learning beyond the SPM.



# PANDIT DEENDAYAL PETROLEUM UNIVERSITY

PANDIT DEENDAYAL PETROLEUM UNIVERSITY, GANDHINAGAR PROMOTED BY GUJARAT STATE PETROLEUM CORPORATION (GSPC) IS A DOMAIN SPECIFIC UNIVERSITY IN THE FIELD OF ENERGY EDUCATION AND RESEARCH WITH A SPECIAL FOCUS ON THE OIL AND GAS SECTOR. THE UNIVERSITY IS RECOGNIZED BY UGC.

PDPU currently addresses the need for trained and specialized human resource for Oil & Gas Industry worldwide. It helps to expand the opportunities for students and professionals to develop intellectual knowledge base with leadership skills to compete in the global arena. All these are accomplished through a number of specialized and well planned undergraduate and post graduate energy education programme and intensive research initiatives.

Located in Gandhinagar, the capital of Gujarat, PDPU is spread over an impressive campus of about 50 acres and offers necessary infrastructure of a world - class institute. The details about the university are available at [www.pdpu.ac.in](http://www.pdpu.ac.in)

## SCHOOL OBJECTIVES

TO OPERATE AS AN EDUCATIONAL AND RESEARCH HUB THAT NETWORKS WITH NATIONAL AND INTERNATIONAL PRACTITIONERS FROM VARIED SECTORS.

TO OFFER BUSINESS EDUCATIONAL PROGRAMMES LEADING TO MASTER'S AND DOCTORAL DEGREES.

TO MANAGE THE CONTENT, DESIGN, DELIVERY, LEARNING OUTCOMES AND CONTINUOUS INNOVATION OF THE ACADEMIC PROGRAMMES IN A MANNER THAT EARNS ACCREDITATION OF INTERNATIONAL STATURE.

TO OFFER CUSTOMIZED TRAINING PROGRAMMES WITH RELEVANT CONCEPTUAL INPUTS AND SKILLS TO ADDRESS THE DEMAND OF INCREASINGLY COMPETITIVE BUSINESS AND INDUSTRY.

TO CREATE KNOWLEDGE TO RESEARCH IN THE AREAS OF TECHNO MANAGERIAL CHALLENGES, AND ALSO DISSEMINATE IT FOR THE BENEFIT OF STUDENTS, PRACTICING MANAGERS AND POLICY MAKERS.

TO PROMOTE A STRONG, EFFECTIVE AND MUTUALLY BENEFICIAL INDUSTRY-INSTITUTE INTERACTION.



*The Management School was first established as the Institute of Petroleum Management, Gandhinagar (IPMG) in 2006 by GERMI (Gujarat Energy Research and Management Institute), established as a trust and a society by GSPC (Gujarat State Petroleum Corporation), a Government of Gujarat undertaking. Subsequently in 2007, when GERMI established Pandit Deendayal Petroleum University, IPMG became the constituent of PDPU and changed the name to School of Petroleum Management (SPM).*

### Recognition

SPM-PDPU values the necessary regulatory recognitions in our national context. PDPU has been established by the Act of the Gujarat Legislature, The University is recognized by UGC under section 2 (7). Moreover SPM sincerely believes in the recognition of its programme by the industry, which we are confident about by virtue of the distinctiveness and quality of our programme and the prospective graduates.

### MBA (Energy & Infrastructure)

The flagship two-year full time residential programme leading to MBA (Energy & Infrastructure) is delivered in quarter (trimester) system over the two years, with three quarters of study in each of the two years and a summer internship with industry at the end of the first year of study. The programme is focused on energy sector with emphasis on Oil & Gas sector.

*School of Petroleum Management is preparing managerial manpower for the Energy & Infrastructure sector as well as for the functional domain such as Marketing, Finance, Operations & HR for the changing business scenario and need of the industry. To meet this challenge, SPM aims to become a premier institution with state-of-the-art facilities, providing world class education, training and research, consultancy and outreach services in the areas of energy and other sectors.*

# Batch 2013-15

SPM is proud to present its 8<sup>th</sup> batch comprising a blend of laterals and fresh graduates. The amalgamation of diverse minds creates a kind of energy pool which simulates learning and propels them to reach greater heights. The students of this batch bring a diverse field of knowledge in terms of their industry experience in Oil & Gas, Power, Renewable, IT, Automobile and various other sectors. Majority of the students come from various engineering disciplines that contribute in bridging the gap between technical and managerial aspect of this sector. The interstate & cultural diversity of the batch creates a frivolous environment inside & outside classroom. Students become more accustomed to various group dynamics which helps in making them more acclimatize to the diverse environment they will come across while working in various organizations.

Overall the batch of 2013-15 of SPM rightly portrays the motto of the University, "A Reservoir of Knowledge" and it presents to the world a future batch of managers who will take the country on the right path to Energy autonomy.



## COURSES

To complete the credit essentials of the entire programme, students take about 47 - 50 courses together in the first and the second year. While the first year courses are generic in nature; the second year courses (most of which are elective courses) have been specially designed to cater to the need and requirements of Energy and Infrastructure sector. Since the sector is global in nature all the courses are focused on global business perspective.

### First Year

- Financial Accounting for Managers
- Organizational Behaviour
- Managerial Economics
- Operations Management I
- Operations Management II
- Operations Research
- Business Communication I
- Business Communication II
- An Introduction to E&I Sector – a Business Perspective
- Managerial Computing
- Cost & Management Accounting
- Financial Management I
- Financial Management II
- Marketing Management I
- Marketing Management II
- Organizational Dynamics & Change Management
- Quantitative Methods I
- Quantitative Methods II
- Business Research Methods
- Energy and Infrastructure Sector-Technology and Management Perspective
- Human Resource Management
- Macroeconomics
- Management Information Systems

### Second Year

#### Programme Core

- Corporate Strategy
- Industrial Relations & Labour Law
- Legal Aspects of Business
- International Business Management
- Business Ethics and Corporate Governance

#### Track Core

##### (Energy & Infrastructure)

- Pricing of Energy Products
- Power Sector Management
- Petroleum Economics
- Project Management
- Energy Laws
- International Maritime Affairs in E&I Sector
- Health, Safety & Environment Management
- Infrastructure Finance

#### Track Electives

##### (Energy & Infrastructure)

- Energy Trade & Risk Management
- Information System in Energy Value Chain
- Marketing of Petroleum Oil Lubricants
- Business of LNG
- Brand Management in E & I Sector
- Managing Oil & Gas Business Operations
- Oil & Gas Accounting & Taxation
- Managing Refineries
- CGD Business
- Carbon Finance: New Business Opportunities
- Managing Oil & Gas Contracts
- Infrastructure Contract Management
- Course on Independent Study

#### Free Electives

- Management Control Systems
- Management of Financial Services
- Stress Management
- Compensation & Benefits Management
- Market Structure & Game Theory
- Enterprise Asset Management
- Business Intelligence & Data Mining
- Managing Cross-Cultural Issues
- HR Tools & Techniques
- Training & Development
- Services Marketing
- Negotiation and Conflict Management
- Public Sector Economics
- Supply Chain and Logistics Management
- International Finance
- International Marketing
- Talent Management
- Creativity and Innovation Management
- Econometrics
- Operations Strategy
- Materials and Spares Management
- Business Consulting
- Entrepreneurship
- Indian Ethos and Management
- Business to Business Marketing



**"OUR NATURES ARE  
A LOT LIKE OIL, MIX US  
WITH ANYTHING ELSE AND  
WE STRIVE TO SWIM ON TOP."  
- JOAN RIVERS**



# ADMISSIONS

SPM uses CAT (Common Admission Test, conducted by IIMs) score as an input for the admission process. For further assessment it uses group discussion and personal interview processes to select the most deserving candidates for its programme. The minimum eligibility criteria for admission to the programme is a Bachelor's Degree with at least 50% marks or equivalent CGPA).

# PEDAGOGY

## CASE STUDIES

Teaching - learning process at SPM mostly focuses on Case Study method that includes dynamic process of exchanging perspectives, countering and defending points and building ideas that improve students' understanding and exposure to decision - making process in the complex business environment. The case studies are chosen from different industries to start with and then gradually focused on business aspects of Energy & Infrastructure sector, as the programme progresses.

## GROUP PROJECTS

Working with talented and accomplished peers provides a unique opportunity for accelerated professional and personal growth. Group projects, a major component of most courses, help students to not only learn the intended concepts and skills but also to develop and refine skills in working in diverse groups. The groups are formed from pools of varied disciplines, backgrounds, corporate experience and career orientations to leverage on the enormous diversity in perspectives. The projects are designed in such a manner that the entire class benefits with coverage of multifarious aspects of Energy & Infrastructure sector with minimum overlapping and duplication.

## SUMMER INTERNSHIP

Summer Internship is a major component of the learning process at SPM. At the end of third trimester, all students are required to undergo summer internship of minimum 6 weeks with energy sector companies, financial institutions, IT and infrastructure majors, management consultancies. On successful completion of the training, a student is required to make a presentation and submit a written report for evaluation. The formal assessment and feedback of the industry guides are also taken into consideration for overall evaluation of summer projects.

## BEYOND THE CLASSROOM

SPM offers a dynamic campus with outstanding study, research and computer facilities. It also offers students extraordinary opportunities for professional growth through participation in various cultural and academic clubs that organize field trips, academic seminars, cultural programs, debates, discussions and other public services like blood donation etc. Domain specific workshops are also organized periodically to strengthen teaching learning process.

## HUMAN RESOURCES

Competent and dedicated professionals are the most vital resource for any educational institution. SPM has invested considerable efforts and resources to attract an excellent group of human resources to further its objectives.

## INDUSTRIAL VISITS

*As John Ruskin had once said "The entire object of true education, is to make people not merely do the right thing, but to enjoy right things; not merely industrious, but to love industry; not merely learned, but to love knowledge."*

We at SPM believe that knowledge is incomplete without the practical dimensions of the industry. To impart an exposure of the challenges that are faced in the industry, Industrial visit is used as a pedagogy wherein the students tour the domain specific industries along the complete value chain of Energy and Infrastructure. It broadens their perspective across all the fields of operations, marketing, finance and HR. This enhances their knowledge by discussion and brainstorming with the industry fraternity.



# FACULTY

The School is in the continuous process of building a world-class intellectual community of distinguished and dedicated faculty to promote learning and knowledge creation of high order. The institute endeavors to create an environment of academic freedom overlaid by meticulous, self-imposed standards of excellence and socially responsive practices. The fundamental strength of the faculty is in the rich experience they bring to SPM, enhanced by enthusiasm at participating in the early days of a budding domain specific institution.

SPM encourages and cultivates an environment of collaborative learning amongst the faculty team. The institute also recognizes that research provides a major interface with wider academia and industry. Pioneering interdisciplinary research by the faculty feeds directly into a better learning environment at the Institute and indirectly to a wider audience of practicing managers and teachers of management. The model for the Faculty has a portfolio mix of competent permanent and visiting faculty from Academia and professionals from energy sector. This model ensures that students are exposed to the most recent insights and thinking.

## Core Faculty

- AKASH PATEL, PH.D**  
Accounting & Finance
- ASHUTOSH MUDULI, PH.D**  
Human Resource Management
- C.GOPALKRISHNAN, PH.D**  
Strategic Management
- D M PESTONJEE, PH.D**  
GSPL - Chair Professor  
Organizational Behaviour
- HEMANT TRIVEDI, PH.D**  
Marketing
- KAUSHAL KISHORE, MMM, MA (ECO)**  
Pursuing Ph.D, Marketing
- LALIT KHURANA, PURSUING PH.D**  
M.com, MBA, MA (Eco), Finance
- PRAMOD PALIWAL, PH.D**  
Marketing
- SATISH PANDEY, PH.D**  
Organizational Behaviour
- SOMDEB LAHIRI, PH.D**  
Economics
- SUBRAT SAHU, PH.D**  
Marketing
- SUDHIR YADAV, PH.D**  
Production & Operations Management
- TANUSHRI BANERJEE, PH.D**  
Information Systems

## Faculty from other Schools of PDPU

- DEBASHISH SARKAR**  
School of Petroleum Technology
- RANAJIT BANERJEE**  
Director - PDPU Consultant

## Visiting Faculty

- ARAKHITA KHANDUAL**  
Independent Consultant
- AJAY DAS**  
Adani Group
- AJIT DESAI**  
Independent Consultant
- ASHISH VERMA**  
Sr. Associate - Energy Utilities  
& Services, Infosys
- ASHWANI KUMAR**  
CEPT University
- BIREN Y VAKIL**  
Independent Consultant
- CAPT. SARABJIT BUTALIA**  
Independent Consultant
- D. G. SHUKLA**  
Legal Expert
- DHIREN DESAI**  
Independent Consultant
- DIPTI KUMAR BANIK**  
Independent Consultant
- DIVYESH DESAI**  
Shell
- H. C. SHAH**  
VP- Commercial, CFO  
Elecon Engineering Co. Ltd.,
- JAYESH GANATRA**  
B - Intelligence
- MANISH THAKER**  
M. G. Science College
- MRUGESH PAWAR**  
Independent Consultant
- MR. NARMADASHANKER PATHAK**  
Independent Consultant  
Nagabhushanam Garimella  
Independent Consultant
- NARAYAN BASER**  
NICM
- PANKAJ JAIN**  
Cairn India
- PAWAN KUMAR CHUGAN**  
Independent Consultant
- RAJENDRASINH M. PARMAR**  
Independent Consultant
- RAVI GOR**  
Director - Dr. Babasaheb  
Ambedkar Open University
- RUCHI TIWARI**  
Professor, AES Post Graduate  
Institute of Business  
Management [Ahmedabad  
University]
- SAMARTH KAJI**  
Cairn India
- SHAJI ZACHARIAS**  
IBM Sales & Distribution
- SHASHANK SHEKHAR JHA**  
GE Oil & Gas
- SNEHAL DESAI**  
Independent Consultant
- SUNDARAMAN CHINTAMANI**  
Mahindra Satyam
- SHUBHRA ANAND**  
Associate Professor, Indira  
School of Business Studies,  
Pune (MH)
- SUPRIYA SAPRE**  
BPCL, Mumbai
- TARAL PATHAK**  
Professor, AES Post Graduate  
Institute of Business  
Management [Ahmedabad  
University]
- VISWANATH PINGALI**  
Faculty, Economics Area  
Indian Institute of  
Management Ahmedabad
- PINKY DESAI**  
Professor, St. Xavier's College  
Ahmedabad
- A B RAJU**  
CEO of Biz Trans Consulting,  
Ahmedabad
- DEEPAK KRISHNAN**  
Independent Consultant
- MOHAN SARAN SATSANGI**  
Independent Consultant

# GUEST SPEAKERS

- A D KARPE**  
Gujarat State Electricity Corporation  
Limited
- AJIT MISHRA**  
Head of Marketing, Essar Oil
- AMIN PETIWALA**  
Vice President - Finance &  
Accounting, GSPC LNG
- ANIL JOSHI**  
Senior Vice President, GSPC LNG
- ANIL MATOO**  
Head, HR & Admin., Essar Power
- ANIL SARDANA**  
MD, Tata Power
- ANJAN GHOSH**  
Sr. Group Vice President & Head-  
Corporate Sector, Ratings, ICRA India
- DR. ANJALI HAZARIKA**  
Head, Talent Management,  
Oil India Ltd.
- ANOOP SHARMA**  
DGM (Infrastructure Core Group),  
IDBI Bank
- ANURAG DEEPAK**  
ED-Pipelines,  
Bharat Petroleum Corporation Ltd.
- ARUN KUMAR JAGATRAMKA**  
Chairman & Managing Director  
Gujarat NRE Coke Ltd.
- ASIM PARASHAR**  
Associate Director  
Management Consulting KPMG
- AUGUSTINE PETER**  
IES Director General, Petroleum  
Planning and Analysis Cell (PPAC)
- B. S. NEGI**  
Former Member, Petroleum & Natural  
Gas Regulatory Board
- CHIRAG BRAHMBHATT**  
Director (HR & Admin)  
Gujarat Gas Company Limited
- DR. D M KALE**  
Independent Director  
ONGC TERI Biotech Ltd
- DEEPAK GADDHYAN**  
Head-Financial institutions and  
Government Business, Ratnakar Bank
- DIPEN CHAUHAN**  
Head (Commercial & Marketing)  
GSPC Gas Company Limited
- GURDEEP SINGH**  
MD, GSECL
- HAZIQ BEG**  
Chief Operating Officer  
IL&FS Energy Development Company  
Ltd.
- J GCHATURVEDI**  
ED- Ahmedabad Asset ONGC.
- JAYANT KUMAR**  
Chief - Business HR Tata Power
- JEREMY B BENTHAM**  
VP, Global Business Environment,  
Royal Dutch Shell
- JITENDRA SHAH**  
Managing Director,  
Tipsons Financial Services
- KAMAL DORABAWILA**  
Principal Investment Officer  
IFC, World Bank Group Sri Lanka
- DR. KIRIT S PARIKH**  
Chairman IRADe & Chairman  
Expert Group for Low carbon  
Strategy for Inclusive Growth  
Planning Commission of India
- KUMAR RUDRA**  
Project Director,  
Oil & Gas and Special Projects  
Larsen & Toubro Ltd.
- MAQSOOD SHAIKH**  
GM (Commercial)  
Gujarat Gas Company Limited
- MEHUL PANDYA**  
Executive Vice President  
& Head-SME, CARE Ratings
- MIHIR JOSHI**  
Managing Director & Chief  
Executive Officer, Gujarat  
Venture Finance Limited
- NITEEN BHAGWAT**  
Executive Director & CEO  
Asterii Analytics
- NITIN ZAMRE**  
Vice President, ICF International
- OMKAR JANI**  
Solar Research Wing, Principal  
Research Scientist, GERMI-RIIC
- PANKAJ SINDWANI**  
Head-Cleantech Finance, TATA Capital
- PARTHO GHOSE**  
Executive Vice President, KHS India
- PRABHAT SINGH**  
Director Marketing, GAIL
- DR. PRAMOD DEO**  
Chairperson, CERC
- R S SODHI**  
Managing Director, GCMMEF.
- RAJ GOPAL, IAS**  
MD, Gujarat Urja Vikas Nigam  
Limited
- RAJAT MISRA**  
Sr. Vice President, SBI CAPS  
Ltd
- RAJESH KUMAR IVATURI**  
Associate Director  
Management Consulting KPMG
- RAJESH PRASAD**  
Head, RuPay Acceptance,  
National Payments Corporation  
of India
- RAMACHANDRAN K**  
VP & Head, Ahmedabad RO,  
SBI Capital Markets Ltd
- ROHINTAN TALATI**  
Asst. General Manager-HR,  
Linde Engineering India Pvt. Ltd.
- S K NEGI**  
MD, GETCO
- S KTRIPATHY**  
Head (OALP) & DGM (Geology),  
DGH
- SANJEEV MEHRA**  
MD, TATA Power Trading  
Company
- SASHI MUKUNDAN**  
India Head, British Petroleum India
- SAVAN GODIAWALA**  
Senior Director, Corporate Finance  
Deloitte India
- SHALEEN SHARMA**  
President and Managing Director,  
BG India
- SHARAD BAIJAL**  
Head - Operation & Management  
Coastal Gujarat Power Limited,  
Tata Power Ltd.
- SHRIDHAR TAMBRAPARNI**  
Joint President-CGD, Adani  
Gas
- SHUBHRANSHU PATNAIK**  
Partner, Deloitte & Touche  
India
- SUDEEP KOLTE**  
Portfolio Manager - Asia Pacific  
& Middle East, Shell (India)
- SUDHIR VASUDEVA**  
Former CMD, ONGC
- DR. SUMAN BERY**  
Chief Economist, Shell Group
- SUNIL BHARATI**  
Head Corporate Communication  
Cairn India
- DR. TIMOTHY C COBURN**  
Director, Master of Energy Business  
Professor of Energy and Operations  
Management, Collins College of  
Business, The University of Tulsa
- V D APTÉ**  
Principal Advisor, Energy Division,  
Feedback Infra Private Limited
- V SRINIVASULU**  
Executive Director, APGIC
- VINEET MITTAL**  
Managing Director, Welspun Energy  
Ltd



# INTERNATIONAL ADVISORY COUNCIL

SPM with the support from its promoter, GSPC, has formed an International Advisory Council in order to provide SPM with strategic counsel towards the institute's vision of becoming a world - class institution in Energy & Infrastructure domain. The Council members have been invited by virtue of their track record as leaders of global hydrocarbon corporations as well as their knowledge of the international Energy & Infrastructure sector.



## OTHER ACADEMIC PROGRAMMES OFFERED AT SPM

Apart from its flagship program of MBA (Energy & Infrastructure), SPM offers other academic programmes as well.

### MBA (General Management)

The two-year full time residential programme leading to MBA is delivered in trimester system over the two years, with three quarters of study in each of the two years and a summer internship with industry at the end of the first year of study. The programme is focused on the 4 major functional areas of Management viz: Operations, Marketing, Finance and Human Resource Management.

### The Doctoral Programme

The purpose of the Doctoral Programme of SPM is to train prospective scholars to become highly skilled and innovative researchers and teachers in various aspects of management related to the energy sector. It primarily aims at preparing students for careers as faculty members at premier academic institutions.



### Post Graduate Diploma in Petroleum Management for working Executives(PGDPM-X)

PGDPM-X is a two year programme for working executives in Oil & Gas, Energy and Allied Sectors. The programme is divided into eight modules of seven days each. One module is conducted every quarter. Classes are held from Monday to Sunday once in a quarter. The programme offerings pertain to General management, Economics, Supply chain, International Geo-Political affairs, Project Management, Finance, Maritime Affairs, Information Systems, Energy Trade and Risk Management, City Gas Distribution and Law to mention a few.

### Management Development Programmes

This programme by SPM trains the industrial managers of all level by involving extensive study of the client organization, preparation of specific teaching materials and cases towards the development of a customized course design to suit the needs of each organization. This is a one -month duration programme an attempt to upgrade the skills of participants and also to help the organization in developing a culture conducive to organizational excellence.

# SPM ANNUAL FEST

School of Petroleum Management presented Annual Fest 2014, a national event, which was a rich blend of academics, an anthem of high adrenaline rush and performing arts, a tussle of management strategies and decision making. It extended an opportunity for the B-schools to showcase their attitude and aptitude and win prizes with the Quaternary festivities.



## SPM Annual Fest' 14

The 3 day mega event was a confluence of future business leaders, industry experts and sports enthusiasts from the length and breadth of the country. With participation from 77 B-Schools across the country and 17 teams from industry, SPM Annual fest was greeted with a tremendous response both from the industry as well as the students. Giving a short introduction on some numbers there were 30+ different events organized in SPM Annual Fest'14 covering managerial events, sports events, cultural events and fun events.

## CATALYST' 14

CATALYST'14, the management panorama provided a forum for students to demonstrate their leadership and managerial temperament in a creative environment. It is an ensemble of business and management events that brings together students from business schools across India, distinguished people from corporate world and entrepreneurs.

## REPRISE' 14

REPRISE'14, the cultural fest of SPM, was an event that came as a breeze of refreshment in the hectic schedule of the students. Various co-curricular competitions in different fields such as dance, photography, film-making, etc. were held under Reprise. The fest commenced with a mesmerizing singing performance by a group of students from SPM, PDPU followed by the series of various events.

## ZEPHYR' 14

ZEPHYR'14, the Annual SPM Alumni Meet was a part of the SPM Annual Fest'14. It was a platform to bring together all our alumni from SPM. This event was especially dedicated to the SPM Family consisting of all our faculties, alumni as well as current students.

## ENERGY CUP' 14

ENERGY CUP'14, the sports extravaganza which had 11 teams from B-schools and 6 teams from industry. In the busiest world of management schools, students got chance to show their skills and compete with the best teams. Tata Consultancy Services has won the Energy Cup 2014.

## CULTURAL ACTIVITIES

Various refreshing and fun-filled events organized by Cultural Committee of School of Petroleum Management (SPM), PDPU in the academic year 2013-2014 included Fresher's party as the new batch embarked their journey, Scavengers Hunt to enhance teamwork and ice breaking between the students, Janmashtmi Celebration breaking the Handis and traditional dance by students, Ganesh Chaturthi Celebration with devotional prayers, Farewell Party bidding a goodbye to the alma mater including a DJ Party and lastly Aadharshila, the Foundation day of SPM which is celebrated on 18th December every year with great zeal and a feeling of indebtedness by every person who is a part of SPM family. These events are a platform to unite and to carry out activities on every occasion and they have become an indispensable part of the students' non-academic calendar at SPM.



## OTHER INITIATIVES BY SPM STUDENTS

"Being just another brick in the wall" is an ideology that no student at SPM believes in. Thus, efforts are made to go beyond the expectations and doing something for a greater good. The students of SPM have taken various social initiatives such as organizing a Blood Donation Camp in association with Confederation of Indian Industry-Young Indians (CII-YI) saving hundreds and thousands of lives. Also Raising Fund of an amount equivalent to Rs.16000 from all the students that was utilized to purchase a water boiler for children of a local school was a noble act. Indispensable part of the students' non-academic calendar at SPM.



## SPM MIRROR

"SPM Mirror" our monthly magazine is the interface with the Industry. It has worked its way up the ladder and epitomized SPM as an ambassador to the Industry. It was pioneered by SPM students and is considered as a remarkable feat in creating our niche in the Energy and Infrastructure Industry. It has been representing the Institute to the Industry since 2010 and has played a crucial role in portraying the exquisite pool of talented students that SPM possess. It is circulated to more than 200 companies across India.



# STUDENTS' COMMITTEES

STUDENT'S COMMITTEES ARE CONTRIVED TO FACILITATE THE CLASS FOR ORGANIZING EVENTS, ENHANCING CORPORATE RELATIONS AND VARIOUS OTHER ACTIVITIES.

## ACADEMIC COMMITTEE

The Academic Committee is designed with an aim to assist students in enhancing their knowledge base by inviting speakers from various industries and colleges. Curriculum enrichment and club related events are organized by them to involve students into interactive sessions.

## ALUMNI COMMITTEE

"You would always need someone who could guide you, advice you and be your support system". In a B-School who else could be referred for this job than an alumni. This committee arranges various seminars and meeting with the talented and successful alumni's which gives the class a better insight of the industry. The committee also maintains healthy and long lasting relationship with the alumni's.

## CULTURAL COMMITTEE

With the constant pressure at B-School, Cultural events play a major role in providing the student to lighten up and have fun in the campus. With various events such as festival celebrations, SPM Spartans, Treasure Hunt: Unity and Teamwork are encouraged with the added bonus of enjoyment and outdoor activities. School of Petroleum Management provides students with ample opportunity to showcase their cultural talents through stage shows and music performance.

## EMPANELMENT COMMITTEE

The team focuses on building a two way relationship between university and industry. It attempts to bring companies and students at a platform where they can optimally use the resources. It thrives in creating an enthralling relationship for both the communities.

## PLACEMENT COMMITTEE

Following the words by Lawrence Bossidy "I am convinced that nothing we do is more important than hiring and developing people. "At the end of the day you bet on people, not on strategies" the placement committee at SPM helps in finding the best fit for your organization. The committee in co-ordination with HR personnel helps the students in honing their skills and preparing them for the future endeavors. They maintain a close liaison with the potential employers.

## PUBLIC RELATIONS COMMITTEE

The team helps in the branding and sharing information of the campus with the outside world. They invite media to cover the footage of all the events organized in the calendar year and also interact with aspiring students by addressing their concerns. Team actively tracks the latest development of the Energy sector and shares the information with the students through different medium.

## SPORTS COMMITTEE

Sports Committee keeps the future managers physically and mentally fit and imparts the core values of sportsmanship and unity in the students. Various sports activities of SPM abridge and develop cordial relations among the corporate, alumni, students and the faculty.



# STUDENTS' CLUBS

Clubs promise a unique melting pot of ideas, values, experiences, joy rides, friendly terrains, grit, inspiration, and leadership and above all a tremendous learning opportunity for all. Presentations on different topics, Guest sessions, Debates, Discussion Forums, Quizzes, News Crunches are a few activities that these clubs perform regularly. The underlying philosophy of the clubs is to use students' spare time for personal growth. It not only helps in gaining knowledge but also sharpens the communication skills.



Energy Club is an initiative by students to add a new flavor, a new theme and to capture the pulse of the campus. It gives an extra edge to understand, learn and share knowledge on a common platform. This translates to enhance the students' intellect for their managerial domain from their peers and industry experts.



Club MARCOM is the "MARKeting" and "COMmunications" club of SPM. In this competitive business scenario, marketing of products and values has become a necessity. The corporate world is run by brands and not just by products/services. Marketing, these days, is as important for business to business (B2B), as it is for the business to customer (B2C) segment. At MARCOM, we understand this and try to awaken the marketer in each of us through various activities such as presentations, Adwise/Admad- the ad making competitions, jargons, interactive discussions, GD's, book reviews etc. These activities also help in developing the communication skills and "out of the box" thinking, much needed to survive in the world of marketing. It is here that the students of SPM learn the concepts of marketing in the various segments be it B2B, B2C and C2C; and hence, making the students of SPM practical enough to be challenged anywhere.



FINNACLE is a knowledge sharing platform which gives opportunity to cope up with the constantly evolving world of Finance. Weekly activities such as Debates, Quizzes, Guest Sessions and Presentations help expand the horizon in the world of Finance. The conceptual clarity is achieved by the interactive discussions among the students. News crunching sessions helps gaining insight to the latest developments in the markets. With this the students are able to withstand the circumstances of the bear market and ace the bull market.



The objective of Opere-Shonzu club is to make students realize the importance of operations management in all domains of industry. Students take initiative every week and enrich themselves with various topics not only concentrated on hard core operations but also operations management associated with sales, finance, HR etc domains. The club also aims at discussing about the latest tools and software used in industry for optimizing the operations. At large such activities help students to integrate the academics with real time operations going on in the industry.



It is a well known fact that the human mind understands and retains the most if something is conveyed in the form of "audio + video", ergo, we have Club Cognivids - the movies / documentaries club of SPM. It is the youngest club of SPM. The objective behind starting this club is to inculcate a documentary culture in the students. Every week, the trailers of three documentaries are shown to the students and a winning entry is decided through polling. This winning entry is then showcased in the club. After the documentary is over, an interactive discussion on the same is conducted. These documentaries help the students to broaden the horizons of their knowledge and develop a better thought process. Once in a while, a movie is also showcased in the club to take some load off from everyone's mind.



## CHAI KI TAPRI PE SESSIONS

A conversation between a student and a faculty at SPM led to the beginning of this club. The aim of this club is to make the students more aware of the latest happenings in the world and making them more connected to the real world and hence lessening the difference between an SPMite and Graduate from some other B-School.

The session includes a class discussion on current affairs, latest trends in the sector and market as a whole etc. The topic to be discussed is decided a week in advance and a very healthy, learning and fruitful discussion takes place. Quite a few sessions have taken place but the knowledge acquired is immense. The session has 2-3 people who will be hosting the event so that it goes in a smooth way.

## CLUB HR

The HR club is the youngest club at SPM, hardly a year old. It comprises of HR student members from the junior as well as senior batch to involve all the students and make them think from different perspectives by placing practical illustrations.

The HR club started as an initiative to give a boost to the HR activities in the college. The main motive of the HR club is to spearhead activities that could remove the traditional myths surrounding HR as a function and to create awareness regarding the importance of HR function in the current business scenario. It facilitates the functioning of the Centre of Excellence for HR. It provides a platform to the student community to understand and enhance their knowledge in this field by getting associated with the faculty, participating in events and contributing through articles.

# CONFERENCES & CONCLAVES

## POWER SECTOR INDIA ROUNDTABLE 2013

The 3rd edition of Power Sector Roundtable 2013 was successfully organized on 30th August 2013 at School of Petroleum Management, PDP, Gandhinagar. The event was graced by Honorable Minister, Shri Saurabh Patel, Government of Gujarat. He started by his address by highlighting current issues that has been grappling the sector. He talked about the issue of coal supply, which is primary fuel and has been powering the country for many decades. He also highlighted that there is a disaster waiting in the form of gas price hike in 2014 and this decision is going to turn every Gas Power plant in this country unviable to function and run. The event had participation from Government of Gujarat, GUVNL, GSECL, GETCO, Tata Power, SBI Caps, PWC, KPMG, Deloitte, IEEMA etc. First session of the roundtable addressed the impact of new developments such as, New regulatory mechanism in distribution sector, Financial Restructuring of State DISCOMs and imported coal pricing mechanism of India UMPPs. The second session revolved around addressing new initiatives to revamp Indian Power Sector. The third session concentrated towards Human resource Management of Indian Power sector. The event was sponsored by GPCL and was a grand success.



## 3RD OIL AND GAS CONCLAVE 2013

With much anticipation and enthusiasm, the two day, 3rd Oil and Gas Conclave 2013, one of the most famed among the Conclaves that takes place at SPM, PDP, happened on 20th September, 2013. It was graced by the presence of Mr. Sashi Mukundan, India Head, BP India as the Chief Guest along with Shri D. J. Pandian, Additional Chief Secretary, Government of Gujarat and Dr. P. K. Banik, Director General, PDP. Giving insights about the sector, the Chief Guest addressed the roots of the prevailing problems and envisaged that the demand for oil and gas is going to rise every year. The guest of honor, Shri D. J. Pandian discussed the importance of domain knowledge in making a policy with respect to oil and gas business. Post the inaugural session, the conclave saw the discussion on topics such as Regulatory framework and Impact on Economy, Petroleum Reservoir Management and role of Simulation, New gas prices: Boon or Bane from various stakeholder's perspectives giving useful insights to all the guests, media listeners and students. Government dignitaries, energy sector leaders and industry guest attended it. To name a few, the guest speakers were Mr. S. K. Tripathy, Head (OALP) and DGM (Geology, DGH, Mr. Kumar Rudra, Project Director, oil and Gas Special Projects L&T Ltd etc.



## 3RD INFRASTRUCTURE CONCLAVE, 2013

With immense fervor and hard work, the 3rd Energy Infrastructure Conclave was organized at SPM, PDP, on 4th October, 2013. It was an honor to have Mr. Arun Kumar Jagatramka, Chairman and MD, Gujarat NRE Coke Ltd. Mr. Jagatramka addressed the audience with a brief introduction of the sector and steps that could be taken in order to meet the rising demands of energy. The session proceeded with discussions on infrastructure financing, Energy logistics, complexity of these infrastructure projects and their crucial role played for country's growth. Eminent personalities from around the industry and sector attended it and provided their inputs on various relevant topics acknowledging all the attendees about the field. Mr. Manish Sheth, Asst. general Manager-Finance set the session in motion with his in-depth knowledge on the complete value chain of the E&P sector.



## FINANCIAL SERVICES ROUNDTABLE 2013

With much anticipation and enthusiasm, the Financial Service Roundtable 2013, yet another masterpiece from the series of Conclaves, took place at School of Petroleum Management, Pandit Deendayal Petroleum University on October 18, 2013. It was a privilege and honour to have Shri Rajesh Prasad (Head, RuPay Acceptance, National Payments Corporation of India) along with Shri D. J. Pandian (Additional Chief Secretary, Government of Gujarat) and Dr. P. K. Banik (Director General, PDP). Regarding the country's present financial scenario, Shri Rajesh Prasad started off discussion by mentioning the underlying opportunity in Indian Financial Sector and the growth drivers for the same. Multiple chain of access, lower IT cost, underserved SME's were some of the topics that were discussed under that umbrella. Then the discussion was focused on the prevailing payment system in India. The session was attended by various financial sector leaders and industry listeners. To name a few, the guest speakers for the roundtable were Shri Anjan Ghosh (Sr Group Vice President & Head-Corporate Sector Ratings, ICRA India), Shri Asim Parashar (Associate Director, Management consulting, KPMG). All the speakers provided insights on financial needs and relevant topics.

## BUSINESS MANAGEMENT SYMPOSIUM, 2013

The School of Petroleum Management, Pandit Deendayal Petroleum University, successfully conducted its first ever Business Management Symposium on 6th December, 2013. The symposium was attended by eminent industry members from a wide plethora of sectors, members of the media, the faculty and the students of SPM, PDP. Mr. G. Raghuram, Dean (Faculty), IIM-Ahmedabad, graced the event as the Chief Guest and spoke at length on the importance for B-schools to structure the course curriculum in such a manner that they remain in sync with the ever-changing market, both domestically and globally and highlighted on the participation of professional managers in national governance and policy making. The symposium, spanned over three sessions and had experts talk on a wide range of issues faced by industries.

Session 1 saw various discussions on the topic, The Connect: MBA and Industry Requirement wherein five industry magnates gave their insights. Session 2 saw a discussion on versatile topics such as Managing competition through analytics and enhance customer value proposition. The last session included talks related to organizational capabilities through internal analysis with a special emphasis on the PEST model and related key business challenges faced by SMEs. Some of the guests who attended it as speakers were Mr. Kaiser Masood, Senior Consultant, Infosys, Mr. Arindam Sen, Manager-Retail Credit Risk Management, HSBC Global Services to name a few.



## INTERNATIONAL CONFERENCE IN ENERGY AND INFRASTRUCTURE, 2014

Looking ahead for a sustainable and energy rich future, the speakers from industry, academic institutions and students from around the world made their presence felt at the two day International Conference on Energy and Infrastructure 2014 organized by School of Petroleum Management, Pandit Deendayal Petroleum University on 11th and 12th January, 2014. ICEI 2014 started flamboyantly with inaugural session been addressed by Mr D J Pandian - IAS, Mr Kirit S Parikh, Planning Commission of India and Prof Timothy Coburn from University of Tulsa. The eminent personalities stressed on talking about improving the outlook on investments in research and Development in India, necessity of renewable energy in the country and challenges faced by the energy sector. The two day event saw the presence of some of the stalwarts of the world such as Prof Latha Ramachand, Dean, bureau College, University of Houston who suggested encouragement of investments in infrastructure. Academicians, Industry experts, Faculties from varied colleges and B-school around the world along with the students showed immense enthusiasm through their participation and involvement. It provided for an outstanding platform for building stronger and longer relations with the outside world and connect with reality in a better manner. Various problems and related solutions were discussed and suggested by the speakers all through the day. In addition to these sessions we witnessed around 76 paper presentations by elite the members in the 12 technical sessions.





*SPM believes that creating a serene environment blended with modern technologies heightens the spirit and energy level of all learners and inspires them to optimize their learning efforts. In this direction SPM provides the intellectual ambience in a stimulating campus.*

**RESIDENTIAL ACCOMMODATION FOR STUDENTS**

**IMPRESSIVE AND AESTHETICALLY BUILT ACADEMIC AREAS**

**IT SYSTEMS WITH LATEST HARDWARE & SOFTWARE AND SEAMLESS INTERNET CONNECTIVITY**

**SPORTS & RECREATIONAL FACILITIES**

**AUTOMATED LIBRARY AND LATEST COMMUNICATION FACILITIES**

Library and Information Centre (LIC) is the heart of the Institute with an aim of providing production & dissemination of knowledge, information, insights & intellect. The centre has utilized Information Technology extensively to ensure that resources are accessible from anywhere at any time. Services such as OPAC for checking online availability and reserving online, bio-metric reader, remote access to e-resources and database make the LIC user friendly. LIC holds collection of printed as well electronic resources which include books, journals, databases, CDs/DVDs, e-journals, reports, case studies, conference proceedings, training manuals, etc.

The library has been automated using Alice for Windows (AFW) - an international user- friendly library package. The software facilitates automated circulation (issue - return)of books and speedy access to bibliographic, location and availability information of the books in the library. The catalogue is available on the Internet for inquiring about books. SPM library also subscribes Online Databases viz. EBSCO: Business Source Premier, Infraline: Energy and Infrastructure sector, and CMIE: Industry Analysis Service, CapEx and Business Beacon, Capitaline Plus database and Indiatat.com. The on - campus fully furnished residential facility extends the flexibility of conducting all types of academic and extra - curricular activities at time suiting to the requirements for the students. The learning has been extended to a 24x7 time-frame instead of standard class timing.



# STUDENTS' ACHIEVEMENTS

## FE@CAMPUS

Financial Express Campus Mastermind is a national level article writing competition covering topics relating to crucial sectors like Energy, Infrastructure etc. SPM emerged as the only B school from Gujarat with **Siddhartha Bhatnagar as a winner**. Articles of Siddhartha Bhatnagar, Sounak Sarkar and Swapnil Rajjada were published in the FE@Campus section of The Financial Express.

## INTERNATIONAL CONFERENCE ON MANAGEMENT OF INFRASTRUCTURE-13

String of glory has been added to SPM when the students' team comprising **Dhaval Shah, Raman Shahi and Vikas Gupta won Best Paper Award in Infrastructure Domain** at "International Conference on Management of Infrastructure-2013" held at UPES Dehradun. The team presented the research paper on "Road to Recovery for Debt Ridden State Electricity Boards (SEBs)".

## BUSINESS STANDARD-STUDENTS' CORNER

"Students' corner" is an open response weekly platform provided by the Business Standard. Each week intriguing question is asked and the best response is published. Multiple times SPM students' response with Siddhartha Bhatnagar, Rakshit Maheshwari, Saumay Gupta & Tanya Sehgal were selected and published in all the national editions.

## SHORT FILM

A short AD on NO-TOBACCO made by our students was **recognized and awarded at National Level by Kerala State Authority** on Event of World No Tobacco Day.

SPM students have also showcased their skill in the sphere of "short movie making". With principal contribution from Parth Shukla coming up with a movie "**Money Order**" which was screened in **SHAMIANA**, India's only dedicated and fastest growing short film club.

## ARTICLE WRITING

SPM students have made their presence felt in reputed Blogging sites like **TheIndianEconomist.com** and **IdeasMakeMarket.com** with their contributions as columnist with updated articles in the domain of Energy and Infrastructure.

## WORLD SYMPOSIUM ON SUSTAINABLE DEVELOPMENT

03 Abstract of our students on Sustainable Development at Universities were selected at '2nd World Symposium on Sustainable Development' held at Manchester, UK.

## INTERNATIONAL CONFERENCE ON FINANCE AND ACCOUNTING, PHUKET

An abstract of Paper on "**Influence on International Credit rating on India's Debt Funding**" authored by Tanya Sehgal and Naishadh Kotak was selected in International Conference on Finance and Accounting, Phuket, Thailand.

## SPORTS

SPM students have outshined in various sports such as Badminton, Chess, Cricket and Lawn Tennis at sports events held at Entrepreneurship Development Institute of India (EDII) & Mudra Institute of Communications, Ahmedabad (MICA)

# EMINENT SPEAKERS



**SHRI SAURABH PATEL**  
State Cabinet Minister,  
Energy and Petrochemicals  
Govt. of Gujarat



**DR. KIRIT S PARIKH**  
Chairman IRADe & Chairman  
Expert Group for Low carbon  
Strategy for Inclusive Growth  
Planning Commission of India



**SASHI MUKUNDAN**  
Country Head- India,  
British Petroleum



**ANIL SARDANA**  
Managing Director,  
Tata Power



**DR. SUMAN BERY**  
Chief Economist, Shell Group



**ARUN KUMAR JAGATRAMKA**  
Chairman & Managing Director,  
Gujarat NRE Coke Ltd.



**SHRI RAJESH PRASAD**  
Head - RuPay Acceptance at  
National Payments  
Corporation of India (NPCI).

## CORPORATE RELATIONS AND PLACEMENTS

### MR. ROBIN THOMAS

Manager - Corporate Relations and Training

Phone: 079-23275124

Mobile: +91-9328877589

Email: robin.thomas@pdpu.ac.in

### DR. AKASH PATEL

Faculty Advisor, Corporate Relations

Phone: +91 79 2327 5107

Mobile: +91 94264 41212

E-mail: akash.patel@spm.pdpu.ac.in

### Greetings!

It gives us immense pleasure and pride to introduce our 8<sup>th</sup> batch of the two-years, full-time, residential MBA programme focusing on Energy and Infrastructure sector. The batch has an un-paralleled profile, a sound mix of experienced and fresher students from varied technological disciplines. They are undergoing a meticulous course curriculum, demanding pedagogical framework which includes comprehensive case studies, presentations, quizzes, individual and group projects, seminars, industrial visits and term examinations.

The students of SPM create a strong industry interface by organizing National level Conclaves and Guest Lectures, focusing on issues and current trends in Oil & Gas, Power, Infrastructure, Finance and Solar. SPM also hosts annual students' fest consisting of Academic, cultural and sports event. Daily Clubs pertaining to Energy, Finance, Marketing, Operations and Human Resource are undertaken by students. These activities engage students with the industry, augmenting their learning and building their business competencies. We are confident that the students of SPM will perform beyond your expectations and make significant contribution to help your organization grow. On behalf of SPM, we put forward the talent of SPM and cordially welcome you to participate in the summer placement process and develop a mutually beneficial relationship.



## FINAL PLACEMENT 2014-15

The Final Placement Season begins from 24<sup>th</sup> November, 2014.

During the season companies will be given a date and time slot to organize their recruitment process at the campus. It is expected that the entire selection procedure will be carried out within the time frame offered. Companies may invite CVs of interested students and shortlist them on the basis of their profiles before coming to campus. On campus, the companies apart from interviewing the short-listed candidates may also choose to interview other students. Once a student has got a certain number of offers, s/he will not be allowed to participate in the placement process further. Companies are required to declare the name of the students selected as soon as they have completed their processes.

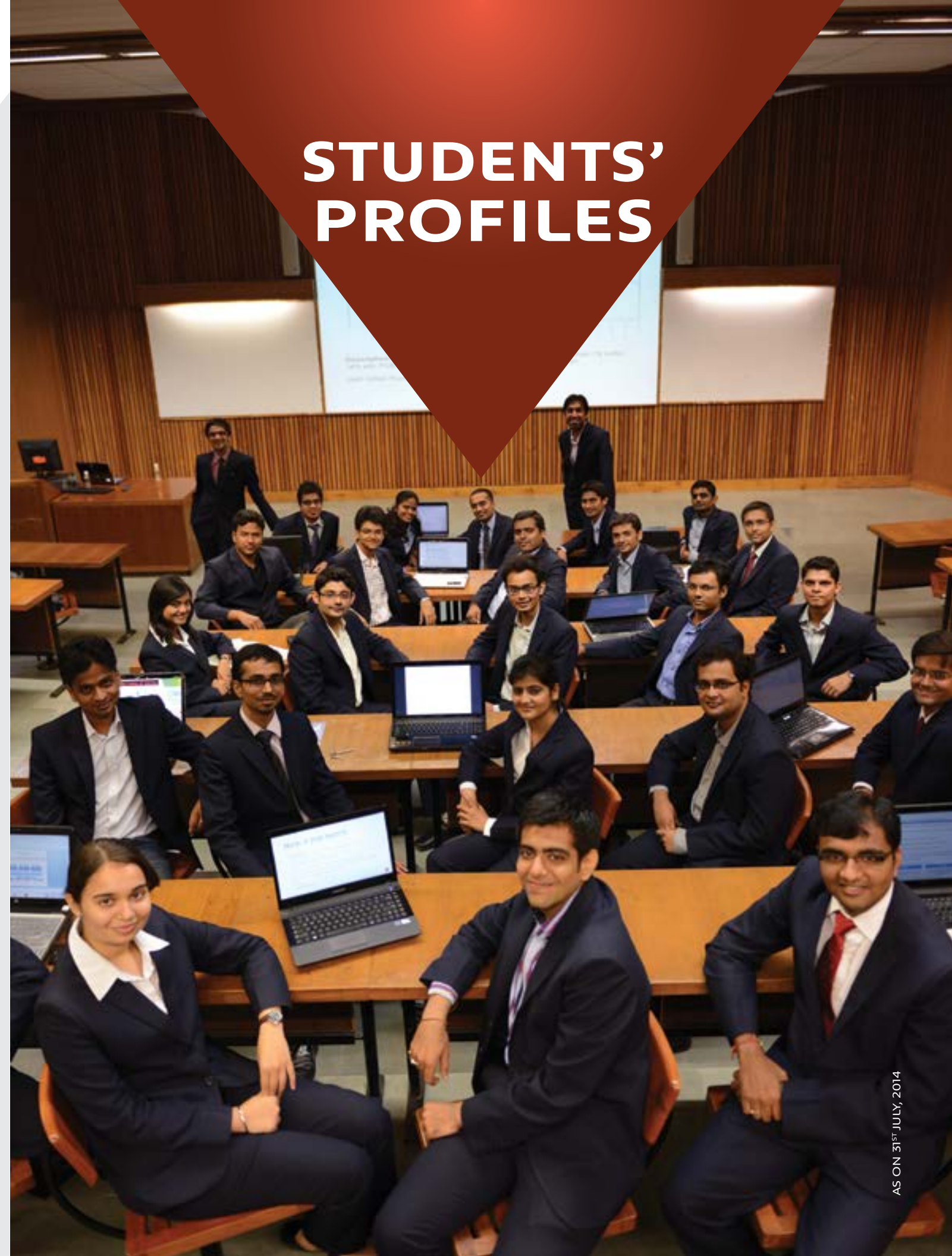
The companies may contact undersigned for any further details:

### MR. ROBIN THOMAS

Manager - Corporate Relations and Training

Phone: 079-23275124 | Mobile: +91-9328877589 | Email: robin.thomas@pdpu.ac.in

# STUDENTS' PROFILES







## Aakash Malu

**QUALIFICATION** : B. E. (Electronics & Communication), Gujarat University, Ahmedabad  
**EXPERIENCE** : Total 24 Months  
 09 Months - Charmi Sales Corporation  
 15 Months - Abhishek Enterprise  
**AGE** : 25  
**E-MAIL** : aakash.mpgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
Potential assessment of SBU LPG, BPCL Ahmedabad

**ABSTRACT:** Main objective is to study and understand LPG business of BPCL which includes subsidized LPG, commercial LPG, beyond LPG, BMCG and Mini Bharat Gas. The major problem faced by the company in Ahmedabad region is that the sales of commercial LPG have fallen due to emergence of piped Gas, competitors both OMCs and private marketers offering better rates, black marketing, poor services by dealers etc. The project was aimed to analyse, verify and suggest ways to improve the overall scenario. There is a need to create awareness for 5 KG Mini LPG by advertisements on radios and other low cost ways and diversion needs to be controlled along with a few policies.



## Aarya Ajay Dashpute

**QUALIFICATION** : B. E. (Power Engineering),  
National Power Training Institute (NPTI), Nagpur  
**AGE** : 22  
**E-MAIL** : aarya.dpgp13@spm.pdpu.ac.in

**COMPANY:**  
Hindustan Petroleum Corporation Limited

**TOPIC:**  
Identifying Best Practices in the Retail Outlet Sector and  
Implementing these at the COMCO's to Increase Profitability

**ABSTRACT:** Petroleum retail industry suffers from low product differentiation, lack of customer loyalty, low price differentiation, costless switchover and high competition, thus making fuel a commodity. The retail outlets are therefore finding it difficult to maintain their profits. The project concentrates on retaining and enhancing the HPCL's Company owned Company Operated Outlets (COCO) profits. To achieve this aim, twofold strategy needs to be adopted viz. increasing the revenues and reducing the expenses. HPCL's 6 COCO in Ahmedabad-Gandhinagar area were studied along with several dealer outlets to identify and implement the best practices and technologies to attract new customers, minimize the expenses and optimizing the use of existing resources.



## Akhil Harikumar

**QUALIFICATION** : B. E. (Electrical), Gujarat Technological University, Ahmedabad  
**AGE** : 23  
**E-MAIL** : akhil.hpgp13@spm.pdpu.ac.in

**COMPANY:**  
L & T Hydrocarbon Engineering-  
Hydrocarbon Mid and Downstream

**TOPIC:**  
Improvements in cost Estimation Aspects (Electrical) in EPC jobs

**ABSTRACT:** The project mainly aims at developing static models and formulae based on the past database for estimating the bidding cost for electrical equipments for upcoming projects. Along with the insights derived from working on two of their previous cost sheets, Standard Operating Procedures (SOPs) for Core E&I functional group developed by L&T HMD were referred for this report. The project further aims to study Technological Developments in Industrial Lighting which will benefit L&T HMD in future projects. To conclude L&T HMD has very sound & robust estimation procedure which gives it a strategic edge.



## Ankit Seta

**QUALIFICATION** : B. Tech. (Electronics & Communication), Nirma University, Ahmedabad  
**EXPERIENCE** : 23 Months - Hewlett Packard (HP)  
**AGE** : 23  
**E-MAIL** : ankit.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Gail (India) Limited

**TOPIC:**  
Study on Natural Gas Marketing at MZO

**ABSTRACT:** Of the various available sources of energy Natural Gas has emerged as a principle source of energy in the world energy consumption. The share of Natural Gas in the energy mix of India is also expected to increase substantially. The project is meant to study the activities related to Natural Gas marketing at Mumbai Zonal Office. Study includes the commercial benefits of using Natural gas compared to Liquid fuels, analysis of gas allocation to existing customers connected through DUPL-DBPL served by MZO based on data of their annual purchase during calendar year 2013. Contracts with existing customers have been used to study various procedures like GSA, GTA, LMC and CT as Secondary Data. The study of various gas pricing mechanisms prevailing in India and recent activities at GAIL in order to promote gas usage in India like HH price linked gas sale has been included. Analysis of HH prices has prepared in order to reinforce the marketing of gas with new price mechanism.



## Anshul Attrey

**QUALIFICATION** : B. Tech. (Electronics), Institute of Engineering & Rural Technology (IERT), Allahabad  
Uttar Pradesh Technical University

**EXPERIENCE** : 38 Months – TATA Consultancy Services Limited

**AGE** : 27

**E-MAIL** : anshul.appg13@spm.pdpu.ac.in

**COMPANY:**  
Directorate General of Hydrocarbons

**TOPIC:**  
Analysis of Production Sharing Contracts under the NELP Regime

**ABSTRACT:** After experimenting with various licensing regimes, the New Exploration Licensing Policy (NELP) was formulated by the Government of India in late 90's. Production Sharing Contract (PSC) is an agreement between Contractor and Government whereby Contractor bears all exploration risks, production and development costs in return for its stipulated share of production resulting from this effort. The undertaken project highlights technical aspects, contract finance and legal aspects of the current Production Sharing Contract (PSC) and how they have evolved from NELP I to NELP IX. Some suggestions/improvements have also been put forward which could be thought of by the concerned authorities for the forthcoming rounds of NELP.



## Ashish Adyalkar

**QUALIFICATION** : B. E. (Mechanical), L. D. College of Engineering, Ahmedabad  
Gujarat University

**EXPERIENCE** : Total 31 Months  
26 Months - Larsen & Toubro Limited  
05 Months - Sanghi Industries Limited

**AGE** : 26

**E-MAIL** : ashish.adyalkarpg13@spm.pdpu.ac.in

**COMPANY:**  
Mott MacDonald

**TOPIC:**  
Assessing financial literacy & financial inclusion

**ABSTRACT:** Aim of the study was to assess the state of financial literacy and inclusion across districts of Gujarat and Diu & Daman. Governments around the world recognize the benefits to individuals and national economies at large of having a financially literate population that has access to appropriate financial products. This study comprises questions on both financial literacy and financial inclusion covering financial knowledge, behaviour and attitudes of respondents. This study also provides a comparative analysis of districts on various aspects of financial literacy and financial inclusion. Steps involved in the project were developing a questionnaire, designing a survey method, collecting data and analyzing that data to provide meaningful results. Based on results, the study provides recommendations for enhancing financial literacy & inclusion.



## Avinash Pandey

**QUALIFICATION** : B. Tech. (Instrumentation & Control), Galgotias College of Engineering & Technology, Greater Noida  
Gautam Buddh Technical University

**AGE** : 22

**E-MAIL** : avinash.ppgp13@spm.pdpu.ac.in

**COMPANY:**  
GSPC LNG

**TOPIC:**  
Importance of LNG in India's Energy Basket and the challenges in LNG value chain

**ABSTRACT:** Considering the demand of Natural Gas in India, GSPC LNG Ltd. is setting up its LNG terminal at Mundra port in the state of Gujarat. This project focuses on the study of assessing the importance of LNG in India's energy basket as well as its demand and supply dynamics. The challenges with respect to LNG value chain such as contractual issues, technical and regulatory risks, pricing etc. are examined during the study.



## Bhargav Bhatt

**QUALIFICATION** : B. E. (Electronics & Telecommunication), Pune University

**EXPERIENCE** : 6 Months - Cognizant Technology Solutions

**AGE** : 23

**E-MAIL** : bhargav.bpgp13@spm.pdpu.ac.in

**COMPANY:**  
Mahanagar Gas Limited

**TOPIC:**  
Analyzing CNG economics and the factors affecting the consumption of CNG

**ABSTRACT:** Mumbai and the CNG market offers a unique proposition for Mahanagar Gas Ltd. to tap the automotive segment. While for auto-rickshaws and taxis it is a compulsion, the private car owners and commercial vehicle owners are free to choose. Thus selective specific customer base should be appropriately segmented and targeted. MGL has preferred to limit its marketing activities to the stations only. This will have to change and appropriate placement of educational advertisements should be undertaken. Concepts of aggressive marketing and branding must be utilized to increase the penetration of CNG across all the automotive segments.



## Bhavik Patel

**QUALIFICATION** : B. Sc. (Electronics), Gujarat University, Ahmedabad  
**AGE** : 27  
**E-MAIL** : bhavik.ppgp13@spm.pdpu.ac.in

**COMPANY:**  
ING Vysya Bank Limited

**TOPIC:**  
To understand advance procedures for PSL

**ABSTRACT:** This project studies about marketing procedures followed by ING Vysya Bank for lending majorly to SMEs and Agriculture sector. Now a days "SME funding" is smart and preferred option looking towards the risk factor and return rates.

During the project I also carried out a market survey to have primary data about various SMEs and their banking facilities. This revealed some important information about marketing strategies used, factors affecting the banking services, various products offered by banks. ING Vysya Bank offers Cash Credit and Overdraft facilities to SMEs. The project concluded that parameters such as close proximity to bank, interest rates and speed of services are major issues which affects the clients. ING Vysya need to focus on these parameter in order to capture current opportunities lying in this segment.



## Darshit Paun

**QUALIFICATION** : B. E. (Mechanical), Gujarat Technological University, Ahmedabad  
**AGE** : 22  
**E-MAIL** : darshit.ppgp13@spm.pdpu.ac.in

**COMPANY:**  
SBI Capital Markets Limited

**TOPIC:**  
Outlook for refining and petrochemical industry in India

**ABSTRACT:** To get a future lookout of the refining and petrochemical industry, it is very important to understand the current developments in the industry. For determining the revenue projections, used in the financial modeling of an upcoming refinery and petrochemicals complex, the global and Indian demand-supply scenario, along with its pricing mechanism, and price trend of the following range of products are studied:

- Major Petroleum Products (Petrol, Diesel, LPG and Naphtha)
- Petrochemical Building Blocks (Olefins and Aromatics)
- Basic Polymer products (LDPE, LLDPE, HDPE, PP and PVC)

The study helped in identifying the feasibility of the project. It was also inferred that the Indian refining industry will be able to meet the demand of petroleum products in the next 5 years however investments in the petrochemical industry will be required to fulfill the future demand.



## Dhaval Shah

**QUALIFICATION** : B. E. (Instrumentation & Control), Dharmsinh Desai University, Nadiad  
**EXPERIENCE** : 25 Months – Adani Power Limited  
**AGE** : 24  
**E-MAIL** : dhaval.spgp13@spm.pdpu.ac.in

**COMPANY:**  
ONGC Videsh Limited

**TOPIC:**  
Risk Mapping in International Oil & Gas Organization

**ABSTRACT:** World politics is driven by the strategic intent of the powerful nations to acquire energy resources. Thus every nation strives for Energy Security by acquiring and exploring Oil & Gas reserves. Risk being the inherent characteristics of the Oil & Gas industry becomes a complex factor to handle particularly in International Operations. The project deliberates on identification of these risks, its analysis and mapping them for the organization for better decision making and achieving the desired objectives and returns against the heavy investment. It also focusses on implementation of Enterprise Risk Management system under ISO 31000:2009 which acts as a shield in this Volatile, Uncertain, Complex and Ambiguous (VUCA) world.



## Himanshi Singh Chandel

**QUALIFICATION** : B. E. (Electronics & Communication), Gujarat Technological University, Ahmedabad  
**AGE** : 22  
**E-MAIL** : himanshi.cpgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
Potential Assessment of LPG SBU of BPCL for Ahmedabad city

**ABSTRACT:** Project is an endeavour to understand the LPG business of BPCL. The objective is to check the domestic and commercial consumers' satisfaction level with BPCL products & services. It includes managing all the touch points viz. customer purchase, sales force contacts, service and support calls, web site visits, satisfaction surveys, credit and payment interactions for effective CRM. It also deals with monitoring of some BPCL agencies to identify bottlenecks in LPG business for correction and business development.

The project also aims at identifying the untapped business potential available for the growth of LPG business.



## Himanshu Khatri

**QUALIFICATION** : B. Tech. (Chemical), Lakshminarayan Institute of Technology, Rashtasant Tukadoji Maharaj Nagpur University

**EXPERIENCE** : 35 Months – Sulzer Chemtech

**AGE** : 27

**E-MAIL** : himanshu.kpgp13@spm.pdpu.ac.in

**COMPANY:**  
Ernst & Young LLP

**TOPIC:**  
Internal Audit – Perspective Oil and Gas Industry

**ABSTRACT:** Risk advisory services involve internal auditing of various business process of the organisation. It includes understanding various processes, identification of various risks involved, carrying analysis, and identification of control gaps and, provide feasible recommendations. Internal Audit at one of the big four audit firm EY LLP, have helped me to deploy my skills and knowledge with a perspective of identifying risk across challenging processes at one of the fully integrated oil and gas organizations, Reliance Industries Limited (RIL). My core responsibilities revolved around executing Internal Audit in the most challenging and high value areas like Liquefied Natural Gas (LNG) Receipt, Solid products dispatch etc. at one of the largest petrochemical site of RIL, wherein I could not only appreciate the complex processes but also could identify risks and recommend mitigation measures to plug the risks with financial implications justifying the recommendations substantially.



## Hitesh Meena

**QUALIFICATION** : B. Tech. (Petroleum), Pandit Deendayal Petroleum University, Gandhinagar

**AGE** : 23

**E-MAIL** : hitesh.mpgp13@spm.pdpu.ac.in

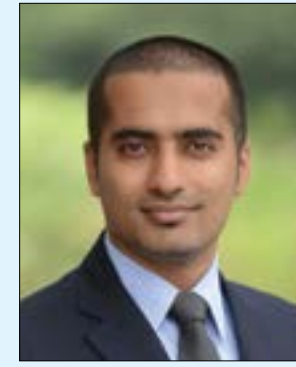
**COMPANY:**  
GAIL (India) Limited

**TOPIC:**  
Natural Gas market development in Vadodara region

**ABSTRACT:** Natural gas has emerged as the most preferred fuel due to its inherent environmentally benign nature, greater efficiency and cost effectiveness. The demand of natural gas has sharply increased in the last two decades at the global level. In India too, the natural gas sector has gained importance, particularly over the last decade, and is being termed as the Fuel of the 21st Century.

This project's prime focus shall be on the development of natural gas market in Vadodara region. The Vadodara gas network in terms of infrastructure and layout will be looked into. The project emphasize on database of different categories of customers ( Existing as well as potential and expansion), also the demand estimation for short, medium as well as long term. Possibilities of infrastructure development for gas pipelines and supply, Price sensitivity analysis of gas market on supply demand projection, Factors influencing the demand of the natural gas and Sector wise demand projection are very important part of this project.

India's wholesale gas market and competitive interstate transportation market have shown a steady advancement in the recent past and lucrative opportunities for growth wait in the future.



## Jalaj Malhotra

**QUALIFICATION** : B. Tech. (Electronics & Communication), Himachal Pradesh University, Shimla

**EXPERIENCE:** Total 29 Months  
5 Months - Hima Industrial Corporation  
11 Months - Bergen Technical Services Private Limited  
13 Months - Jupiter Solar Power Limited

**AGE** : 27

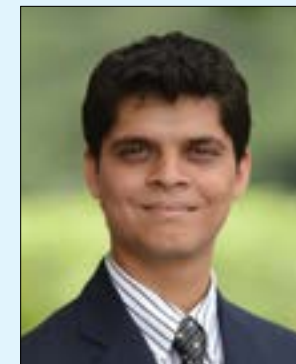
**E-MAIL** : jalaj.mpgp13@spm.pdpu.ac.in

**COMPANY:**  
L&T Constructions Water & Renewable Energy IC

**TOPIC:**  
1. Operations and Maintenance Challenges at Solar PV Power Projects.  
2. Risks Analysis in Solar Project Development – Indian Perspective

### ABSTRACT:

1. Since PV power plant management practices in India is still emerging and evolving, visits to sites in Rajasthan provided critical insight to the actual issues involved in the operations as well as their impact on return on investment.  
The Project covers:
  - Various O&M issues emerging during the O&M phase and their effects.
  - Maximizing the Total Energy Output from a Solar Project.
  - Role of Information technology in operations, detecting and minimizing downtime.
2. If the PV industry can demonstrate the capability to successfully manage its risks, thereby inspiring financier confidence, it may be able to obtain a lower cost of capital in future transactions.  
The Project objective was to assess the various risks involved for developer, locals, economy, government, and environment etc. in development of a solar power project.



## Joy Barot

**QUALIFICATION** : B. Tech. (Mechanical), National Institute of Technology (NIT), Surat

**EXPERIENCE** : Total 34 Months  
28 Months – TATA Autocomp GY Batteries Limited  
06 Months - Ispat Industries Limited

**AGE** : 25

**E-MAIL** : joy.bpgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
To Access MAK Trac Magic + Potential and its Promotion in the field

**ABSTRACT:** In the Indian Economy, agriculture and infrastructure plays a prominent role for its development, and BPCL with its MAK Lubricants is making efforts to grow it further. MAK has introduced MAK Trac Magic +, multipurpose oil used in tractors.

The primary objective of this project was to check its potential in areas densely populated with tractor users and owners. Market research tools such as questionnaire, focus group interviews etc. were used, and tractor users, lubricant retailers and mechanics were interviewed. Another objective was to promote this by conducting 'KisanMela' and One Day Wonder at Retail Outlet and outside the retailer's shops.



## Kuldeep Parmar

**QUALIFICATION** : B. Tech. (Chemical), Rajiv Gandhi Institute of Petroleum Technology (RGIPT), Raebareli  
**AGE** : 24  
**E-MAIL** : kuldeep.pggp13@spm.pdpu.ac.in

**COMPANY:**  
Indian Oil Corporation Limited

**TOPIC:**  
Marketing challenges with "XTRAREWARDS" Loyalty Program: Consumer perspective vis-a-vis Indian Oil's Channel Partners' perspective.

**ABSTRACT:** The objective of project is to identify the marketing challenges with "XTRAREWARDS"-Loyalty program introduced by IOCL in order to retain old customers and make new loyal customers. Identification of marketing challenges and focus on branding and sales promotion of XTRAREWARDS card. My study focus on how the current branding of XTRAREWARDS cards is being done, and study its effectiveness along with survey and making new tie-up (alliance partners) with leading restaurant chains in Chandigarh region in order to get sustained growth in contemporary competitive world of oil marketing.



## Kunal Garg

**QUALIFICATION** : B. Tech. (Computer Science), Rajasthan Technical University, Kota  
**EXPERIENCE** : Total 30 Months  
 13 Months – TATA Consultancy Services Limited  
 17 Months – Triumph Academy  
**AGE** : 26  
**E-MAIL** : kunal.gggp13@spm.pdpu.ac.in

**COMPANY:**  
ING Vysya Bank Limited

**TOPIC:**  
Analysis of Credit Risk Evaluation in Business Banking

**ABSTRACT:** The project prominently aimed at analyzing various credit products offered by ING Vysya Bank to various corporate and help them to manage their working capital requirements and eventually leading to efficient treasury management of bank which in turn enhance the business in the economy. I observed that bank majorly emphasis on Cash Credit(CC) & Secured Overdraft(SOD) services considering the short term market scenario, as a better alternative to Fund based working capital facilities. CC & SOD also offers an opportunity to generate alternate revenue for commercial banks with an optimal mix of growth, risk and profitability. It also covers various case on rating rationale of a company by mapping the theoretical basics of rating with the real situation of an organization.



## Manit Brahmhatt

**QUALIFICATION** : B.E. (Instrumentation & Control), Gujarat Technological University, Ahmedabad  
**AGE** : 23  
**E-MAIL** : manit.bggp13@spm.pdpu.ac.in

**COMPANY:**  
L & T Hydrocarbon Engineering-  
Hydrocarbon Mid and Downstream

**TOPIC:**  
Improvement in Cost Estimation Aspect in EPC Industry

**ABSTRACT:** Cost estimation is crucial aspect for any EPC contractor like L&T. and by doing quick & accurate cost estimation any EPC contractor is able to get competitive advantage over others. E&I(Electrical & Instrumentation) Core Capability Center performs cost estimation for electrical & instrumentation goods. Whole procedure is very conventional but essential also. Speediness is required at every stage of evaluation. With the help of business statistics tools cost estimation can be worked out in much better way without taking inputs from vendor. This whole exercise was done to expedite the cost estimating procedure of L&T HMD (Core E&I). A case for wireless instrumentation and Fiber Optic Network was undertaken for detailed Cost analysis.



## Minal Jethwani

**QUALIFICATION** : B. Tech. (Information Technology), Rajasthan Technical University, Kota  
**AGE** : 24  
**E-MAIL** : minal.jggp13@spm.pdpu.ac.in

**COMPANY:**  
GSPC GAS

**TOPIC:**  
I. Business Analysis of PNG Commercial Segment.  
II. Analytical study of PNGRB Bidding Rounds and IGL Tariff Order.

**ABSTRACT:** The Project, in its initial phase, aims at understanding the characteristics of PNG commercial segment for Gandhinagar GA through primary market research. Analytics capture a snapshot of PNG awareness, market potential and also expectations of the existing customers. Second phase includes analysis of the bidding process of PNGRB and IGL tariff order. It provides first-hand understanding of methodology for determination of compression charge and network tariff charged by CGD entities.

**COMPANY:**  
NSL Power

**TOPIC:**  
A Study on Thermal Power Plant: Concept to Commissioning.

**ABSTRACT:** The project is an endeavour to identify roadblocks in the process of setting up a thermal power plant in the new architecture of all-India competitive electricity market. The study highlights factors viz. fuel availability, project financing, umpteen clearances, congested transmission corridors and project monitoring skills hampering the implementation of capacity addition plan.



## Miraj Kumar

**QUALIFICATION** : B.E. (Computer Science), Visvesvaraya Technological University, Belgaum

**EXPERIENCE** : 31 Months – TATA Consultancy Services Limited

**AGE** : 26

**E-MAIL** : miraj.kpgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
Optimum Utilization of product inventory

**ABSTRACT:** The project attempts to understand and enhance inventory optimization in downstream oil marketing companies (OMC) in general and Bharat Petroleum Corporation Limited (BPCL) in particular. An attempt has been made to link the inventory management systems at the terminal with the automation, operations and supply chain management (SCM) systems at different retail strategic business units of BPCL. Improvements in operations at the terminal were suggested with proper details and reasoning based on anomalies found through the study.



## Monik Gandhi

**QUALIFICATION** : B. E. (Mechanical), Gujarat Technological University, Ahmedabad

**AGE** : 23

**E-MAIL** : monik.gpgp13@spm.pdpu.ac.in

**COMPANY:**  
IDBI Bank Limited

**TOPIC:**  
Project appraisal for working capital limits of infrastructure developer companies

**ABSTRACT:** The appraisal is prepared by the bank for the purpose of sanctioning the limits to the working capital needs of the firm. Banks formulate various Fund based limits viz. Cash Credit, Working Capital Demand Loan and non-fund based limits viz Bank Guarantee, ILC/ FLC, Loan equivalent to risk (LER) for purpose of sanctioning working capital needs of the firm. The various aspects of bank learnt for the purpose of sanctioning working capital limits are Balance Sheet Analysis from a lender's point of view, Process of loan sanctioning to Corporate Clients, Assessment of Term Loan proposal, Assessment of Non-fund based requirement(LC/BG), Risk Analysis, Internal Credit Risk Rating and Derivation of pricing of Loans to be sanctioned.



## Muzaffar Khan Waris

**QUALIFICATION** : B. Tech. (Electrical), West Bengal University of Technology, Kolkata

**AGE** : 24

**E-MAIL** : muzaffar.kpgp13@spm.pdpu.ac.in

**COMPANY:**  
Oil and Natural Gas Limited

**TOPIC:**  
Bridging the demand supply gap of LNG market in India:  
A future perspective

**ABSTRACT:** India is a huge market in terms of Energy requirement and for fulfilling this pressing need we need LNG, which is a much cleaner fuel compared to coal. The project deals with the pressing problem that India faces of falling gas output and rising demand (KG-D6) and hence the project deals with determining the need of natural gas in India that can be fulfilled by importing LNG and also designing and planning of prospective LNG terminals in India to meet these needs. Currently India has LNG re-gasification capacity of 21.10 MMTPA but it is supposed to reach to around 60 MMTPA and more and for this careful and efficient planning is required.



## Naishadh Kotak

**QUALIFICATION** : B. E. (Electronics & Communication), Gujarat Technological University, Ahmedabad

**AGE** : 23

**E-MAIL** : naishadh.kpgp13@spm.pdpu.ac.in

**COMPANY:**  
ING Vysya Bank Limited

**TOPIC:**  
Credit Assessment Process for working capital finance to MSME Sector

**ABSTRACT:** Project prominently aimed to know the various types of working capital finance provided by the bank, specifically for MSME Sector. It also aimed to analyze procedure for assessment of fund based and non-fund based working capital finance. Meetings were held with existing and prospective clients. Financial data was collected on future projections for growth of business which helped to understand client needs and financial conditions. The project also focused on overview of RBI norms and guidelines for funding to MSME sector, understanding of different rating models, financial assessment and ratios. Real cases from different industries were studied to understand the credit analysis process. It also helped to find some loop-holes in the system.



## Nikhil Sajwal

**QUALIFICATION** : B. Tech. (Electronics & Communication), Gautam Buddha Technical University, Lucknow  
**AGE** : 23  
**E-MAIL** : nikhil.spgp13@spm.pdpu.ac.in

**COMPANY:**  
 Directorate General of Hydrocarbons

**TOPIC:**  
 Analysis of Production Sharing Contracts under the New Exploration and Licensing Policy (NELP)

**ABSTRACT:** The introduction of New Exploration Licensing Policy (NELP) by the Government in 1997 provided a level playing field to both Public and Private sector companies in exploration and production of hydrocarbons in India. This resulted in the development of E&P sector in India and opened up the sector for private and foreign investment.

The project aimed to understand the major components of a Production Sharing Contract (PSC) i.e. technical aspects, contract finance and legal aspects. The various changes in the PSC were also analyzed during the different NELP bidding rounds from NELP I till NELP IX. The merits and demerits of the proposed changes in the licensing policy by the government were also analyzed during the project thus giving the overall perspective of the current and the proposed licensing arrangements in the Indian E&P sector.



## Nilesh Kumar

**QUALIFICATION** : B. Tech. (Electronics & Communication), Punjab Technical University, Jalandhar  
**AGE** : 25  
**E-MAIL** : nilesh.kpgp13@spm.pdpu.ac.in

**COMPANY:**  
 Gujarat Energy Research & Management Institute

**TOPIC:**  
 Feasibility Analysis of Polysilicon manufacturing plant in Gujarat

**ABSTRACT:** India has to import solar modules from China, USA and Europe; main purpose of my project is to mitigate this dependence.

The project aimed at detailed analysis of setting up a polysilicon manufacturing plant in Gujarat. Polysilicon is the raw material for solar cells and ultimately solar modules. Despite the huge demand of polysilicon as per solar capacity additions in India, there is not a single polysilicon manufacturing plant in India.

**The scope of the project was:**

- Analysis of global solar demand and respective polysilicon needs.
- Indian PV market and polysilicon needed.
- Operational analysis & cost effective method for polysilicon production.
- Preferred plant location in the state of Gujarat.
- Making a business model estimating the overall cost of the project.



## Niraj Joshi

**QUALIFICATION** : B. E. (Metallurgy), Gujarat Technological University, Ahmedabad  
**EXPERIENCE** : 06 Months - Azad Foundry  
**AGE** : 23  
**E-MAIL** : niraj.jpgp13@spm.pdpu.ac.in

**COMPANY:**  
 Gujarat Technocastings Private Limited

**TOPIC:**  
 Introducing process improvement projects in the foundry to increase the revenue and reduce the cost by managing annual plant budget.

**ABSTRACT:** In the today's ever increasing competitive environment in the sphere of metallurgical companies, it is necessary to use selected aspects of strategic management in the company. The aim of the project is to verify the methodological foundations of the application of factors influencing the production as well as the marketing management trends adopted in the company by findings major root causes, raking certain assumption and producing feasible solution for the global expansion and to minimize the operating cost of the organisation.



## Nirav Modh

**QUALIFICATION** : B. E. (Electronics & Communication), Sardar Patel University, Vallabh Vidyanagar  
**EXPERIENCE** : 26 Months – Tech Mahindra Ltd.  
**AGE** : 25  
**E-MAIL** : nirav.mpgp13@spm.pdpu.ac.in

**COMPANY:**  
 L&T Technology Services Limited

**TOPIC:**  
 Brownfield industry asset management study for efficiency & optimization

**ABSTRACT:** The objective of the project was to study emerging domain of enterprise asset management to increase the efficiency of the asset intensive industries i.e. refineries, power utilities, manufacturing companies etc. Project included the study of recently introduced asset management standards PAS55 & ISO55000 showcasing the best asset management practices.

As a part of the project, I visited various companies like GSFC, NETAFIM, GETCO, L&T EBG and petro-stations to study their asset management practices. Key parameters were defined and ratings were given for the current practices of each company. Issues & challenges were found out and suggestions were made based on the comparison with the best asset management practices, which could reduce maintenance costs, optimize the performance and improve overall efficiency.



## Nisarg Shah

**QUALIFICATION** : B. Tech. (Electronics & Communication), Nirma University, Ahmedabad  
**AGE** : 22  
**E-MAIL** : nisarg.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Indian Oil Corporation Limited

**TOPIC:**  
Institutionalizing Customer Contact and Building Business Relations-Retail Network

**ABSTRACT:** The logistics and supply chain of crude oil for IOCL involves a complex network. The project prominently aimed at designing a system/programme for institutionalizing contact of customers and dealers for developing loyalty among both for IOCL. Various loyalty programme implemented by BPCL, HPCL and IOCL were compared and survey about general awareness of such loyalty programmes was carried out. Importance of reward points, fleet cards and automation in customer engagement are analysed for building business relationship. Centralized Petrol station management system was suggested for managing CODO retail outlets for sharing sales and performance analysis data for better performance.



## Parth Ambrish Shukla

**QUALIFICATION** : B. Tech. (Mechatronics), Ganpat University, Mehsana  
**EXPERIENCE** : 48 Months - Ashcroft India Private Limited  
**AGE** : 26  
**E-MAIL** : parth.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Mahanagar Gas Limited

**TOPIC:**  
Identifying potential customers under commercial-A segment; Carry out the survey to find out influences vis-à-vis hindrances towards obtaining PNG connection and work out marketing strategy targeting these customers

**ABSTRACT:** Commercial-A segment is very important segment for Mahanagar Gas limited as it is one of the major profit contributor segments for the company. Mahanagar Gas Limited has its network widely spread in different areas of Mumbai. This project consisted of collection and analysis of customer responses of customers under Commercial-A segment near railway lines of southern-western Mumbai. Estimating their Gas requirements, the influences and the hindrances to get an idea about opportunities in that area which would help in building strategies to convert them into clients and increase profitability.



## Pinang Panjwani

**QUALIFICATION** : B.E. (Mechanical), Gujarat University, Ahmedabad  
**EXPERIENCE** : Total 26 Months  
16 Months – Reliance Industries Limited  
10 Months – Kemrock Industries & Exports Limited  
**AGE** : 25  
**E-MAIL** : pinang.ppgp13@spm.pdpu.ac.in

**COMPANY:**  
Weatherford Oil Tools M.E. Limited

**TOPIC:**  
India's Chemical Sourcing Potential

**ABSTRACT:** A feasibility study for the oilfield chemicals division (Middle East and North Africa Region) of Weatherford Oil Tools M.E. Ltd to outsource chemicals from India was carried out. The study identified potential manufacturers dealing with Upstream Oilfield Chemicals in India. The interaction with various government bodies and specialty chemicals manufacturers associations helped understand the status of Chemical Industry in India vis-a-vis China.

**Key deliverables were:-**

- List of oilfield chemicals (based on volumes in dollar) that WFT can export from India at a competitive cost
- Details of Chemical Industry magazine, associations and government bodies that WFT can associate with in India for getting help in efficient procurement
- Detailed Analysis of all the oilfield chemicals of WFT in respect to imports and exports of India and expected price



## Prabhat Kumar Murmu

**QUALIFICATION** : B.Sc. (Geology & Botany), North Orissa University, Baripada  
**AGE** : 26  
**E-MAIL** : prabhat.mpgp12@spm.pdpu.ac.in

**COMPANY:**  
TOTAL Oil India Pvt. Limited

**TOPIC:**  
Study of Consumer Behaviour with a Focus on Market Development Of Total-Elf Lubricant In Gurgaon Region.

**ABSTRACT:** Declining demand growth of automotive lubricants, increasing competition on account of the presence of large number of players , and increasing raw material costs and market expenditure are leading to declining player margins in the lubricant industry. In contrast to this my project was based on assessment of brand awareness about TOTAL-Elf in Gurgaon and its outskirts and also to carry out a survey in Gurgaon market and understand the key customers and key competitors and their marketing strategies to understand the overall market environment. In addition to this I had to identify the trend of the market, explore the perceptions of Dealers and Mechanics of both MCOs & PCMOs and consumer about current competitions, predict the mind set of the consumer and find out the major competitors. This project also helped me in I analyzing the effects of sales promotional Activity such as Sales campaign, Coupon offers and Target incentives on sales of the Lubricant.





## Pratik Singh

**QUALIFICATION** : B. Tech. (Electronics & Telecommunication), NMIMS University, Shirpur  
**AGE** : 23  
**E-MAIL** : pratik.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
Mapping 4T Garages and Promotion of MAK 4T NXT

**ABSTRACT:** The internship consisted of mapping 4T garages and promotion of MAK 4T NXT product in the Surat market and also to conduct marketing & sales of MAK Engine Oils. The projects covered the 4T oil retailers and mechanics in the regions of Surat. The Project aimed at attaining the objective and gaining right amount of experience in strategy-building, relationship-building, sales, marketing and implementation.



## Preeti Pal

**QUALIFICATION** : B. E. (Chemical), M.B.M. Engineering College, Jodhpur  
**EXPERIENCE** : Total 36 Months  
 17 Months – Faculty – Jai Narain Vyas University  
 19 Months – Vedanta Resources Limited  
**AGE** : 27  
**E-MAIL** : preeti.ppgp13@spm.pdpu.ac.in

**COMPANY:**  
ONGC Videsh Limited

**TOPIC:**  
HSE in Exploration & Production of Oil & Gas

**ABSTRACT:** The extraction of hydrocarbons is an inherently hazardous activity with potential risks to life, assets and environment. With the rising need of energy security, concept of Health Safety and Environment also grew and changed. A turn of the century has seen a paradigm shift in the way E&P operators deal with HSE issues. This project entails complete evolution of HSE Management System which is an amalgamation of commitment to society, compliances of regulation, best international practices and business interests to save human, assets and environment from damage. The project also focuses on the regulatory part of the E&P operation and HSE KPIs of the industry and how they drive the HSE Management System in select countries.



## Rachit Shah

**QUALIFICATION** : B.E. (Mechanical), Gujarat Technological University, Ahmedabad  
**AGE** : 22  
**E-MAIL** : rachit.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
Productivity improvement in LPG bottling plant operations.

**ABSTRACT:** Productivity is a measure of the efficiency of production. Productivity is one of the major concerns of managers as high productivity is essential to survive in a competitive environment. The project was to improve the productivity of the LPG bottling plant. The two aspects taken into consideration were to reduce time loss in operations and the power consumption in plant. The lorry turnaround time was analyzed and matched with the ideal desired time to improve production. Also the problems were identified during the in line operations and processes by time study. The operations in the plant and understanding the supply chain of LPG and problems related to it were key learning parts in the project.

The conclusion part of project focused on the results of analysis with calculations and recommendations which can improve the productivity of the plant.



## Rahul Mehta

**QUALIFICATION** : B.E. (Chemical), Nirma University, Ahmedabad  
**AGE** : 22  
**E-MAIL** : rahul.mpgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
To Access MAK Trac Magic + Potential and its Promotion in the field

**ABSTRACT:** The prime objective of project was to know the potential of the MAK Lubricant's new product which is mainly used in the tractors and its promotion. Mac Trac Magic + has a very unique advantage that it can be used as Transmission oil, Gear oil, Hydraulic oil, Break oil. To know potential of Mac Trac Magic + primary research was conducted in which data was collected through questionnaire and personal interviews were taken of tractor users who visited to BPCL Retail outlet and garages, mechanics, retailers after analyzing primary research various areas were selected to promote the product by organizing:

- 1) Krushimela
- 2) Retailer and mechanics meet and by organizing
- 3) One day wonder



## Rahul Patwa

**QUALIFICATION** : B.E. (Electrical & Electronics), Gujarat Technological University, Ahmedabad

**AGE** : 24

**E-MAIL** : rahul.ppgp13@spm.pdpu.ac.in

**COMPANY:**  
Hindustan Petroleum Corporation Limited

**TOPIC:**  
Study of Lubricant Market in Automotive segment (Diesel Engine Oil) & Industrial segment in Mumbai region and to form the strategies to increase the market share of HP Lubes

**ABSTRACT:** As a part of the project, industries and individual consumers were studied in Mumbai, Thane & Tarapur region. During the field visits, customer relationship was developed and expectations of distributors, retailers & industries from the company were gauged. The problems & issues in the marketing & sales of the products were also identified, analyzed and accordingly recommendations were provided to improve the market of HP lubes. The study provided valuable insights on the role of distributors, dealers and mechanics in promoting the business in today's highly competitive market. The study concluded that efficient channel management, branding exercise & price-war play a vital role in gaining market share.



## Rahul Tiwari

**QUALIFICATION** : B.E. (Chemical), Sarvajani College of Engineering & Technology (SCET), Veer Narmad South Gujarat University, Surat

**EXPERIENCE** : Total 45 Months  
3 Months - Reliance Industries Limited  
42 Months - Essar Oil Limited

**AGE** : 26

**E-MAIL** : rahul.tpgp13@spm.pdpu.ac.in

**COMPANY:**  
Ernst & Young LLP

**TOPIC:**  
Internal Audit engagement of Reliance Industries Limited - Patalganga and Silvassa manufacturing division

**ABSTRACT:** The objective of the project was to identify critical risk in the existing process, measurement of risks and classification & prioritization of risks based on criticality and their impact on business. Key deliverable included evaluating current process, review the design and operating effectiveness, recommend improvement/s in design and controls. The basic approach adopted was conducting Audits (i.e. process reviews and in-depth interviews of process owners) which encompassed key areas like production planning and performance improvement, plant maintenance, shipment of bulk materials, contracts management and catalyst performance. Key risks and their impact on business drivers were identified and reported to management. Compliance with policies, procedures and guidelines governing the business were also validated and discrepancies, if any, were checked and reported.



## Rakshit Maheshwari

**QUALIFICATION** : B. Tech. (Electronics & Communication), Rajasthan Technical University, Kota

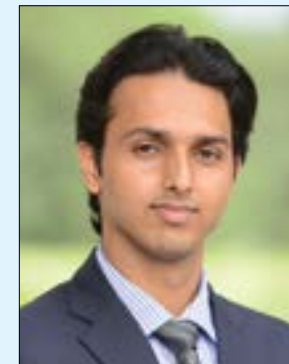
**AGE** : 23

**E-MAIL** : rakshit.mpgp13@spm.pdpu.ac.in

**COMPANY:**  
Oil and Natural Gas Corporation

**TOPIC:**  
Evolution of Downstream Business in India and Future prospects for public and private OMCs

**ABSTRACT:** The Report is an attempt to understand the downstream business of petrol and diesel in India. Considering the policies and framework in the sector, the report addresses and examines the industry's pricing mechanism. Furthermore after studying the impact of subsidies, under recoveries and oil bonds on both the E&P and oil marketing companies, it also mentions about the current and future investment dynamics in downstream retail petroleum business.



## Raman Shahi

**QUALIFICATION** : B.E. (Electrical), Gujarat University, Ahmedabad

**EXPERIENCE** : 36 Months-Essar Power Gujarat Limited

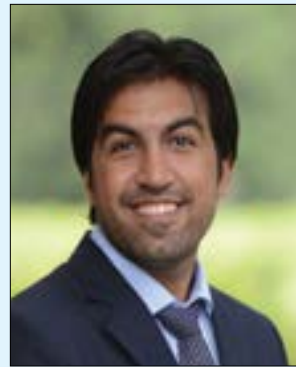
**AGE** : 26

**E-MAIL** : raman.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Emerson Process Management

**TOPIC:**  
Market Potential for Measurement solutions in upcoming/ ongoing pipeline projects in downstream of Oil sector.

**ABSTRACT:** The refining sector in India has witnessed a tremendous growth in the past decade and is likely to touch the mark of 310 MMTPA by the end of 2017. This would also result in capacity addition in the existing pipeline transportation network for transportation of crude & Oil products. This project was carried out to study the market potential for Daniel's custody transfer metering and measurement solutions in the ongoing and up-coming pipeline projects in the downstream of oil sector. A detailed study of the ongoing and planned pipeline projects of the NOCs was carried out. The project also includes a detailed analysis of budget allocation, completion status and reason for delays of each of the ongoing pipeline projects of the NOCs.



## Ravikant Govindram Asrani

**QUALIFICATION** : B.E. (Information Technology), Gujarat University, Ahmedabad  
**EXPERIENCE** : 27 Months – TATA Consultancy Services Limited  
**AGE** : 25  
**E-MAIL** : ravikant.apgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
Potential Assessment of LPG SBU of BPCL in Ahmedabad city

**ABSTRACT:** The objective was to assess the potential of LPG SBU (involving Commercial LPG, Domestic LPG, Beyond LPG, BMCG) in Ahmedabad. The project gives an emphasis on the commercial LPG. The project comprised the Market Research for the purpose of harnessing the untapped potential of commercial LPG sales in Ahmedabad, revamping of the dormant/inactive customers, customer satisfaction survey for existing domestic LPG customers. It also contains Qualitative and exploratory analysis to draw out the possible reasons behind the declining sales volume of Bharat Gas in the region. The project also involved the sales analysis, inspection in distributors' offices (gas agencies), verification of invoices and refill cash receipts, inspection on stock registers and staff behaviour with customers at the agencies; understanding of operations at the plant, agencies and corporate.

**COMPANY:**  
Oil and Natural Gas Corporation

**TOPIC:**  
Analysis of Financial Accounting system, Cost Structure, Cost Allocation and Budgeting process in ONGC

**ABSTRACT:** The objective was to study and analyze the financial accounting system at ONGC by being a part of various departments such as Central Accounts, Pre-Audit, Payroll, Personal Claim, Asset Management, Cash and Bank etc., along with the analysis of the Cost structure and Cost allocation. The project also comprised analysis of Budgeting system in ONGC. Exposure was attained regarding the rating of comparative statements, opening-amendment-payment-forwarding of Letter of Credits (LCs), Processing of VAT, CST, Service Tax, Demurrage clearing etc.



## Ravikumar Bhut

**QUALIFICATION** : B. Tech. (Petroleum), Pandit Deendayal Petroleum University, Gandhinagar  
**AGE** : 22  
**E-MAIL** : ravikumar.bpgp13@spm.pdpu.ac.in

**COMPANY:**  
ING Vysya Bank Limited

**TOPIC:**  
Cash credit analysis for funding MSME's.

**ABSTRACT:** The study sought to deepen the analysis of cash credit policies for SMSEs in various banks and learn the basic approach of the procedure. Analysis of the policy helped to gain in depth understanding of the procedure and lapses in the same which were needed to be rectified. To understand the problems faced by energy companies in working capital and project financing, these topics were also studied in detail. The bank was suggested to finance SMSEs having turnover in the range of INR 1 to 2 crore, besides the existing customers, which would give exposure of a larger segment of the market.



## Rohan Bhardwaj

**QUALIFICATION** : B. E. (Electronics & Communication), Gujarat Technological University, Ahmedabad  
**AGE** : 22  
**E-MAIL** : rohan.bpgp13@spm.pdpu.ac.in

**COMPANY:**  
L & T Hydrocarbon Engineering-  
Hydrocarbon Mid and Downstream

**TOPIC:**  
Supply Chain Management of Electrical & Instrumentation items for projects executed by L&T

**ABSTRACT:** Procurement deals primarily with managing all input related aspects of an organisation i.e purchased goods, materials, and services while supply chain management spreads across inputs, conversions and outputs. As the cost of procurement constitutes around 55-60% for a project undertaken by L&T HMD, effectively carrying out the activity is of primary concern. The objective of the study was to understand the whole procurement cycle and gaining on hand experience by carrying out the activities. This also provided an opportunity to understand the financial procedures, different types of agreements, how softwares were being put to use to make the procedure efficient. All in all it was a learning of the supply chain management which draws heavily from the areas of procurement, logistics, quality control and strives for an integrated approach.



## Ruchinder Sharma

**QUALIFICATION** : B.E. (Civil), M.B.M. Engineering College- Jodhpur  
**EXPERIENCE** : 15 Months – Essar Projects India Limited  
**AGE** : 25  
**E-MAIL** : ruchinder.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Indian Oil Corporation Limited

**TOPIC:**  
Usage of Automation in Retail Outlet as differentiation

**ABSTRACT:** Automation is finding its acceptance across varied industry to transform the entire operations process thereby achieving optimization. Petroleum sector has always been at the forefront of embracing the automation. This project gives a detailed study of adaption of automation in downstream of petroleum sector. It is covering the various areas of any retail outlet where automation is introduced and various progressive steps of implementation of that automation and the challenges that would be faced by the national oil companies to maintain that change. Study in this projects also emphasize on the various factor that affect the customers behaviour by implementing this change and responding behaviour of customer towards it.



## Sagar Patil

**QUALIFICATION** : B. Tech. (Chemical), University Department of Chemical Technology (UDCT), North Maharashtra University, Jalgaon

**EXPERIENCE** : 23 Months – TATA Autocomp Systems Limited

**AGE** : 26

**E-MAIL** : sagar.ppgp13@spm.pdpu.ac.in

**COMPANY:**  
Maharashtra Natural Gas Limited

**TOPIC:**  
Identification of factors determining CNG buying behaviour and its analysis for assessment of CNG potential in Pune

**ABSTRACT:** : This project aimed to estimate the potential of CNG sales in Pune City. MNGL being a new player in CGD business, needs to focus on its marketing strategies in order to expand its CNG business in Pune. The study focuses on CNG buying behaviour of customers in Pune and to understand the consumption pattern of CNG among different vehicular segments. Average CNG consumption per day for different vehicular segments was estimated by taking samples at different online & daughter booster stations. With the help of the collected data and other secondary sources a forecasting of total demand of CNG was done. Also operational activities at different CNG stations were studied.



## Sajin Madhav S

**QUALIFICATION** : B.Tech. (Mechanical Engineering), University of Calicut

**AGE** : 23

**E-MAIL** : sajin.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Hindustan Petroleum Corporation Limited

**TOPIC:**  
Optimizing LPG bottling plant operations to improve productivity

**ABSTRACT:** The Primary objective of this project was to understand operations of LPG bottling plant and to improve productivity by optimising the constituting processes. The process of Truck Turnaround Time was clocked over a period of days and matched with ideal desired time. The LPG filling operation was studied in detail and the problems/ reasons for delay were identified. Suggestions were made to improve cylinder output. Comparison of HPCL LPG bottling plants at Kochi and Palakkad was conducted to identify best practices in order to improve productivity of both plants.

**COMPANY:**  
Competition Commission of India

**TOPIC:**  
Competition in Electricity Distribution Sector in India

**ABSTRACT:** The objective of this project was to study the competition in 'electricity distribution sector' in India. The challenges in the implementation of open access and the effect of government policies on competition was analyzed and relevant case studies were examined.



## Sandip Kumar Goldar

**QUALIFICATION** : B.Tech. (Petroleum), Pandit Deendayal Petroleum University, Gandhinagar

**AGE** : 23

**E-MAIL** : sandip.gpgp13@spm.pdpu.ac.in

**COMPANY:**  
Hindustan Petroleum Corporation Limited

**TOPIC:**  
Study of Lube Market in Diesel Engine Oil Segment and Industrial segment in Mumbai Region

**ABSTRACT:** Objective of this project was to understand the lube market in Mumbai region. The market is segmented as per automotive market and Industrial market. Emphasis was given on Diesel Engine oil (DEO) Segment for the automotive market and industrial segment for the industrial Market. The project was to formulate short-term plans and long-term strategies to increase the market share of HP lubes DEO Brand & HP lube Industrial Brand in Mumbai Region.

Research was carried on sample market of retailer, mechanic and industrial owners to find out the product differentiation, brand loyalty and promotion, price positioning in market with competitors offering and current market share.



## Satish Tolani

**QUALIFICATION** : B.E. (Aeronautical), Gujarat University, Ahmedabad

**EXPERIENCE** : Total 18 Months  
5 months, HLE Engineers Pvt. Limited  
13 months, Tecso Projects Limited

**AGE** : 24

**E-MAIL** : satish.tpgp13@spm.pdpu.ac.in

**COMPANY:**  
Encito Advisors

**TOPIC:**  
Assisting Indian cash-rich Companies in Acquiring foreign Energy Assets

**ABSTRACT:** The internship mainly focused on secondary research to uncover the major regions highly prospective for energy exploration for Indian organizations interested in foreign energy assets. The research covered commodities like oil, natural gas, shale, CBM and LNG. An intensive study of foreign oil and gas assets owned by major Indian E& P Companies was conducted. A detailed note was compiled which included important details like location, production status, production during last financial year, budgeted Capex, actual Capex, stake holders, total proved reserves and total probable reserves currently present within the asset. Then the same carried out for all Australian assets to uncover the major assets which are highly prospective for investment in Australia. Presentation was prepared describing the Australian oil and gas investment opportunities and sighting the potential incentives for investing in Australian energy assets. Also a report on Indian LNG scenario and future possibilities was prepared.



## Saumay Gupta

**QUALIFICATION** : B.E (Automobile), L. D. College of Engineering, Ahmedabad  
Gujarat Technological University

**AGE** : 23

**E-MAIL** : saumay.gpgp13@spm.pdpu.ac.in

**COMPANY:**  
Mott MacDonald

**TOPIC:**  
A Study to Understand The Financial Needs of Society By Assessing  
Financial Literacy and Inclusion in the Districts of Gujarat

**ABSTRACT:** The study seeks to assess the levels of financial literacy and financial inclusion across the district of Gujarat and Daman & Diu. Financial Literacy, a key component of a successful national strategy for enabling policy makers to identify gaps and design appropriate policy. It was designed based on the parameters like Attitude, Behavior and Financial Awareness of respondent. Also an attempt is made to explore the behavior of inclusion/ exclusion across varied income and population groups. It was designed based on the parameters- accessibility, usage and quality of financial products. It also examines the relation between financial literacy and financial inclusion. Mathematic tools like Regression, ANOVA, Correlation and Logistic Regression were used in order to know behavior of different socio - economic group. The result is a testimony to the fact that literacy and inclusion policies are actually translating into significant improvement across various regions of the country.



## Shirshendu Mandal

**QUALIFICATION** : B. Tech. (Chemical), Guru Gobind Singh Indraprastha University, Delhi

**EXPERIENCE** : 27 Months – Sureland Fire & Security Pvt. Limited

**AGE** : 25

**E-MAIL** : shirshendu.mpgp13@spm.pdpu.ac.in

**COMPANY:**  
Mittal Processors Private Limited

**TOPIC:**  
Market Research on Open Access Viability in Gujarat

**ABSTRACT:** The Electricity Act, 2003 has restructured the Indian Power industry and introduced the concept of “Open Access” for free and fair competitive market. The Project involves Market Research on Open Access viability in Gujarat, which aims at understanding the trend in open access usage and its awareness across different industries in Gujarat. This research conducted throws light on the policies prevailing in Gujarat, Industry-wise power consumption pattern and their acceptance about Open Access. As a part of the market research project, a questionnaire has been devised and sample has been collected from industries using Open Access across the state of Gujarat lying in the zones of four state-owned distribution companies. Based on the data collected and analyzed from 98 respondents, it can be concluded that trading of power through open access is still an immature market and its viability is affected due to non-conducive policies prevailing.



## Siddhartha Bhatnagar

**QUALIFICATION** : B. Tech. (Information Technology), Jaypee University of Information  
Technology, Solan

**EXPERIENCE** : 35 Months – Infosys Limited

**AGE** : 27

**E-MAIL** : siddhartha.bpgp13@spm.pdpu.ac.in

**COMPANY:**  
SNL Financial

**TOPIC:**  
North American Gas Sector & LNG Export

**ABSTRACT:** The Objective of the study was to understand the North American gas sector and LNG export. Commercial and political development surrounding potential liquefaction projects in the region was assessed thoroughly. It highlighted the commercial logic for gas exports to the global markets and its impact on domestic and Indian markets. It also described different price trends in the global markets and potential export projects that had been approved or were being planned in the region.

**COMPANY:**  
Essar Energy

**TOPIC:**  
Revival of RO's in Mehsana Region

**ABSTRACT:** The Objective of the study was to understand revival of retail outlets in the Mehsana region. The brand audit undertaken to address this concern revealed that petroleum retailers need to develop differentiated value propositions by adopting consumer-centric strategies in building strong brand equity. It was proposed to reposition as the best in service in its class.



## Sounak Sarkar

**QUALIFICATION** : B. Tech. (Electrical), Biju Patnaik University of Technology, Rourkela

**EXPERIENCE** : 23 Months - Essar Power (Orissa) Limited

**AGE** : 25

**E-MAIL** : sounak.spgp13@spm.pdpu.ac.in

**COMPANY:**  
Gujarat Energy Research Management Institute

**TOPIC:**  
Feasibility study of setting up a polysilicon manufacturing plant  
in the state of Gujarat.

**ABSTRACT:** The project focussed on conducting a desktop research to study the feasibility of setting up a polysilicon manufacturing unit in the state of Gujarat through a combination of secondary data analysis and field study. Polysilicon or polycrystalline silicon is the feedstock of a solar cell manufacturing value chain. Currently India doesn't have any presence in polysilicon manufacturing and most of the present requirement is met by import from China. For a sustainable growth in solar energy, the government has to look for ways of securing the photovoltaic value chain. Suitable recommendations on the basis of the findings of the study would be made to Gujarat Power Corporation Limited for creating a sustainable business environment.



## Sunjeet Biswal

**QUALIFICATION** : B. Tech. (Electrical), Biju Patnaik University of Technology, Rourkela

**EXPERIENCE** : 32 Months - Wipro Technologies

**AGE** : 26

**E-MAIL** : sunjeet.bpgp13@spm.pdpu.ac.in

**COMPANY:**  
GSPC LNG

**TOPIC:**  
1. LNG in India's Energy Basket & Challenges in the LNG Value Chain  
2. Setting up of a Data Center and its Cost Implications

**ABSTRACT:** The summer internship project consisted of two projects, a major and a minor. The minor project was about the 'Setting up of a Data Center and its Cost Implications' which was taken up voluntarily. The major project was about 'LNG in India's Energy Basket & Challenges in the LNG Value Chain' wherein we studied the current global energy scenario, the strategic importance of LNG in the energy security concerning India, evaluation of Natural Gas as a viable alternative fuel in India's energy basket, the challenges in LNG value chain ranging from finding potential suppliers, long/short term contracts, procurement, shipment, receiving and off-loading of the LNG at a receiving terminal, to the technical challenges and advances in the regasification of LNG and its distribution. The project majorly consisted of intensive secondary research and extensive literature review that helped us in understanding the Global Energy Scenario, the role of LNG in India's strive towards Energy Security and justifying the need for LNG Regasification terminals in India.



## Swapnil M Rayjada

**QUALIFICATION** : B. E. (Electronics and communication), Gujarat Technological University, Ahmedabad

**AGE** : 23

**E-MAIL** : swapnil.rpgp13@spm.pdpu.ac.in

**COMPANY:**  
ING Vysya Bank Limited

**TOPIC:**  
Assessment of Requirement for Working Capital in MSME sector.

**ABSTRACT:** The primary objective of the project was to assess the requirement of Working Capital Finance of Micro Small and Medium Enterprises (MSMEs). A survey was carried out with a structured questionnaire and filled it by personal interview of promoters of MSMEs. The report categorized existing and prospective customers and highlighted their expectations from banks for working capital assistance. It concluded with suggestions on strategy with a focus on competitive rates/charges, enhancement of credit limits to capture the market and improve customer satisfaction.



## Tanya Sehgal

**QUALIFICATION** : B. Tech. (Computer Science), Maharishi Dayanand University, Rohtak

**AGE** : 24

**E-MAIL** : tanya.spgp13@spm.pdpu.ac.in

**COMPANY:**  
GAIL (India) Limited

**TOPIC:**  
Identifying Business Development Opportunities in GAIL for Western region

**ABSTRACT:** The Project aimed at identifying various business development activities at the MZO, GAIL majorly focusing on Industrial Gas Marketing. Procedures like GTA, GSA, LMC and CT which are an integral part of gas marketing were critically examined after analysing secondary data. The project highlights important aspects of Commercial and Financial domains for Western Region focusing on DUPL-DBPL. An individual study to contrast and retrospect Rangarajan Pricing Mechanism was also undertaken. After assessing existing business, bottlenecks in operation were identified and corrective measures were recommended.



## Tejas Goyal

**QUALIFICATION** : B. E. (Mechanical), Saurashtra University, Rajkot

**EXPERIENCE** : 15 Months - Ratnamani Metals & Tubes Limited

**AGE** : 24

**E-MAIL** : tejas.gpgp13@spm.pdpu.ac.in

**COMPANY:**  
Bharat Petroleum Corporation Limited

**TOPIC:**  
Automotive lubricant sale

**ABSTRACT:** BPCL has been witnessing a decline in sales of automotive lubricants at various retail outlets. There are three channels of sale of lubricant that BPCL follows:

- Retail Outlets (Petrol/Diesel retail outlet)
- Bazaar Channel (Retail shops, Automotive spare parts shop)
- Industrial Channel (Bulk supply to various industries)

The focus of the project was limited to increasing the sales in retail outlet. By reconsidering and changing the current practices required, tapping the yet untapped market by applying innovative ideas, a sizable increase in sales could be affected.

In addition to suggesting the market strategy to increase the sales of the existing product line of lubricant at retail outlet, the project also looks into specific lubricants through study of current market trends which is inclining towards greener fuels. With this view promotion of new product line was also suggested.



## Vatsal Parmar

**QUALIFICATION** : B. Tech. (Computer), Charotar University, Changa  
**AGE** : 22  
**E-MAIL** : vatsal.pggp@spm.pdpu.ac.in

**COMPANY:**  
Oil & Natural Gas Corporation

**TOPIC:**  
Bridging supply and demand gap of crude oil and its 2030 projections.

**ABSTRACT:** The undertaken project was divided into two parts:

- 1) To understand the production operations of “well services” ONGC, Ahmedabad Asset
- 2) To understand the Crude oil Economics of India. Crude oil, being a critical component in rapid economic growth of nations has more focus on its supply and demand. The objective of the project was to understand the regulatory framework, E&P contracts in effective risk management and policies to expedite the appraisal of Indian basins.

Finally, Project assists to determine future course of action based on recommendation presented in report.



## Vikas Gupta

**QUALIFICATION** : B. Tech. (Power Engineering), National Power Training Institute (NPTI), Badarpur  
**EXPERIENCE** : 24 Months - Sravanthi Infratech Private Limited  
**AGE** : 26  
**E-MAIL** : vikas.gpgp13@spm.pdpu.ac.in

**COMPANY:**  
Mittal Processors Private Limited

**TOPIC:**  
Status and performance of Power trading in Gujarat

**ABSTRACT:** The overall objective of the project was to conduct a research study on Performance and status of Power Trading in Gujarat. It also focused on perception of the industries involved in Power Trading on various issues such as Performance of Power Traders, Regulatory bodies and Regulations for trading in Gujarat. The detailed data collected from different Open Access (OA) consumers, varies from Food, Ceramic, Paper Manufacturing and Steel, across three regions of Gujarat was analysed and used to deduce significant results like ‘factors on which traders can improve customer satisfaction’, ‘Reaction of Industries towards changes in OA Policies’ and ‘Acceptance of Round the Clock bidding for different Industries in Gujarat’.



## Vishal Nadgir

**QUALIFICATION** : B. E. (Chemical), Visvesvaraya Technological University, Belgaum  
**EXPERIENCE** : 36 Months - Mangalore Chemicals & Fertilizers  
**AGE** : 25  
**E-MAIL** : vishal.npgp13@spm.pdpu.ac.in

**COMPANY:**  
Mahanagar Gas Limited

**TOPIC:**  
A Study to identify the opportunities and the barriers for the “pseudo-reticulated building contracts agreement” between the realtors (developers) and MGL.

**ABSTRACT:** There is a huge demand from the developer’s end for the gasification of their new projects prior to the introduction of the residential scheme. This would be an added attribute, enriching the value proposition of the scheme. It would also avoid the later laying of the GI (Galvanized iron pipe) and the MCV (meter control valve), hence maintaining the aesthetics of the building. This study identified various barriers that come to play in a pseudo reticulated building agreement between the realtor and MGL. The barriers were analyzed using qualitative and quantitative techniques. The understanding of these barriers would help to make the necessary changes in the agreement, thereby creating a win-win situation between the developers and MGL.



## Vishant Saini

**QUALIFICATION** : B. E. (Electronics), Rashtrasant Tukadoji Maharaj Nagpur University  
**EXPERIENCE** : Total 24 Months  
 9 Months - ITSource Technologies Limited  
 15 Months - Windiva Energy  
**AGE** : 27  
**E-MAIL** : vishant.spgp13@spm.pdpu.ac.in

**COMPANY:**  
L&T Constructions Water & Renewable Energy IC

**TOPIC:**  
1. Understanding the supply chain management and cost associated  
 2. Risks Analysis in Solar Project Development - Indian Perspective

**ABSTRACT:**

1. The project is to understand the SCM of L&T ECC and its procurement working methodology, client needs and project cost and generation cost. The task related involves:
  - (I) The systematic, strategic coordination within the supply chain.
  - (II) The management of upstream and downstream.
  - (III) Managing vendors and sub-vendors.
  - (IV) Understanding various factor affecting the cost of energy generation.
2. In this project various risks involved in setting up a solar power project were studied.  
 The risks studied were Financial risk, Market risk, Operational risk, Construction risk, Political and regulatory risk, Company risk, Local risks, Environmental risk, Climate and weather risk, etc



## Yogesh Fataniya

**QUALIFICATION** : B. E. (Mechanical), L. D. College of Engineering, Ahmedabad Gujarat University

**EXPERIENCE** : 23 Months - Hitachi Home & Life Solutions (India) Limited

**AGE** : 24

**E-MAIL** : yogesh.fggp13@spm.pdpu.ac.in

**COMPANY:**  
GSPC LNG

**TOPIC:**  
Importance of LNG in Energy Basket of India & challenges in value chain of LNG

**ABSTRACT:** LNG has emerged as a significant medium of transferring natural gas at global level. The project aimed at analysing the changing dynamics of Indian LNG Market & other fuels at global level. It further analysed the impact of LNG on India's Power, Fertilizers and CGD sector. A detailed analysis has been carried out about challenges in LNG value chain. In addition LNG pricing & its mechanism, LNG project risks & its mitigation were studied. Technical aspects of the LNG re-gasification terminal have also been understood. The study concluded that LNG will play vital role in satisfying future energy needs of India.



## SUMMER INTERNSHIP PROGRAMME (SIP) 2014

Like every year, this year too our students have been placed at various organization throughout India. Some of the companies that participated in SIP process were Weatherford, Emerson, Ernst & Young, Mott McDonalds, L&T, BPCL, IOCL, ONGC, OVL, HPCL and many more.

## GLIMPSE OF SUMMER INTERNSHIP 2014

Internship is a part of academic curriculum where in our students are given opportunities from various organization so that the young talent can get the exposure of real managerial work and extract as much learning possible in the tenure. Our students have been offered internship from more than 25 Organizations spreading across various sectors such as Consulting, Oil & Gas, Power, Renewables, BFSI etc. Students have been offered varied profiles in the above sectors such as Risk Management, Research Analyst, Marketing, Operations, Finance, HSE etc.

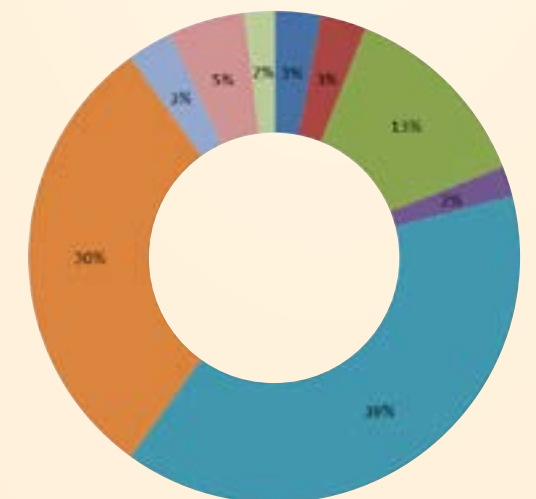
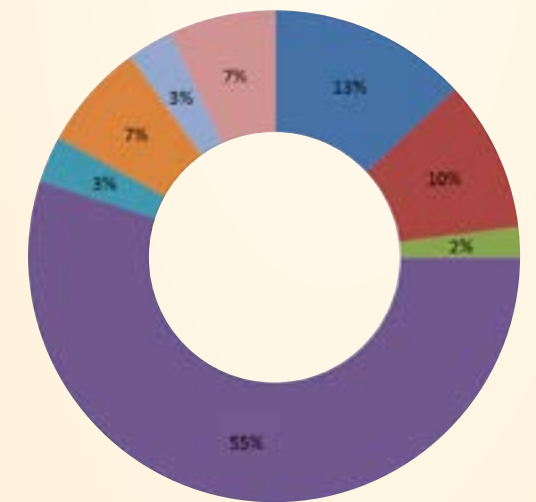
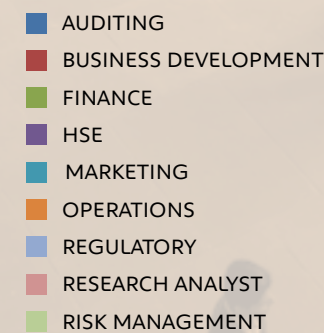
COMPANIES WHERE STUDENTS GOT PLACED FOR SUMMER INTERNSHIP 2014.



### SIP 2014 SECTOR WISE



### SIP 2014 PROFILE WISE



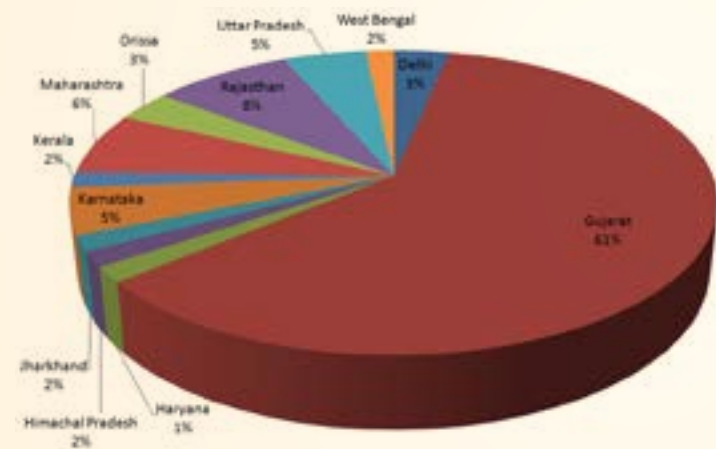


## BATCH OF MBA (ENERGY & INFRASTRUCTURE) 2013-15

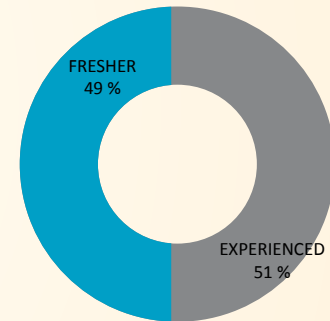
The class consists of students who are from as many as 12 states of India. Also along with 97% of batch hailing from engineering background, other multidisciplinary background students contribute to the intellect enhancement process. The batch have 51% of students who have prior work experience. Following are few companies where the students of this batch come from:



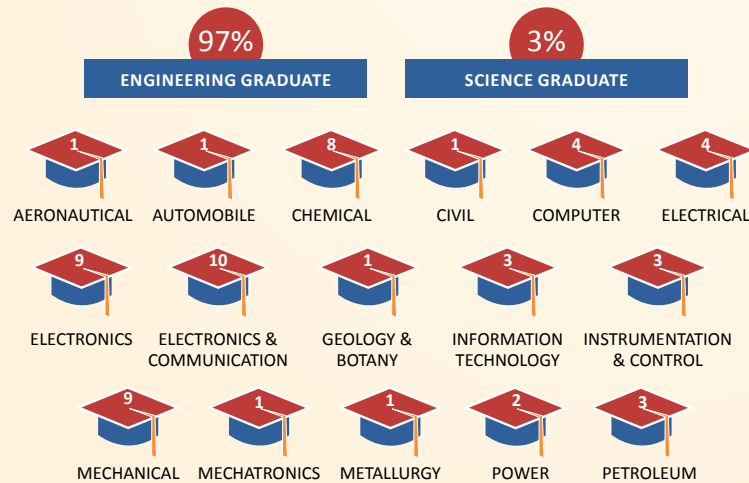
### STATE-WISE DISTRIBUTION



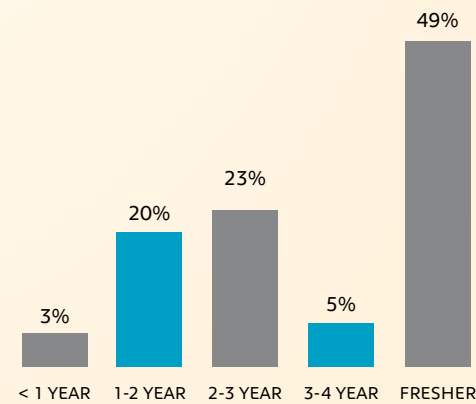
### CANDIDATE PROFILE



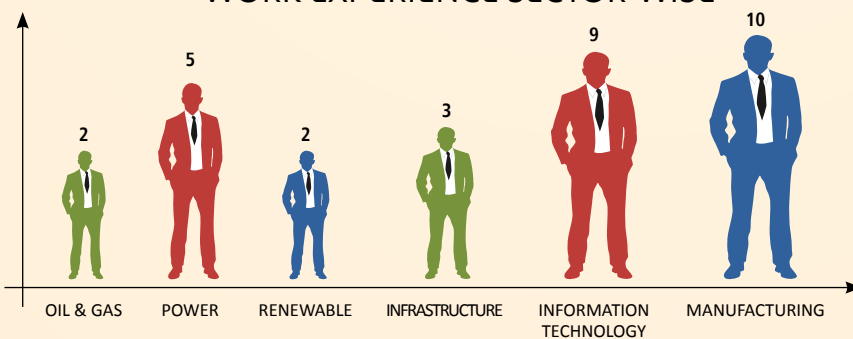
### GRADUATION PROFILES



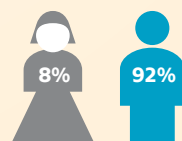
### WORK EXPERIENCE DETAILS



### WORK EXPERIENCE SECTOR-WISE



### GENDER CHART



## COMPANY RESPONSE FORM – FINAL PLACEMENTS

Name of the Organization: \_\_\_\_\_

Address : \_\_\_\_\_

Contact Person: \_\_\_\_\_ Designation : \_\_\_\_\_

Phone No.: \_\_\_\_\_ E-mail: \_\_\_\_\_

Area(s) of Requirement: \_\_\_\_\_

#### Method of selection (Kindly Tick):

Written exam  Resume  Group discussion / Case discussion

Interview / Telephonic  Others (please mention) \_\_\_\_\_

Position offered: \_\_\_\_\_

#### Initial remuneration (In case of Cost to Company, please provide details)

Salary: \_\_\_\_\_ Other perks: \_\_\_\_\_

Training / Probation period (if any): \_\_\_\_\_

Remuneration on confirmation: \_\_\_\_\_

Likely places of posting: \_\_\_\_\_

Any other information: \_\_\_\_\_

Date: \_\_\_\_\_

Signature & Seal

#### THE COMPLETED FORM TO BE SENT TO :

**MR. ROBIN THOMAS**

Manager - Corporate Relations and Training

School of Petroleum Management

Pandit Deendayal Petroleum University

Off. Koba - Gandhinagar Highway, Raisan, Gandhinagar - 382 007, Gujarat, India.

Contact Number: +91-9328877589, +91-9723944831, 079-23275124

Email : robin.thomas@pdpu.ac.in | Website : www.spm.pdpu.ac.in

## Placements at School of Petroleum Management - A GLANCE

The placement initiatives of SPM for all of its six batches attracted a good number of companies from Energy & Infrastructure, Oil & Gas and other sectors. All of our students managed to bag the substantial job profiles at prestigious organization along the entire energy value chain. Also School of Petroleum Management has managed to receive accolades industry vibes, both in terms of alumnus performance and the curriculum structure. Since its inception, following companies have participated in Placements Season:



## STUDENT PLACEMENT COMMITTEE

**ANSHUL ATTREY**

Mob.: +91 8980328821

E-mail : anshul.apgp13@spm.pdpu.ac.in

**JOY BAROT**

Mob.: +91 9924289197

E-mail : joy.bpgp13@spm.pdpu.ac.in

**RAMAN SHAHI**

Mob.: +91 9898269271

E-mail : raman.spgp13@spm.pdpu.ac.in

**DHAVAL SHAH**

Mob.: +91 9016293668

E-mail : dhaival.spgp13@spm.pdpu.ac.in

**RAHUL TIWARI**

Mob.: +91 9998218874

E-mail : rahul.tpgp13@spm.pdpu.ac.in

**SAJIN MADHAV S**

Mob.: +91 8980330043

E-mail : sajin.spgp13@spm.pdpu.ac.in



**PDP**PU  
PANDIT DEENDAYAL PETROLEUM UNIVERSITY

**SPM**  
SCHOOL OF  
PETROLEUM  
MANAGEMENT

Off. Koba - Gandhinagar Highway, Raisan,  
Gandhinagar - 382 007. Gujarat, India.  
Phone: +91 79 23275109, +91 79 23275119  
Fax: +91 79 23276364  
E-mail: [placement@spm.pdpu.ac.in](mailto:placement@spm.pdpu.ac.in)

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