


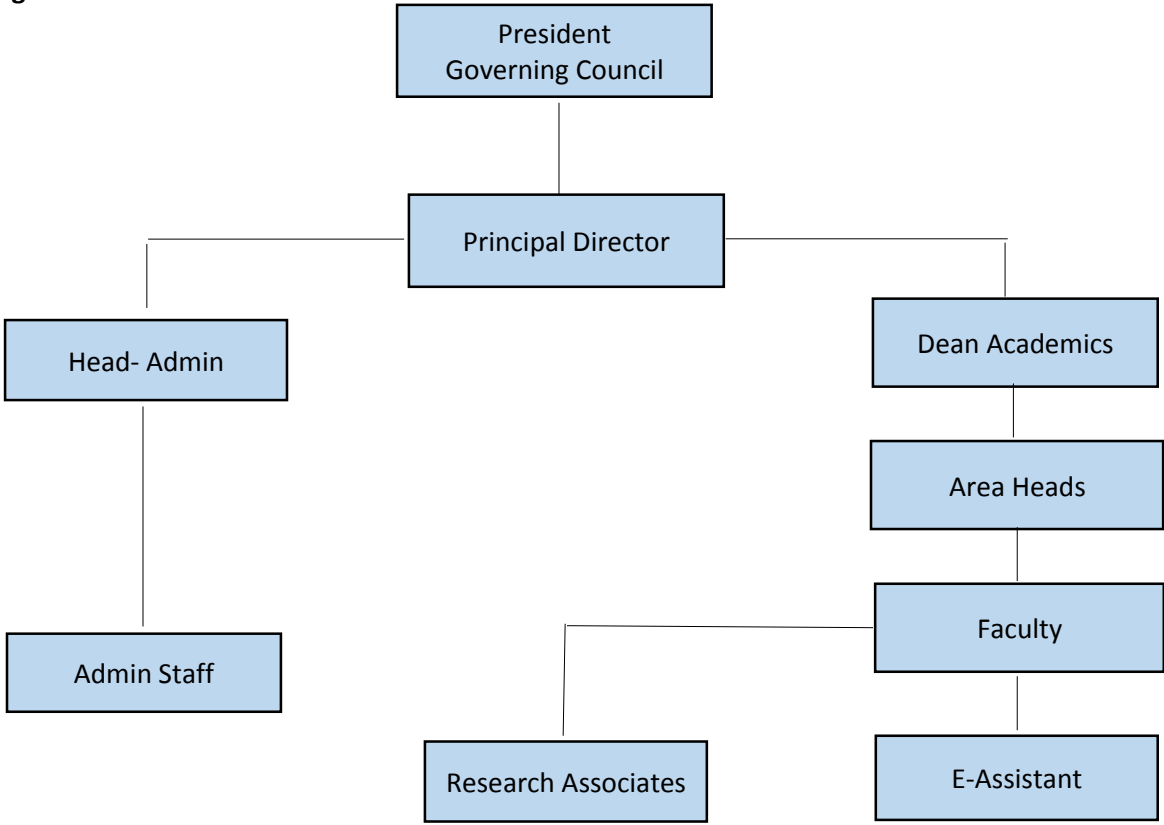
# MANDATORY DISCLOSURE

Mandatory disclosure updated on: 01<sup>st</sup> April 2016

1	<b>AICTE File No</b>	1-9291501
	<b>Date &amp; Period of Last approval</b>	5 <sup>th</sup> April 2016 : For 1 Year
2	<b>Name of the Institution</b>	Kirloskar Institute of Advanced Management Studies
	<b>Address of the Institution</b>	Yantrapur
	<b>City &amp; Pin code</b>	Harihar – 577 601.
	<b>State</b>	Karnataka
		
	<b>Longitude &amp; Latitude</b>	Longitude: 75.8000    Latitude: 14.5167
	<b>Phone number with STD code</b>	(08192) 241269, 241483, 241486
	<b>Fax number with STD code</b>	(08192) 241270
	<b>Academic hours at the Institution</b>	8 Hrs
	<b>Email</b>	<a href="mailto:info@kiams.ac.in">info@kiams.ac.in</a>
	<b>Website</b>	<a href="http://www.kiams.ac.in">www.kiams.ac.in</a>
	<b>Nearest Railway Station</b>	Harihar
	<b>(Distance in Km)</b>	(1.5 Km)
	<b>Nearest Airport &amp; Distance in Km</b>	Hubli (130 Km)

3	<b>Type of Institution</b> <b>Category (1) of the Institution</b> <b>Category (2) of the Institution</b>	Private-Self Financed Non-Minority Co-Ed
4	<b>Name of the organization running the Institution</b> <b>Type of the organization</b> <b>Address of the organization</b> <b>Registered with</b> <b>Registration date</b> <b>Website of the organization</b>	Kirloskar Institute of Advanced Management Studies Society Yantrapur, Harihar – 577 601, Karnataka Registrar of Society, Karnataka 18-08-1999 <a href="http://www.kiams.ac.in">www.kiams.ac.in</a>
5	<b>Name of the Affiliating University</b> <b>Address</b> <b>Website</b> <b>Latest affiliation period</b>	Not Applicable: Autonomous Institute
4	<b>Name of the Principal/Director</b> <b>Exact Designation</b> <b>Phone Number with STD code</b> <b>FAX number with STD code</b> <b>Email</b> <b>Highest Degree</b> <b>Field of Specialization</b>	Dr. CN. Narayana Principal Director (08192) 241269 Ext. 103 (08192) 241270 <a href="mailto:cnn@kiams.ac.in">cnn@kiams.ac.in</a> Ph.D. Organizational Development/ Change Management/ Leadership & Training and Development

5	<b>Governing Board Members</b>	<p><b>Mr. Rahul Kirloskar</b> Executive Chairman, Kirloskar Pneumatic Co. Ltd.</p> <p><b>Mr. N. Luthra</b> HR-Advisor, Kirloskar Group.</p> <p><b>Mrs. Alpana Kirloskar</b> Governing Council Member Kirloskar Institute of Advanced Management Studies</p> <p><b>Mr. Shekhar Bonagiri</b> Governing Council Member Kirloskar Institute of Advanced Management Studies</p> <p><b>Mr. Mahesh Revankar</b> Head Admin, Kirloskar Institute of Advanced Management Studies</p>	<p><b>Mr. Atul Kirloskar</b> Executive Chairman, Kirloskar Oil Engines Ltd.</p> <p><b>Wg. Cmdr. A. Ragunath</b> Advisor–Kirloskar Group, Kirloskar Oil Engines Ltd.</p> <p><b>Mrs. Pratima Kirloskar</b> President-Innovations (Society) Kirloskar Brothers Ltd.</p> <p><b>Dr. C. N. Narayana</b> Principal Director, Kirloskar Institute of Advanced Management Studies.</p>
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6	<b>Frequency of meetings and date of last meeting</b>	Governing Council Meeting will be conducted twice in a year and last meeting was held in KIAMS, Pune on 28 <sup>th</sup> July 2015.	
7	<b>Academic Advisory Body</b>	<b>Dr. M.M. Pant</b>  <b>Dr. C.N. Narayana</b>  <b>Mr. Shekhar Bonagiri</b>  <b>Prof. Vishwanath Joshi</b>  <u><b>Special Invitees:-</b></u> <ul style="list-style-type: none"> <li><b>Mr. Atul C Kirloskar</b> <b>Executive Chairman,</b> Kirloskar Pneumatic Co. Ltd. PUNE.</li> </ul>	<b>Dr. M.J. Xavier</b>  <b>Dr. Janaki Naik</b>  <b>Prof. Manasi Phadke</b>  <b>Mr. Partha Iyengar</b>  <ul style="list-style-type: none"> <li><b>Mr. Rahul C Kirloskar</b> <b>Executive Chairman,</b> Kirloskar Pneumatic Co. Ltd. PUNE.</li> </ul>
8	<b>Frequency of meetings and date of last meeting</b>	Academic Advisory Body meets once a year, last meeting held at KIAMS Pune on 24 <sup>th</sup> July 2015	
9	<b>Organisation Chart</b>	 <pre> graph TD     A[President Governing Council] --&gt; B[Principal Director]     B --&gt; C[Head- Admin]     B --&gt; D[Dean Academics]     C --&gt; E[Admin Staff]     D --&gt; F[Area Heads]     F --&gt; G[Faculty]     G --&gt; H[E-Assistant]     G --&gt; I[Research Associates] </pre>	

## 10. Faculty Feedback Performa

### KIAMS COURSE EVALUATION FORM

Your inputs are VALUED. Please give your informed and considered views.

Year \_\_\_\_\_ Term \_\_\_\_\_ Process Feed-In \_\_\_\_\_ Term Feedback \_\_\_\_\_

Faculty \_\_\_\_\_ Course \_\_\_\_\_ Credits \_\_\_\_\_ Classes Held \_\_\_\_\_

#### (I) COURSE OVERALL

Any Previous Exposure to course: Y/N \_\_\_\_\_ Hours Absent \_\_\_\_\_

	Excellent	Good	Fair	Poor	Unable to Access
How well were the stated objectives achieved					
How confident do you feel about your grasp of this course					

(II) CONTENT : Please fill this section based on what is in the syllabus and delivered in the class. If you have other basis, please state it specifically.

Alternate Basis : \_\_\_\_\_

	Excellent	Good	Fair	Poor	Unable to Access
Relevance of Concepts					
Relevance for Application					
Extent of Coverage					
Indicate one aspect which you liked :					
Indicate one aspect which can be improved :					

**(III) DELIVERY :** This predominantly relates to the Faculty. Your assessment will be valued for each component listed rather than for an overall assessment.

	Excellent	Good	Fair	Poor	Unable to Access
Explanation of Concepts					
Guidance for Application					
Capability to clarify doubts/issues					
Ability to enhance interest, draw participation					
Indicate two aspect which you liked :					
Indicate two aspect which can be improved :					

**(IV) PARTICIPATION :** This predominantly relates to You. We invite your honest self-assessment

	Excellent	Good	Fair	Poor	Unable to Access
Extent of Preparation/Study					
Involvement in the Process					
Energy committed to the Process					
Indicate two aspects which you liked :					
Indicate two aspects which can be improved :					

Date : \_\_\_\_\_ Anonymous \_\_\_\_\_ (OR)

Name \_\_\_\_\_










THANK YOU FOR YOUR INPUTS

11	<b>Grievance redressal mechanism for faculty, staff and students</b>	<p><b><u>Students:</u></b> Students redressal mechanism is through Class Representatives, 2 CRs per section.</p> <p><b><u>Faculty &amp; Staff:</u></b> The grievance redressal mechanism for Faculty &amp; staff is through Faculty Council.</p> <p><b><u>Disciplinary Committee:</u></b> The Committee consists of the Head Admin as Chairman of the Committee, and a nominated Faculty.</p> <p>Two students' representatives both from 1<sup>st</sup> year and 2<sup>nd</sup> year batch consisting of one lady student and one male student may be invited to remain present in the proceedings and to offer their constructive views and suggestions. When complaint against any student of a given batch is being enquired into by the Committee, student representatives of that batch alone may be invited to participate in the committee deliberations.</p> <p>Any complaint against a student emanating from whatever source, must be in writing and on preliminary enquiry, if the Chairman is satisfied that the complaint will have to be looked into in detail, he may refer the matter to the Committee. The Committee will give reasonable opportunity to the affected student to give his explanation for the misconduct or any other action against which complaint is made.</p> <p>Any decision of the disciplinary committee to down grade the student or expel from the Institute is subject to the confirmation of the Institute's Director</p>
12	<b>Anti-Ragging Committee</b>	<p>1. The Anti-ragging committee consists of the following faculty and staff:</p> <ul style="list-style-type: none"> <li>a) Dr. D.N. Murthy</li> <li>b) Prof. Vinay Bhushan</li> <li>c) Prof. Chetan V Hiremath</li> <li>d) Prof. Chetan GK</li> <li>e) Mr. Raghavendra Dixit</li> <li>f) Mr. Gururaj Khasnis</li> <li>g) Mr. NP Parameshwarappa</li> <li>h) Mr. G. Yuvaraj</li> <li>i) Mr. KT Nagaraj</li> </ul>

13	<b>Name of the Department</b>	Management
	<b>Course</b>	Post Graduate Diploma in Management (PGDM)
	<b>Level</b>	PG
	<b>1<sup>st</sup> Year approval by the council</b>	2010
	<b>Year wise Sanctioned Intake</b>	120

<b>Year</b>	2013	2014	2015
<b>Admitted</b>	87	64	64

14	<b>Cut-off Marks General Quota</b>	50% in Graduation
	<b>% Students passed with Distinction</b>	55.93%
	<b>% Students passed with First Class</b>	28.81%
	<b>Students Placed</b>	96%
	<b>Average pay package, Rs/Year</b>	5.35 Lakhs / 2015-16
15	<b>Students opted for Higher Studies</b>	
	<b>Accreditation Status of the course</b>	Accredited
	<b>Doctoral Courses</b>	NO
	<b>Foreign Collaboration, if any Professional</b>	—
	<b>Society Membership Professional Activities</b>	—
	<b>Consultancy Activities</b>	—
	<b>Grants Fetched Departmental Achievements</b>	—
	<b>Distinguished Alumni</b>	—
16	<b>Name of the Teaching Staff</b>	Listed Below
	<b>Designation</b>	
	<b>Department</b>	
	<b>Date of joining the Institution Qualification</b>	
	<b>with Class/Grade Total Experience in Years:</b>	
	<b>Teaching/Industry/Research Photo</b>	

S. No	Name of Teaching Staff	Designation	Department	Date of Joining	Qual with Class/Grade			Total Experience in Years			Photo
					Qual	Div Class/ Grade UG	Div Class /Grade PG	Teaching	Industry	Research	
1	Dr. C.N. Narayana	Principal Director	Management	07.02.2015	PhD	1 <sup>st</sup>	1 <sup>st</sup>	28	-	-	
2	Mr. Mahesh Revankar	Head Admin	Management	09.01.2010	MBA	1 <sup>st</sup>	1 <sup>st</sup>	6	8	-	
3	Dr. V.S Pai	Professor	Management	30.07.2009	PhD	1 <sup>st</sup>	1 <sup>st</sup>	28	-	28	
4	Dr. D.N. Murthy	Senior Professor	Management		PhD			23	23	23	
5	Prof. Anand Narasimha	Professor	Management		PGP,IIM-Calcutta	1st	1st	30	-	-	
6	Dr. Gopal Iyengar	Professor	Management	15.02.2009	PhD	1 <sup>st</sup>	1 <sup>st</sup>	23	13	6	
7	Prof. Vinay Bhushan	Sr. Lecturer	Management	20.07.2011	M.Sc	1 <sup>st</sup>	1 <sup>st</sup>	12	-	1	
8	Prof. Chetan V Hiremath	Asst. Professor	Management	13.08.2012	MBA	2 <sup>nd</sup>	1 <sup>st</sup>	8	4	6	
9	Prof. Chetan G.K	Asst. Professor	Management	20.11.2013	M.B.A. Ph.D. (Pursuing)	1 <sup>st</sup>	1 <sup>st</sup>	6	-	-	



10	Prof. M K Seshasayee	Asst. Professor	Management	15.08.2011	B.Tech (Chem), ME (Chem)	1 <sup>st</sup>	1 <sup>st</sup>	03	30	-	
11	Prof. Nagaraj B.V	Asst. Professor	Management	27.10.2014	M.Sc., MBA, Ph.D. (Pursuing)	2nd	1st	13	5	3	
12	Prof. Abhishek Narasimha	Lecturer	Management		B.E, M.A,P.G.D. M, B.Com			-	2	-	
13	Prof. Shruti Das	Placement Executive & Lecturer	Management		B.Com. P.G. M.M.S	1 <sup>st</sup>	1 <sup>st</sup>	12	3	-	
14	Prof. N P Parameshwarappa	Academic Associate	Management	01.07.2010	PGDCS, PGDCAS	1 <sup>st</sup>	1 <sup>st</sup>	2	3	-	
15	Prof. Yuvaraj	Academic Associate	Management	01.07.2010	MBA	2nd	2 <sup>nd</sup>	2	-	-	
16	Prof. Veena	Academic Associate	Management	01.07.2010	MBA	2 <sup>nd</sup>	2 <sup>nd</sup>	2	-	-	

15	<b>Papers Published</b> <b>Papers Presented in Conference</b> <b>PhD Guide? Give field &amp; University</b> <b>PhDs/Projects Guided</b>	National: National: Field: PhDs:	International International University Projects at Master level  Listed below
Sl. No	Faculty	Details of Publication/Conferences	
1	Dr. C.N. Narayana	<div>Published Publication (Journal &amp; Book Chapter)</div> <p><u>Global Business Review-SAGE Publications: List of Book Reviews by Dr. C.N.Narayana</u></p> <ol style="list-style-type: none"> <li><b>1) Book Review: Manoj Kumar Sinha, Business and Human Rights:</b> Global Business Review September 2014-15: 631-636, doi: 10.1177/097215091453515.</li> <li><b>2) Book Review: B. Karunakar, Corporate Champions—Excellent Companies of India:</b> Global Business Review October 2012-13: 509-511, doi: 10.1177/097215091201300310.</li> <li><b>3) Book Review: Micro, Small Medium Enterprises Report:</b> Global Business Review - Global Business Rev 01/2012; 13(2):351-352.</li> </ol> <div>Journal Publication</div> <p><b>International Journals Research Papers Published:</b></p> <ol style="list-style-type: none"> <li><b>1) Name:</b> International Journal of Strategic Management <b>Publisher:</b> International Academy of Business and Economics <b>Audience:</b> Academic <b>Format:</b> Magazine/Journal <b>Subject:</b> Business, international <b>Copyright:</b> COPYRIGHT 2008 International Academy of Business and Economics <b>ISSN:</b> <a href="#">1555-2411</a>. “Flexible Strategy for Human Resource Management for Futuristic organizations”</li> <li><b>2) Name:</b> International Journal of Strategic management, Texas University, USA, Florida 2013, strategic management track. “Performance Management for competitive advantage and Leadership Reflex”</li> </ol>	
2	Dr. V.S. Pai	<b>Publications/ Articles/ Cases</b>  <b>Research Project Undertaken:</b>	

Completed a project titled, “A Study on the Production and Marketing of Handloom Products of Manipur” which was funded by ICSSR, New Delhi, India.

**Ph.D. Guidance:**

Ph. D. degrees awarded by the University of Manipur, India to successful Research scholars under my guidance.

Sl.No.	Topic	Area	Year of Award
1	Management in Handloom Industry: A Study of Production and Marketing of Handloom Products for Exports.	General Management	1993
2	Diversification as a Corporate Strategic Strategy: The Indian Scenario.	Strategic Management	1994
3	Management in Construction Industry and its Strategic Analysis.	Strategic Management	1995

**Publications:**

**Refereed Research Publications-**

1. Indian Tea Industry: Strategic implication for 90s, **Productivity**, National Productivity Council, New Delhi, Vol. 32, No. 1 April – June 1991.
2. Role of Tea Industry in Northeast India: A Strategic Analysis, **Journal of NE-ICSSR**, Shillong, Vol. 15, No. 2, Oct. 1991.
3. Trends in Handloom Exports: A Strategic Analysis, **Decision**, Indian Institute of Management, Calcutta, Vol. 21 No. 3, July – Sept 1995.
4. Diversified Companies and Financial Performance: A study, **Finance India**, Indian Institute of Finance, Delhi. Vol. 9, No. 4 Dec. 1995.
5. Handloom Exports: Performance during 80s and Strategy for the 90s, **SEDME Journal**, Hyderabad, March 1995.
6. Emerging Global Competitiveness: Strategic Response Options for Indian Corporates, **ABHIGYAN**, FORE School of Management, Vol. 15, No. 3, 1997.
7. Why is Good Governance Eluding Corporate India?, **Abhigyan**, FORE School of Management, New Delhi Vo. 20, No. 4, Jan-March 2003.
8. Developing Business Strategy: A Synthesis of Approaches, **IIMB Management Review**, Indian Institute of Management Bangalore, Vol. 15, No. 1, March 2003.

		<p>9. Strategic Alliances: Long-Lasting Marriages or Short-Lived Infatuations, <b>ICFAI Journal of Management Research</b>, ICFAI University Press, Vol.2, No.3, May 2003. [Co-author Niranjan Swain]</p> <p>10. Enhancing Customer Value through Packaging: A Case Study, <b>ICFAI Journal of Marketing Management</b>, ICFAI University Press, Vol. II, No. 2, May 2003 [Co-author K J Jaisimha]</p> <p>11.MNC's &amp; Human Capital Accretion in the Software Industry, <b>Productivity, National Productivity Council</b>, New Delhi, Vol. 44, No. 3, Oct-Dec, 2003.</p> <p>12. Stages in the Turnaround Process: The Case of ECIL, <b>ICFAI Journal of Business Strategy</b>, Vol. I, No. 1, Jan 2004.</p> <p>13. TISCO: Performance Analysis for Future Growth, <b>ICFAI Journal of Business Strategy</b>, Vol. I, No. 2, March 2004.</p> <p>14. The Nirma Story, <b>ICFAI Journal of Marketing Management</b>, ICFAI University Press, Vol. 3, No. 2, May 2004. [Co-author Vivek Kaul]</p> <p>15. Trends in the Indian Banking Industry: Analyses of Inter-regional Trends in Deposits and Credits, <b>ICFAI Journal of Management Research</b>, ICFAI University Press, January 2006.</p> <p>16. Competition in Indian Furniture Industry: An Analysis of Trends, <b>ICFAI Journal of Management Research</b>, ICFAI University Press, Vol. 5, No. 9, Sept 2006 [Co-author M S Balaji]</p> <p><b>Paper Accepted For Publication:</b></p> <p>1. Comparative Performance of Domestic and Foreign Owned Firms: Evidence from an Emerging Market accepted for publication in <b>Review of Integrative Business and Economics Research</b> ISSN: 2304-1013 [Accepted in June 2013]</p> <p>2. Kraft Foods Inc. in India – The Cadbury Acquisition written jointly with Dr. Ram Subramanian of Montclair State University, New Jersey, USA sent to <b>Asian Case Research Journal</b>, National University of Singapore, Singapore [Accepted for publication in August 2012]</p> <p>3. Hero Honda Motors Ltd, accepted for publication in the <b>Asian Case Research Journal</b>, National University of Singapore, Singapore. [Accepted for publication in April 2011]</p> <p>4. Competing in the Indian Telecom Market: The Tata-DoCoMo Experience sent to <b>The CASE Journal</b>, Salem State University, MA, USA [Accepted for publication in November 2011]</p> <p><b>Paper Sent For Publication:</b></p> <p>1. Bata India Ltd, <b>Asian Journal of Management Cases</b>, LUMS, Pakistan [Sent in May 2013]</p>
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		<p>2. Godrej Consumer Products Ltd, <b>Business Case Journal, USA</b> [Sent in June 2012]</p> <p><b>Book Reviews Published:</b></p> <p>1. Rational Exuberance by Michael J Mandel, <b>Vikalpa, IIM Ahmedabad</b>, Vol. 30, No. 3, July-Sept 2005 [Co-author Vishal Mishra]</p> <p>2. Passion to Win: How Winning Companies Develop and Sustain Competitive Edge, by Abad Ahmed and OP Chopra, <b>South Asian Journal of Management, AMDISA</b>, Hyderabad, vol. 13, No. 1, Jan-Mar 2006. [Co-author Anand Agarwal]</p> <p>3. Extended Enterprise: Gaining Competitive Advantage through Collaborative Supply Chains by Edward W Davis and Robert E Spekman, <b>IIM-B Management Review, IIM-B</b>, Vol., No., March 2007. [Co-author Sunil Bharadwaj]</p> <p>4. Business Strategies in Transition Economies, by Michael W Pen, <b>Global CEO</b>, Hyderabad, Vol. VII, Issue 5, May 2007. [Co-author Sanjit Kumar Roy]</p> <p>5. Leading through Conflict: How Successful Leaders Transform differences into Opportunities by Mark Gerzon, <b>HRM Review</b>, Hyderabad, Vol VII, Issue 6, June 2007. [Co-author Rishi Bhatia]</p> <p>6. The Origin of Brands: Discover the Natural Laws of Product Innovation and Business Survival, <b>IIM-B Management Review, IIM-B</b>, Vol. 17, No. 4.</p> <p><b>Case Studies Published:</b></p> <p>1. Enhancing Customer Value through Packaging: A Case Study, <b>ICFAI Journal of Marketing Management</b>, ICFAI University Press, Vol. II, No. 2, May 2003. [Co-author K J Jaisimha]</p> <p>2. The Nirma Story, <b>ICFAI Journal of Marketing Management</b>, ICFAI University Press, Vol. 3, No. 2, May 2004. [Co-author Vivek Kaul]</p> <p>3. Cola's Countryside Crusade: The Distribution Challenge, <b>Marketing Mastermind</b>, ICFAI University Press, Nov 2004. [Co-author Anand Agarwal]</p> <p>4. Amul: The Cooperative Model for Growth, uploaded to the <b>European Case Clearing House, Cranfield University, UK</b> in June 2006. [Co-author M S Balaji]</p> <p>5. ITC: Adding Shareholder Value through Diversification, uploaded to the European Case Clearing House, Cranfield University, UK in June 2007. [Co-author M S Balaji]</p> <p>6. Hero Honda Motors Ltd: A Long Lasting Joint Venture, uploaded to the <b>European Case Clearing House, Cranfield University, UK</b> in November 2010.</p> <p>7. Tata DoCoMo: Competing in the Indian Telecom Market, uploaded to the <b>European Case Clearing House, Cranfield University, UK</b> in February 2011.</p> <p>8. M/s Kanthappa Agencies Ltd, uploaded to the <b>European Case Clearing House, Cranfield University, UK</b> in February 2011.</p>
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**National Business News Paper Publications:**

1. Benchmarking: A Tool for Building Competitive Advantage, Management Feature, **Business Line**, Madras, Jan. 19, 1995.
2. Portfolio Analysis Paradigm: Playing to Win, Management Feature, **Business Line**, Madras, Feb. 16, 1995.
3. PLC and Business Planning: A Perspective, Management Feature, **Business Line**, Madras, April 6, 1995.
4. Advantage of being the leader – Using the Experience Curve Effect, Management Feature, **Business Line**, Madras, April 20, 1995.
5. Defining the Business Clearly – Creativity in the Decision – making Process, Management Feature, **Business Line**, Madras, May 4, 1995.
6. The HLL-TOMCO Merger: Reasons behind the Move, **Business Line**, Madras, June 23, 1995.
7. The HLL-TOMCO Merger: Advantages of the Exercise, **Business Line**, Madras, June 24, 1995.
8. Outsource Intelligently, **The Economic Times- Financial Times**, Bangalore, Sept. 19, 1999.
9. Business restructuring: Strategic thinking is key, **Business Line**, Madras, Sept. 23, 1999.
10. Surviving changes in the car industry, **The Economic times- Financial Times**, Bangalore, October 31, 1999.
11. Marriages of Convenience: Business Partnering, **The Economic Times- Financial Times**, Bangalore, January 9, 2000.
12. Forthcoming Flash-point, **The Economic Times** [Editorial page-Guest Column], Bangalore, January 12, 2000.
13. Auto-component makers have to gear up, **The Economic Times- Financial Times**, Bangalore, April 30, 2000.
14. The way to be fighting fit, **The Economic Times-Financial Times**, Bangalore, October 1, 2000.
15. Meeting the Chinese Threat, **The Business Line**, Chennai, June 27, 2001.
16. How Competitive is the Indian Private Sector? **The Business Line**, Chennai, January 29, 2002.

**Business Magazine Publications:**

		<p>1. Corporate India at Cross Roads: The Required Paradigm Shift, <b>Effective Executive</b>, ICFAI University Press, Hyderabad, May 2003.</p> <p>2. Relationship Marketing: old Practices in New Form, <b>Marketing Mastermind</b>, Hyderabad, ICFAI University Press, May 2003.</p> <p>3. The Indian MNCs: Hype or Reality? <b>Effective Executive</b>, Hyderabad, July 2004</p> <p>4. Challenges for Indian Organized Retail: A Research Agenda, <b>Effective Executive</b>, ICFAI University Press, Hyderabad, July 2004. [Co-author Vinod Madhavan]</p> <p>5. Cola's Countryside Crusade: The Distribution Challenge, <b>Marketing Mastermind</b>, ICFAI University Press, Nov 2004. [Co-author Anand Agarwal]</p> <p>6. Public Call Offices in India: Predicting the Future, <b>Effective Executive</b>, ICFAI University Press, Hyderabad, July 2005. [Co-author Dhiraj Sharma]</p> <p>7. Competition in the Indian TV Industry: An Analysis of Trends, <b>Effective Executive</b>, ICFAI University Press, Hyderabad, July 2006. [Co-author Dhiraj Sharma]</p> <p><b>Other Research &amp; Related Publications:</b></p> <p>1. Lead Bank Scheme in Assam: Poor Performance, <b>Commerce</b>, Bombay, Vol. 153, No. 3925, Aug. 9, 1986.</p> <p>2. Lead Bank Scheme in Assam: A Critical Evaluation, <b>Indian Journal of Commerce</b>, Waltair, Vol. 39, Part. 3, No. 148, July – Sept 1986.</p> <p>3. Marketing and Storage Aspects of Priority Sector Lending in Assam, <b>Indian Journal of Marketing</b>, New Delhi, Vol. XVII, No. 1, Sept 1986.</p> <p>4. Recovery Aspect of Priority Sector Lending in Assam, <b>The Co-operator</b>, New Delhi, Vol. XXIV, No. 7, October 1, 1986.</p> <p>5. Lead Bank Scheme in Assam: A Critical Evaluation, <b>Rural Development Review</b>, TAU Coimbatore, Vol. 5, No. 3 &amp; 4, July – Sept and Oct-Dec., 1986.</p> <p>6. Lead Bank Scheme – Impact on Beneficiaries in Assam. <b>Commerce &amp; Management</b>, Muzaffarnagar, Vol.5, No. 1, June 1986.</p> <p>7. State Industrial Development Corporation: A Performance Analysis 1980 – 86, <b>Indian Journal of Social Research</b>, Vol. 31, No. 1, March 1990.</p> <p>8. Indo-Bhutanese Economic Relations, <b>Commerce</b>, Bombay, Vol. 152, No. 3916, June 7, 1986.</p> <p>9. Industrial Development in Bhutan: Present &amp; Potential, <b>Commerce</b>, Bombay Vol. 153, No. 3924, Oct 11-17, 1986.</p> <p>10. Combating Personnel Insufficiency through Manpower Planning in Bhutan, <b>Commerce &amp; Management</b>, Muzaffarnagar, Vol. 3, No. 1, June 1987.</p>
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		<p>11. Pattern of Commerce Education in some of the Southern Universities, <b>Commerce Education in India</b>, (Edited), Deep &amp; Deep Publication, New Delhi, 1987.</p> <p>12. Bhutan's Sixth Five Year Plan (1987-92): Thrust on Industrial Growth, <b>Commerce</b>, Bombay, Vol. 156, No. 3999, Jan 9 – 15, 1988.</p> <p>13. Bhutan: Planning to enter International Aviation, <b>Commerce</b>, Bombay, Vol. 157, No. 4032, Sept. 3 – 9, 1988.</p> <p>14. Five Year Plans &amp; Industrial Development in Manipur, <b>Journal of NE-ICSSR</b>, Shillong Vol. 13, No. 1, Jan. 1989.</p> <p>15. Infrastructure Facilities in Manipur – A Study, <b>Journal of NE-ICSSR</b>, Shillong, Vol. 14, No. 1, April 1990.</p> <p>16. Business Growth through Takeovers-The Indian Experience, <b>Third Concept</b>, New Delhi Vol. 3, No. 1, Jan. 1990.</p> <p>17. Business Turnarounds in India, <b>Third Concept</b>, New Delhi, Vol. 3, No. 38039, April-May. 1990.</p> <p>18. International Marketing of Automobiles: The Japanese Experience, <b>Commerce and Management</b>, Muzaffarnagar, Vol. 7, No. 1, 1991</p> <p>19. A Study of Profitability and Efficiency of Banks in India, <b>Sona Global Management Review</b>, Vol. 3, Issue 5, Nov 2009.</p> <p><b>Paper Submitted In Conferences:</b></p> <p>1. Diversification and Corporate Performance: A Study of Causality and Indian Manufacturing Industry, <u>accepted for presentation</u> at <b>International Business &amp; Economic Research Conference, Las Vegas, Nevada, USA</b> in October 2003.</p> <p>2. Tata DoCoMo: Competing in the Indian Telecom Market, <u>accepted for presentation</u> at <b>Faculty of Business Management and Accounting, Universiti Sultan Zainal Abidin, Malaysia</b> in April 16-17, 2011 (a not attend because of personal reasons)</p> <p>3. Hero Honda Motors Ltd: A Long Lasting Joint Venture, <u>accepted for presentation</u> at <b>Society of Interdisciplinary Business Research Conference, Bangkok</b>, June 16-18, 2011 (a not attend because of personal reasons).</p>
3	Dr. D.N. Murthy	<p><b>Research Project Undertaken:</b> Completed a major UGC research project as co-investigator.</p> <p><b>Publications:</b></p> <p><b>Refereed Research Publications-</b></p> <ul style="list-style-type: none"> <li>A research article titled “<b>Marketing applications of Internet of Things (IoT)</b>” has been accepted by Indian Journal of Marketing. Likely to be published in August / September edition.</li> </ul>



		<ul style="list-style-type: none"> <li>• A research study titled “ <b>Is E-commerce changing Indian Buying Behavior</b>” published with IJAME Volume 4, Number 1, Jan-Feb 2015 (<i>can be accessed at <a href="http://www.managementjournal.info/current_article.php">http://www.managementjournal.info/current_article.php</a></i>)</li> <li>• A Case Study of Bangalore Machine Tool Cluster, <b>FOCUS</b>, March 2014.</li> <li>• Parental influence on Consumer Socialization, <b>IJMFSMR</b>, 2012</li> <li>• Product Life Cycle: Cause or Result, <i>Advances in Entrepreneurship</i>, <b>University of UYO</b>, Volume 1, April 2011</li> <li>• Emergence of Market Segments during the progress of PLC curve, <b>Journal of Innovative Education Strategies</b>, Maryland, 2010</li> </ul> <p><b>Case Studies Published:</b></p> <ul style="list-style-type: none"> <li>• A case study titled “<b>Managing the Brand Crisis- A case Study of Volvo Buses in India</b>” published with ECCH (The Case Centre). Reference number - <b>514-175-1 (2015)</b></li> <li>• A case study titled “<b>Rectifying the past slipups- Repositioning of TATA Nano</b>” published with ECCH (The Case Centre) Reference number <b>315-008-1. (2014)</b></li> <li>• A case study titled “<b>Building competencies through innovations- A case study of Tanishq</b>” published with ECCH (The Case Centre) Reference number <b>515-019-1. (2014)</b></li> </ul> <p><b>Paper under Preparations:</b></p> <ol style="list-style-type: none"> <li>1. “Maggi” Brand crisis and avenues for restoration</li> <li>2. A case study on Market entry of Daimler trucks in India</li> <li>3. A case study on credibility of health-care system and its marketing implications</li> </ol> <p><b>Other Research &amp; Related Publications:</b></p> <p><b>Paper Submitted In Conferences:</b></p> <ul style="list-style-type: none"> <li>• <b>American Marketing Association’s</b> annual educator’s conference at Chicago, 2012 : <i>Proposed improvements over BCG matrix as a strategic tool.</i> <ul style="list-style-type: none"> <li>○ Co-Author: Prof. Douglas McLahan, Fosters Business School, UW, Seattle, USA</li> </ul> </li> <li>• <b>IMT Nagpur</b>, 2012: <i>Marketing Implications of Stimulus Generalization: Awarded as the best research paper.</i></li> <li>• <b>University of New Orleans and Decision Sciences Institute</b> at New Orleans, 2011: <i>Model to make Bangalore machine tool cluster self-sustainable</i> <ul style="list-style-type: none"> <li>○ Co-Author: Prof. Khurram Bhutta, University of Ohio, Athens, USA</li> </ul> </li> </ul> <p><b>(Link:</b>  <a href="http://www.swdsi.org/swdsi2012/proceedings_2012/papers/Papers/PA131.pdf">http://www.swdsi.org/swdsi2012/proceedings_2012/papers/Papers/PA131.p  df)</a></p> <ul style="list-style-type: none"> <li>• <b>IIM Ahmedabad</b>, 2012 : <i>Practitioners Perspective of PLC Theory: A Delphi-based analysis</i></li> </ul>
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		<ul style="list-style-type: none"> <li>• <b>IIM Calicut, 2012:</b> <i>Strategic Marketing Insights from the Interaction of Product Life Cycle and Organizational Life Cycle</i></li> <li>• <b>IIM Ranchi, 2012:</b> <i>Role of Marketers in Consumer Socialization</i></li> <li>• <b>IIT Delhi, 2012:</b> <i>Strategic Insights on How the Product Evolution along PLC Curve Reorganize the Market Segments and Competition Structure</i></li> <li>• <b>IISc, Bangalore, 2007:</b> <i>Cluster Strategy as a Strategic Option for SMEs</i></li> </ul> <p><b>MDP Experience:</b></p> <ol style="list-style-type: none"> <li>1. Apple Inc.</li> <li>2. Rockwell Automation</li> <li>3. Emerson Engineering</li> <li>4. Videocon</li> <li>5. NongWoo Bio Company Ltd.</li> </ol> <p><b>Consulting:</b></p> <p>Carried out a consulting assignment for Mirc Electronics (Onida brand) to assess the effectiveness of their advertisement campaigns during IPL series</p>
4	<b>Dr. Gopal Iyengar</b>	<p><b>Publications, Conferences and Seminars</b></p> <ul style="list-style-type: none"> <li>• "Adapting The Balanced Score Card to Management Education - A Concept Paper" (with Atul Kulkarni and Jamil Anwar), <u>AMDISA Conference, Dhakha</u> (accepted for presentation in February 2007).</li> <li>• "Management Education at the Crossroads - A Business School That Makes a Difference" (with Dr Janaki Naik), AIMS Conference at IIM Ahmedabad, January 2006.</li> <li>• "Performance through Process Synergy - A Route to Organisational Excellence" (with Atul Kulkarni), <u>AMDISA International Conference, LUMS Lahore, Pakistan</u>, Nov 2004.</li> <li>• "Knowledge Management for HR" (with Janaki Naik), submitted for <u>KM Conference 2003, Singapore</u>, but printed as a Chapter in a book.</li> <li>• "Integrating the R&amp;D Chain in the Supply Chain for Enhancing Profits" (with Jayalakshmi Gopal), <u>SAPICS Conference, Sun City, South Africa</u>, July 2002 (Accepted, could not travel to present due to passport problems).</li> <li>• "The Role of Logistics in eSupply Chains - An empirical study" (with Pinak Kulkarni), SAPICS Conference in Durban, South Africa, June 2001.</li> <li>• "Integrating the R&amp;D chain in Supply Chain Management - A Conceptual Framework" (with Jayalakshmi Gopal), R&amp;D Management Conference, Dec. 2000, New Delhi.</li> <li>• "Value/Cost Ratio in the Supply Chain - an Empirical Study", <u>Association of Management. Development Institutes in South Asia (AMDISA) Conference</u>, Pune, INDIA, March 2000.</li> <li>• "Enhancing Value in the Supply Chain through Quality Function Deployment" (with Piyalee Biswas), <u>NATCOM 99, National Convention of Indian Institute of Materials Management Convention</u>, Hyderabad, INDIA, November 1999.</li> <li>• "Supply Chain Management - A Conceptual Framework", (with M. Krishna Kumar and Anand Godse), <u>International Conference on Supply Chain Management, MDI Gurgaon, INDIA, November 1998 and Second</u></li> </ul>

		<p><u>International Conference on Operations and Quantitative Management, Nirma Institute of Management, Ahmedabad, INDIA, January 1999.</u></p> <ul style="list-style-type: none"> <li>• "Reengineering the Supply Chain" (with Anand Godse and M. Krishna Kumar), <u>Second International Conference on Operations and Quantitative Management, Nirma Institute of Management, Ahmedabad, INDIA, January 1999.</u></li> <li>• "Logistics in India - Has it come of Age?" (with M. Krishna Kumar), <u>NATCOM 98, National Convention of Indian Institute of Materials Management Convention, Mumbai, INDIA, October 1998.</u></li> <li>• "Strategic Planning - The Case of a Technology Company" (with A.P.Bhupatkar and S.P.Kandalgaonkar), <u>Association of Management Development Institutes in South Asia (AMDISA) Conference, BHUTAN, April 1998.</u></li> <li>• "Sharing Vision - The IMDR Experience", (with A. P. Bhupatkar), <u>Association of Management Development Institutes in South Asia (AMDISA) Conference, Colombo, SRI LANKA, April 1996.</u></li> <li>• "Articulating Community Vision...." (With A. P. Bhupatkar &amp; A. G. Sapre), <u>Association of Management Development Institutes in South Asia (AMDISA) Conference, Colombo, SRI LANKA, April 1996.</u></li> <li>• "Sharing Vision - The IMDR Experience", (with A. P. Bhupatkar), <u>European Group for Organisation Studies (EGOS) Colloquium, Istanbul, TURKEY, July 1995. (Accepted, could not travel to present).</u></li> <li>• "The MBA - Swollen Head and Spindly Limbs", (with A. P. Bhupatkar and S. Pradhan), <u>South Asian Journal of Management, India, 1995.</u></li> <li>• "Concordance and Conflict in Strategy Ownership amongst Firms's Managers", (with P. McKiernan), <u>British Academy of Management (BAM) Annual Conference, Lancaster, UK, Sept. 1994.</u></li> <li>• "Mode of International Entry: An Empirical Test", (with P. McKiernan and J. R. Pandian), <u>British Academy of Management (BAM) Annual Conference, Cranfield, UK, Sept. 1993.</u></li> <li>• "Concordance and Conflict in Strategy Ownership amongst Firms's Managers", (with P. McKiernan), <u>European Institute of Advanced Studies in Management (EIASM) Conference, Brussels, BELGIUM, May 1993.</u></li> </ul>
5	<b>Prof. Chetan V. Hiremath</b>	<p><b>Papers Presented and Published:</b></p> <ol style="list-style-type: none"> <li>1. Chetan V Hiremath &amp; Chandan Chavadi presented a paper "<i>Customer Loyalty Appraisal based on Store Characteristics: An Alternative Approach</i>" at MACRON2012 organised by IIM Calcutta and published in Indian Journal of Marketing, 44(5), pp18-29.</li> <li>2. Pai V.S, &amp; Hiremath Chetan V, (2013) "<i>Comparative Performance of Domestic and Foreign Owned firms: Evidence from an Emerging Market</i>" was presented at The SIBR-Thammasat 2013 Bangkok Conference and published in Review of Integrative Business &amp; Economics Research, 2(2),pp 416-433.</li> <li>3. Hiremath Chetan V. <i>et al</i> (2012) "Scope for Cloud Technology as an Alternative Marketing Information System: An Empirical Study" in D'silva Stephen <i>et al</i> International Research Conference on Management, Banking and Finance March 2012, Jamnanlal Bajaj Institute of Management Studies Department, University of Mumbai, Hotel Oberoi Mumbai ,Excel India Publishers, pp 66-67.</li> </ol>

4. Hiremath Chetan V. & Mahat Tazeentaj (2012) , “Role of Career Anchors in Job Selection, Change and Satisfaction: An Empirical Study”, in Kalkundrikar et al ed. Employee First ,Customer Next, Foundry cluster, Belgavi, Himalaya Publishing House, pp 352-361.(Paper received 3<sup>rd</sup> place)
5. Chetan V Hiremath et al (2011) “*Business Cluster Development: A study of Hubli-Dharwad Chaatwalas*, in Subhash M.S ed. Entrepreneurship and Business Development in India :issues and challenges, Kousali Institute of Management studies, Karnatak University Dharwad, Excel Publications ,pp- 141-148.(Paper received 2<sup>nd</sup> place overall and 1<sup>st</sup> place in the track)
6. Chetan V. Hiremath & Dr. Chandan Chavadi presented a paper on “*Impulsive Buying Behavior Of Apparels At Acron Arcade, Goa: An Empirical Study*” at 4<sup>th</sup> International Conference 2012 on Doing Business in India: Opportunities and Challenges in the Service Sector ,11-12<sup>th</sup> Jan 2012 organised by IFIM Business School, Bangaluru.(The paper is one among ten shortlisted for publication in Focus –International Journal of Management Digest)

#### Papers Published:

1. Chetan V Hiremath & A Vinay Bhushan (2014) “*Factors Influencing Use of Cloud Technology in Micro, Small and Medium Enterprises; An Empirical Study*”, Indian Journal of Social Science Research, 1(2), pp 101-107.
2. Chetan V Hiremath & Patil S.C (2014) “*Factors Influencing Wastivity in Small Scale Industries: A Case Study of Hubli-Dharwad*, SDMIMD Journal of Management, 5(1), pp 25 -33.
3. Chetan V. Hiremath & Patil S.C (2011) “*An empirical study on Social Relevance of Work Life of Women Employees in Small Scale Industries*” Vishwakarma Business Review, 2(1) pp-43-52
4. Chetan V Hiremath, Dr. Filipe E melo (2011) , “*A study on Quality Practices adopted by selected manufacturing industries in North Goa*” Presidency Journal of Management Thought & Research,2(3),pp25-37
5. Chetan V Hiremath Dr Mathal Juliet( Nov-Dec 2011) , “*Apparel Retail Outlet Selection: Influence Of Service Levels In Goa*” **Indian Journal of Marketing, New Delhi,41(11),pp4-14**
6. Chetan V Hiremath, Amit Charantimath (2011), “*A study on the factors affecting the choice of branded apparels in North Goa*”, Tatva, KLS-IMER Belgaum, 8(2), pp75-80.
7. Hiremath Chetan V & Dr.Jugati Dayanand (2011), “*Role of Service personnel in Lemon Tree Amarante Beach Resort- Goa*”: A Case Study Spurthi ,Vol I (1)
8. Chetan V Hiremath Dr Mathal Juliet, “*Factors influencing selection of bakery outlets in South Goa: An empirical study*”, Presidency Journal of Management Thought & Research, Vol I (1) ,pp48-53.
9. Chetan V Hiremath et t al, “*Mathematical Model for Network Marketing*”, Journal of Commerce and Management Thought, Vol I(4) pp 380-397.
10. Chetan V Hiremath, Dr. Mathal Juliet “*Viewer’s Perception towards Surrogate Advertisements of Seagram’s Products in North Goa*”; An

		<p><i>Empirical Study</i>, (November 2009) Marketing Master Mind, Icfai University Press.</p> <p>11. Hiremath Chetan V &amp; Jha Bidyanand <i>"The Role of Perceived Ease of Use, Usefulness and Risk on E-Tax User Intentions: A Critical Study In North Karnataka"</i>, accepted for publication by South Asian Journal of Marketing &amp; Management Research</p> <p>12. Chetan V Hiremath Et al. <i>"A Study on Effect of Return, Income and Risk on Selection of Investment Products at Goa"</i>, accepted for publication by Vidyasagar University Journal of Commerce, Midnapur.</p> <p>13. Hiremath Chetan V &amp; Kulkarni R.R <i>"B-School Criteria in Hubli-Dharwad: An Empirical Study"</i> accepted for publication in Patil S.C ed., Professional Education-A Road Ahead, Rani Chennamma University, Belgavi, Himalaya Publishing House.</p> <p><b>Papers Presented:</b></p> <p>14. Chetan V Hiremath and Chandan Chavadi presented a paper <i>"Customer Loyalty Appraisal based on Store Characteristics: An Alternative Approach"</i> at MACRON2012 organised by IIMC</p> <p>15. Hiremath Chetan V. and Patil S.C presented a papers <i>" Knowledge Management: A conceptual frame work "</i>at The HR Conclave 2012 Organised by Bharathesh Education Trusts's Global Business School and Rani Chennamma University, Belagavi on 17<sup>th</sup> and 18<sup>th</sup> February 2012.</p> <p>16. Chetan V. Hiremath &amp; Kiran Ambekar presented a paper <i>" A study on perception of various stake holders with respect to FDI in Indian retail: An empirical study"</i> at foundation day national conference on FDI Issues In Indian Retail Sector held on 20<sup>th</sup> January 2012 at SDM College of Engineering and Technology, Dharwad.</p> <p>17. Chetan V. Hiremath &amp; Yatgiri P.Y Presented a paper <i>" Quality dimensions and conformance issues in the selection of University based B-schools: An empirical study"</i> at Quality Management Practices for Organisational Excellence organized by Karnataka State Higher Education Council and Tumkur University on 21<sup>st</sup> December 2011 in Bengaluru.</p> <p>18. Chetan Hiremath et al presented a paper <i>"SME Scenario in Goa an Empirical study"</i> at Institute of Management Technology, Nagpur on 10<sup>th</sup> and 11<sup>th</sup> February 2012 and received the best paper presented award and cash prize of Rs.20 000 only.</p> <p>19. Chetan V. Hiremath &amp; Patil S.C presented <i>"Acceptance of gift services by youth in Hubli-Dharwad: An empirical study"</i> at <i>Innovative Practices in Business: Challenges and opportunities"</i> organized by Center for Management studies, Presidency College, Bengaluru on 3<sup>rd</sup> December 2011.</p> <p>20. <i>Are conventional retail formats still good for life style products for youth-An empirical study</i> at VVM's Shri. Damodar College of Commerce and Economics on 20<sup>th</sup> and 21<sup>st</sup> Feb 2009 in Retail Revolution in India, UGC sponsored National seminar.</p>
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### Professional Memberships

Sl.No	Faculty	Professional Membership
1	<b>Dr. C.N. Narayana</b> Principle Director	<ul style="list-style-type: none"> <li>International Academy of Business and Economics, USA- Listed International Paper Reviewer for Refereed Journal in the area of Strategic and Human Resources Journal.</li> <li>Life Member of National HRD Network, India.</li> </ul>
2	<b>Dr. Gopal Iyengar</b> Professor	<ul style="list-style-type: none"> <li>Professional Life Member of Indian Institute of Materials Management (IIMM).</li> <li>Member of Board of Studies and former editor of the professional magazine <i>Materials Management Review</i>.</li> </ul>
3	<b>Dr. D.N. Murthy</b> Professor	<ul style="list-style-type: none"> <li>Successfully conducted corporate training (MDPs) for top level executives of leading corporate like Apple Inc, Emerson Ltd, Rockwell automation Ltd., etc.</li> </ul>

### Consultancy Activities: Total No's

Sl.No	Faculty	Consultancy Assignments
1	<b>Dr. Gopal Iyengar</b> Professor	<ul style="list-style-type: none"> <li>Organised Residential Workshops under the aegis of IIMM in Supply Chain Management, Total Cost Management in the Supply Chain, and Performance Enhancement through e-Supply Chain.</li> <li>Organised a number of in-house and residential Management development Programs under the aegis of KIAMS.</li> </ul>
2	<b>Dr. V.S. Pai</b> Professor	<p><b>Consulting assignment:</b></p> <ul style="list-style-type: none"> <li>'Development of Methodology for Costing Government Services and Infrastructure'</li> </ul> <p><b>Organization:</b></p> <ul style="list-style-type: none"> <li>Hyderabad Metropolitan Water Supply and Sewerage Board and Municipal Corporation of Hyderabad. Period of study: April-December 2003</li> </ul>

3	<b>Dr. D. N. Murthy</b> Professor	<ul style="list-style-type: none"> <li>Carried out a consulting assignment for Mirc Electronics (Onida brand) to assess the effectiveness of their advertisement campaigns during IPL series</li> <li>Successfully conducted corporate training (MDPs) for top level executives of leading corporate like Apple Inc, Emerson Ltd, Rockwell automation Ltd., etc.</li> <li>Has conducted marketing consulting assignments for Panasonic India and Videocon Ltd.</li> <li>Recently carried out a consulting assignment for Onida (MIRC Electronics)</li> <li>A regular FDP trainer in various areas in marketing management. Organised 12 FDPs on various areas of Marketing management and marketing research.</li> </ul>
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### Ranking & Awards:

1	<b>Dr. C.N. Narayana</b> Principal Director,	<ul style="list-style-type: none"> <li><b>“Visionary Leadership Award”</b> in management Teaching, Research &amp; Leadership at- World Education Congress and Thought Leaders in 2015 (July 2015)</li> <li><b>“Best Professor of the year 2015”</b> –“World Wide Achievers Award”- at Asia Education Summit 2015. He was also the Key note speaker in the Summit. (April 2015).</li> <li><b>“Best HR Professor of B Schools”</b>- February 2015 (7<sup>th</sup> DNA – Innovative B school Awards, February 2015).</li> <li><b>“Best HRM Professor of B Schools”</b>, November 2014 (22<sup>nd</sup> Dewang Mehta Award, November 2014)</li> <li><b>“Time Research Leadership Award”</b> of Business Schools 2012-13</li> <li>Won several Awards from 1987 to 2010 in Godrej, GE, Thermax, Xerox Corporation and RPG Enterprises.</li> </ul>
2	<b>Dr. V.S Pai</b> Professor	<ul style="list-style-type: none"> <li>Dr. V.S. Pai Won 2<sup>nd</sup> prize in the <b>“Best Research Paper Competition”</b> for the paper titled, <b>“Trends in Handloom Exports: A Strategic Analysis”</b> organised by the <b>Association of Indian Management Schools (AIMS)</b>, and <b>Canadian Consortium of Management Schools (CCMS)</b>, Canada, at MDI, Gurgaon, on 26<sup>th</sup> Aug 1994</li> </ul>

		<ul style="list-style-type: none"> <li>• Dr. V.S. Pai Won <b>2<sup>nd</sup> runner up prize</b> for the case study, “<b>Hero Honda Motors Ltd: A Long Lasting Joint Venture</b>”, a the <b>International Case Study Competition</b> organized by <b>John Molson School of Business, Concordia University, Montreal, Canada</b> in January 2011.</li> <li>• Dr. V.S. Pai Won <b>2<sup>nd</sup> prize</b> for the case study, “<b>Tata Teleservices Ltd and NTT DoCoMo: A Strategic Tie Up</b>” a the <b>International Case Study Competition</b> organized by <b>John Molson School of Business, Concordia University, Montreal, Canada</b> in January 2012.</li> </ul>
3	<b>Dr. D N. Murthy</b> Professor	<ul style="list-style-type: none"> <li>• Dr. D.N. Murthy received <b>Best Paper Award</b> by presenting the paper titled “<b>A Practitioners Perspective of Product Life Cycle Theory</b>”, paper in marketing track at Annual Global Business &amp; Finance Conference (GBFC 2012) organized by Institute of Management Technology, Nagpur on 10<sup>th</sup> and 11<sup>th</sup> February 2012.at the 7<sup>th</sup> Annual International research conference on Management &amp; Finance held on 14th December 2012.</li> </ul>
4	<b>Prof. Bidyanand Jha</b> Asst. Professor	<ul style="list-style-type: none"> <li>• Prof. Jha Bidyanand received Second Prize by presenting the paper titled “<b>Perception towards usage of mobile internet for e-commerce: study of Indian teens</b>”, at the 7<sup>th</sup> Annual International research conference on Management &amp; Finance held on 14th December 2012 at Center of Banking studies of the Central Bank of Sri Lanka, University of Colombo.</li> </ul>
5	<b>Prof. Chetan V Hiremath</b> Asst. Professor	<ul style="list-style-type: none"> <li>• Paper titled “<i>Role of Career Anchors in Job Selection, Change and Satisfaction: An Empirical Study</i>”, received <b>3<sup>rd</sup> place</b> in national seminar Employee First, Customer Next, Foundry cluster, Belgavi in the year 2012.</li> <li>• Paper titled “<i>Business Cluster Development: A study of Hubli-Dharwad Chaatwalas</i>”, received overall <b>2<sup>nd</sup> place and 1<sup>st</sup> place</b> in the track at national seminar Entrepreneurship and Business Development in India: issues and challenges orgnaised by Kousali Institute of Management studies, Karnataka University, Dharwad in the year 2011.</li> <li>• Paper titled “<i>SME Scenario in Goa an Empirical Study</i> “received the best paper presented award at Institute of Management Technology, Nagpur in the year 2011</li> <li>• Received INCAS award By ICFAI National College for the year 2009 and cash prize of Rs. 5000/- only.</li> <li>• Selected best faculty by ICFAI National College from Goa -Karnataka region and attended National level meeting at Mysore on October 16-17, 2007.</li> <li>• Under my guidance student won national level paper presentation based on Management Thesis 2008-2009 at ICFAI Hyderabad.</li> <li>• Under my guidance two student were selected for paper presentation at National level based on their Management Thesis.</li> </ul>

Grants fetched: Total Amount: Nil

**Interaction with professional Institutions: YES**



14	<p><b>Admission Quota</b></p> <p><b>Entrance test/</b></p> <p><b>Admission Criteria</b></p> <p><b>Fees in rupees</b></p> <p><b>Number of fee Waivers offered</b></p> <p><b>Admission Calendar</b></p> <p><b>PIO quota</b></p>	<p>-Nil</p> <p>-CAT/XAT/MAT/CMAT</p> <p>The portals of KIAMS are open to Graduates (at least a three year bachelor's degree from a recognized university) in any discipline with an aggregate of 50 percent or more marks. Candidates appearing for the final examination for the bachelor's degree can also apply, provided they complete their degree course prior to the commencement of the PGDM programme.</p> <p>KIAMS Shortlist the candidates based on their</p> <ul style="list-style-type: none"> <li>• CAT/XAT/CMAT Score,</li> <li>• 10<sup>th</sup>, 12th, Graduation class,</li> <li>• Consistency Factor</li> <li>• Co- and extracurricular activities,</li> <li>• Group Activity Scores</li> <li>• Group Discussion Scores</li> <li>• Personal Interview Scores</li> </ul> <p>Rs. 6.00 Lakhs</p> <p>- NIL-</p> <p>Last date for submission of filled-in KIAMS application: 15<sup>th</sup> June</p> <p>Interview and Group Work : February-June</p> <p>Starting of PGDM Course: 20<sup>th</sup> June</p> <p>No</p>
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## Infrastructural Information:-

15

**Total Campus Area**

**6.3 Acres**



**Cafeteria**







**Indoor Sports Facility**









**Outdoor Sports facility**



	<b>Gymnasium facility</b>		
	<b>Facilities for disabled</b>	Photo	
	<b>Any other facility</b>	Rotunda 	Discussion Room 



	<b>Any other facility</b>	Triangle 
	<b>Classroom/ Tutorial Room Facility</b>	No. of Class Rooms & Tutorial Rooms: 6 
16	<b>Boys Hostel</b>	 
	<b>Girls Hostel</b>	
	<b>Library facility</b>	

	<b>Computer Centre facility</b>	
	<b>Auditorium/ Seminar Hall/Amphi</b>	
	<b>Medical &amp; other Facilities at</b>	
17	<b>Academic Sessions</b>  <b>Examination System, Year/Sem</b>  <b>Period of declaration of results</b>	<p>4 Semesters</p> <p>End Term Exam : 50% Projects/Assignments/ Quizzes Etc. : 45% Attendance: 5%</p> <p>21 days after examinations</p>
18	<b>Counseling / Mentoring</b>  <b>Career Counseling</b>  <b>Medical facilities</b>  <b>Student Insurance</b>	<p>Every student is put under faculty mentorship during the full course of the programme</p> <p>Career Counseling is handled by a cell headed by Director &amp; Coordinators (Placements)</p> <p>A Medical Room is available. General Physician visit each day from 9.00 A.M to 10.00 A.M.</p> <p>NO</p>

19	<b>Students Activity Body</b>	<p>Students Council conducted various events at Institute level. Director, Dy. Director &amp; Event Coordinator provides guidance to the student council activities.</p> <p><b>ACTIVITIES</b></p> <p>Management Forum</p> <ul style="list-style-type: none"> <li>• A Student Body with the objective of exposing students to management-by-doing. It Provides a competitive forum for students to show-case their management acumen.</li> <li>• The Forum conducts two major events every year.</li> </ul> <p>Convergence (In- House Management Activity)</p> <ul style="list-style-type: none"> <li>• Spread out over the year to give scope to talent to unfurl itself. It is like the sports and Cultural Activities, which are also conducted over the year.</li> </ul> <p><b>Operacy</b> (All India Paper Writing Competition)</p> <ul style="list-style-type: none"> <li>• The annual All India competition that involves the Brain (paper writing competition) and the Brawn (outdoor competition). This is open to students of other B-Schools as well as young managers (not more than 3 years' experience) from industry.</li> <li>• The Forum also provides opportunities to the students to participate in Management Events of other B-Schools</li> </ul>
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		<ul style="list-style-type: none"> <li>• <b>Chanakya</b> (Campus Newsletter)</li> <li>• The Institute's newsletter, published 5 times a year. It reflects the students understanding and awareness of the current economic and corporate scenario. Chanakya unleashes the creativity of students and harnesses it to inculcate the art of writing for the managers of tomorrow. Chanakya contains articles on the emerging trends in management.</li> </ul> <p><b>Events in KIAMS</b></p> <ul style="list-style-type: none"> <li>• Interviews of prominent people in the corporate world Contributions from the alumni and <b>Kalasanchay</b> (Cultural Committee)</li> <li>• The cultural arm of KIAMS, provides the platform for demonstration of talents outside the classroom.</li> <li>• Aims at the all-round development of a student's personality by giving them a platform to exhibit their talents.</li> <li>• Holds cultural programmes which members of the institute as well as local invitees attend.</li> <li>• Celebrates major festivals from all over India to bring the students closer to one another and learn to appreciate different cultures.</li> <li>• <b>Ashwamedha</b> (Sports Committee)</li> <li>• The sports committee has a very important role to play in the holistic development of a student's personality. It does this by:</li> <li>• Involving students in different games and activities to enhance the joy of work. Morning Exercise, Evening Sports are a way of life.</li> </ul>
20	<b>Name of the Information Officer for RTI</b>  <b>Designation</b>  <b>Phone number with STD code</b>  <b>FAX number with STD code</b>  <b>Email</b>	Mr. Mahesh Revankar  Head - Admin  08192-241269, 241483, 241486 EXT: 101  08192-241270  mr@kiams-ac.in