

WE ARE BIG GAME. THEORIES CAN FOLLOW

THE CLASS OF 2017

MBA RECRUITERS' HANDBOOK



PDPU

PANDIT DEENDAYAL PETROLEUM UNIVERSITY

SPM

SCHOOL OF
PETROLEUM
MANAGEMENT

Dialogue India
National
Ranking
For Private
Higher Education
Institutions in India
RANKS
PDPU
1st
IN GUJARAT
2nd
Best
Private University
in India

National
Institutional
Ranking
Framework
Ministry of
Human Resource
Development,
Govt. of India
RANKS
PDPU
1st
IN GUJARAT
55th
Best
University
in India

VISION

To be an internationally renowned and respected institution imparting excellent education and training based upon the foundation of futuristic research and innovations in the broad context of energy & infrastructure sector.

MISSION

To prepare management graduates for continuous learning and inspiring them to contribute to the growth of an increasingly knowledge and technology driven global businesses in general and energy & infrastructure sector in specific.

BOARD OF GOVERNORS

Dr. Mukesh D. Ambani
Chairman & Managing Director,
Reliance Industries Ltd.
President,
Pandit Deendayal Petroleum
University

**Dr. Tadisina Kishen
Kumar Reddy**
Director General,
Pandit Deendayal Petroleum
University

**Shri D. Rajagopalan, IAS,
(Retd.)**
Chairman - Standing Committee,
Pandit Deendayal Petroleum
University
Ex-Chief Secretary,
Government of Gujarat

Shri Pankaj Joshi, IAS
Principal Secretary,
(Higher & Technical Education)
Education Department,
Government of Gujarat

Shri Sujit Gulati, IAS
Additional Chief Secretary,
Energy & Petrochemicals
Department,
Government of Gujarat

Shri Vikram Singh Mehta
Chairman,
Brookings India

Shri Sudhir Mehta
Chairman,
Torrent Group

Dr. R. A. Mashelkar
FRS Bhatnagar Fellow &
President - Global Research
Alliance,
National Chemical Laboratory
- Pune

Mrs. Pallavi Shroff
Partner,
Amarchand & Mangaldas &
Suresh A Shroff & Co.,
New Delhi

Prof. N. R. Dave
Former Vice Chancellor,
Hemchandracharya North
Gujarat University - Patan

Dr. H. B. Raghavendra
Director,
School of Technology,
Pandit Deendayal Petroleum
University

Prof. Nigam Dave
Director,
School of Liberal Studies,
Pandit Deendayal Petroleum
University

Nominee of
Gujarat Energy Research &
Management Institute - GERMI





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 that 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.



Shri D. Rajagopalan, IAS, (Retd.)
*Chairman - Standing Committee, PDPU
Ex-Chief Secretary, Government of Gujarat*

As I present the Class of 2017 to you, specialists in the domain of Energy & Infrastructure and four functional areas viz-a viz Marketing, Operations, Finance and Human Resources; 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 assertive 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 hope you will find a set of students rewired and ready to meet your expectations.



Dr. Tadisina Kishen Kumar Reddy
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 to produce manpower for the country which is relevant and employable.

The School of Petroleum Management (SPM) of Pandit Deendayal Petroleum University has taken a bold step by accepting the challenge to produce skilled manpower for various sections of the management sector of the industry with highest level of competency. 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 all the sectors of the industry. 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.



Dr. C Gopalakrishnan
*Director, School of Petroleum Management,
Pandit Deendayal Petroleum University*

School of Petroleum Management (SPM) was established in the year 2006 as Institute of Petroleum Management, Gandhinagar (IPMG) 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 (PDP) in 2007, the Institute became a constituent body, today popularly known as SPM-PDP. Along with specialization in “Energy & Infrastructure”, SPM also offers a management degree in “General Management” offering specialization options to students in all important functional management area, viz; Marketing, Finance, Operations and Human Resource Management. The batch of 2015-17 consists of a diverse group of 44 students who will pursue their management degrees in the five specializations provided. The eight batches of students that have graduated from SPM have got good placements, which indicate that the industry recognizes MBA Graduates of SPM as most suitable to fulfill their manpower requirements. We at SPM recognize that a professional program 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-PDP 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 2015-17 batch seeking your support in their Placements for a lucrative, fulfilling and rewarding career with an opportunity to continue their learning beyond the SPM.





PANDIT DEENDAYAL PETROLEUM UNIVERSITY

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.

UGC 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).

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 all Industries 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.

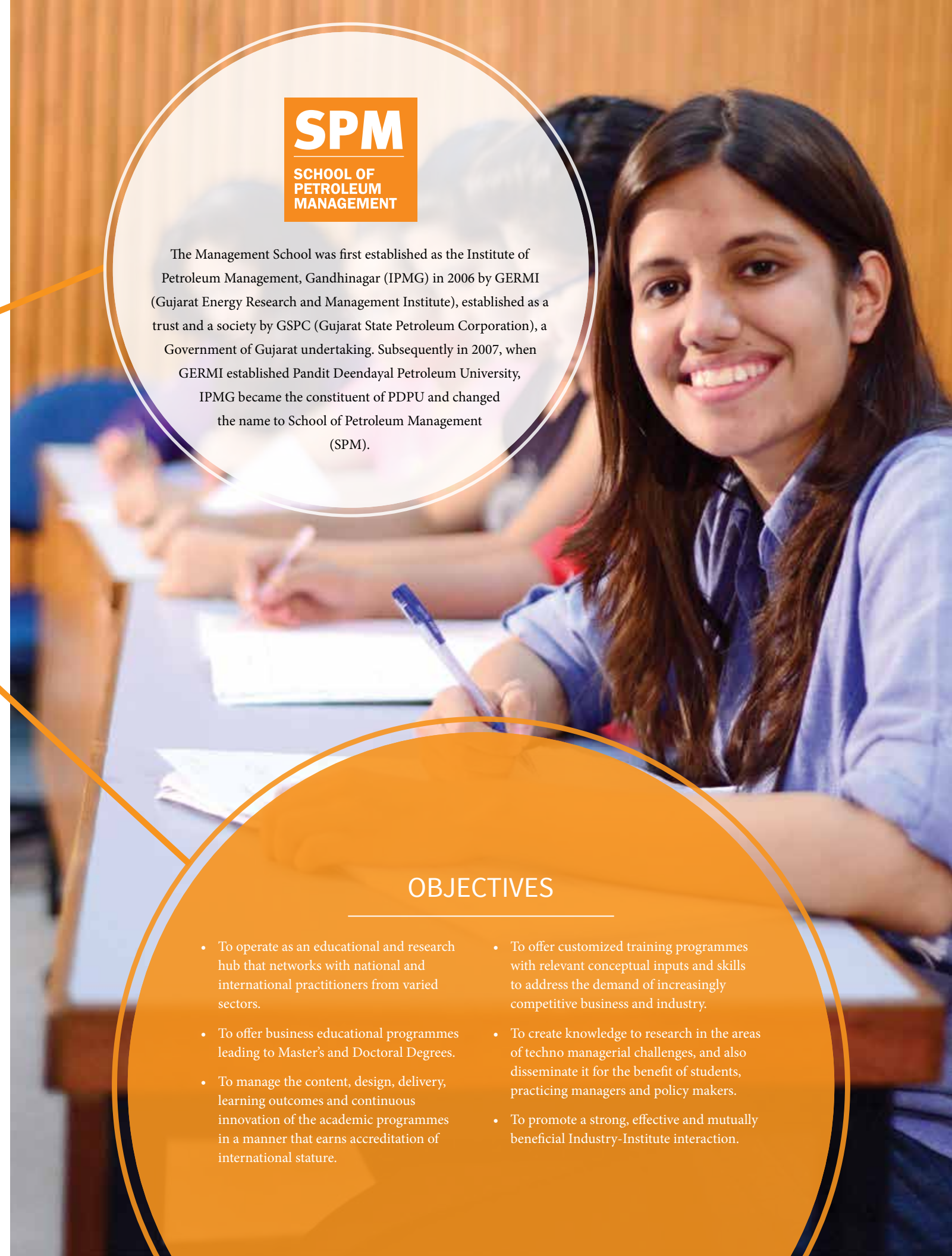
SPM

SCHOOL OF
PETROLEUM
MANAGEMENT

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).

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.



MBA PROGRAMME

BATCH 2015-17

SPM is proud to present its 10th batch comprising a blend of experienced 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, 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 2015-17 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.

The two-year full time residential program of MBA is delivered in trimester system over the period of two years and a summer internship with an industry at the end of the first year.

The programme is focused on the 5 major functional areas of Management viz.: Energy & Infrastructure, Operations, Marketing, Finance and Human Resource Management.

Students are allowed to elect for dual specialization among the mentioned 5 functional areas based on their interest.

Energy & Infrastructure is the flagship programme of School of Petroleum Management focusing on energy sector with emphasis on Oil & Gas sector.

ADMISSION

SPM uses CAT (Common Admission Test, conducted by IIMs) score and XAT (Xavier's Aptitude Test, conducted by XLRI) score as an input for the admission process.

For further assessment it uses written ability test (WAT), group discussion and personal interview process to select the most deserving candidates for its programme.



We at SPM believe that
"The difference between mediocrity and excellence is attention to detail."

- Sebastian J. Barbarito



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

TRIMESTER - 1

- An Introduction to E&I sector- A Business Perspective
- Business Communication - I
- Financial Accounting for Managers
- Managerial Economics
- Marketing I
- Operations Management I
- Operation Research
- Organisation Behaviour

TRIMESTER - 2

- Business Communication II
- Cost & Management Accounting
- Energy & Infrastructure sector-Technology & Management Perspective
- Financial Management I
- Human Resource Management
- Management Information Systems
- Quantitative Methods I
- Group Project I

TRIMESTER - 3

- Business Research Methods
- Excel Based Business Modelling
- Financial management II
- Macroeconomics
- Managerial Computing
- Marketing II
- Operations Management II
- Organisational Dynamics & Change Management
- Quantitative Methods II
- Group Projects II

SUMMER INTERNSHIP



SECOND YEAR

TRIMESTER - 4

- Corporate Strategy
- Industrial Relations & Labour Law
- Project Management

TRIMESTER - 5

- Legal Aspects of Business
- Management Control Systems

TRIMESTER - 6

- Business Ethics and Corporate Governance
- Entrepreneurship
- International Business Management

ENERGY & INFRASTRUCTURE (ELECTIVES)

TRIMESTER - 4

- Brand Management in E&I Sector
- Business of LNG
- International Maritime Affairs in E&I Sector
- Energy Trade & Risk Management
- Managing Refineries
- Managing Renewable Energy Business
- Power Sector Management
- Marketing Of Petroleum Oil Lubricant

TRIMESTER - 5

- Carbon Finance
- Energy Financing
- Oil & Gas accounting & Taxation
- Managing Oil & Gas Business Operations
- CGD Business
- Information System in Energy Value Chain
- Infrastructure Contract Management
- Managing Oil & Gas Contracts
- Pricing of Energy Products
- Supply Chain & Logistics Management in E&I Sector

TRIMESTER - 6

- Energy Economics
- Energy Laws
- Health, Safety and Environment Management
- Managing Refineries

MARKETING (ELECTIVES)

TRIMESTER - 4

- Retail Management
- Marketing Research & Information System
- Digital Marketing
- Strategic Brand Management

TRIMESTER - 5

- Business to Business Marketing
- Electronic Business
- Integrated Marketing Communications
- Strategic Marketing
- International Marketing
- Managing Services Business

TRIMESTER - 6

- Sales & Distribution Management
- Consumer Behaviour

FINANCE (ELECTIVES)

TRIMESTER - 4

- Bank Management
- Investment Analysis & Portfolio Management
- Management of Financial Services

TRIMESTER - 5

- Corporate Taxation & Financial Planning
- Derivatives & Risk Management

TRIMESTER - 6

- Corporate Restructuring, Mergers & Acquisition
- International Finance
- Business Valuation

OPERATIONS MANAGEMENT (ELECTIVES)

TRIMESTER - 4

- Business Intelligence & Data Mining

TRIMESTER - 5

- Business Process Re-engineering
- Operations Management in Service Sector

TRIMESTER - 6

- Enterprise System and IT Strategy
- Lean Six Sigma Management
- Technology and Innovation Management
- Total Quality Management

HUMAN RESOURCE MANAGEMENT (ELECTIVES)

TRIMESTER - 4

- Managing Cross Cultural Issue
- Recruitment & Selection
- Training & Development
- Industrial Relations and Labour Laws

TRIMESTER - 5

- Compensation & Benefits Management
- Creativity & Innovation Management
- HR Tools & Techniques

TRIMESTER - 6

- Green HRM
- Strategic Human Resource Management

GENERAL (ELECTIVES)

TRIMESTER - 5

- Business Consulting
- Course on Independent Study

TRIMESTER - 6

- Market Structure & Game Theory
- Course on Independent Study

LEARNING AT SPM

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 all relevant sectors, 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 all the sectors with no overlapping and duplication.

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.

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 8 weeks with manufacturing companies, financial institutions, IT and infrastructure majors, management consultancies, FMCG companies, Media Organizations and others. 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.

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 industries pan varied sectors. 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.

Glimpses of a few Industrial Visits for PGP'15 Batch:

- Shell Hazira, Surat
- GSPC Gas, Surat
- GSPL, Surat
- GSEG, Surat
- OPAL- Dahej
- Amul Dairy, Anand
- Akashya Pathra Foundation
- Ahmedabad Airport



MISSION

To develop global professionals by providing international educational exchange to the university students and to create visibility of the university in the global educational scenario by collaborating with other reputed institutes and student exchange programs.

OFFICE OF INTERNATIONAL RELATIONS (OIR)

OBJECTIVES

- To provide international exposure to the students.
- To develop Study abroad program
- To develop joint research project with Universities abroad.
- To create international learning environment by inviting faculties from other international universities.
- To invite international students to take up long term and short term courses offered at the university.
- Infrastructure sharing with other international universities.
- Create a forum for knowledge sharing with other universities.



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 endeavours 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, D.Litt
GSPL - Chair Professor
Organizational Behaviour

KAUSHAL KISHORE, PH.D.
Marketing

LALIT KHURANA, PH.D.
Finance

NARAYAN BASER, PH.D.
Finance

PRAMOD PALIWAL, PH.D.
Marketing

SATISH PANDEY, PH.D.
Organizational Behaviour

SOMDEB LAHIRI, PH.D.
Economics

SUDHIR YADAV, PH.D.
Production & Operations Management

TANUSHRI BANERJEE, PH.D.
Information Systems

VISITING FACULTY

ARAKHITA KHANDUAL
Banking Expert

AJAY DAS
Adani Group

AKHILESH MAGAL
Renewable Energy
Expert, GERMI

AJIT DESAI
Project Management
Consultant

ASHISH VERMA
Sr. Associate - Energy Utilities
& Services, Infosys

ASHWANI KUMAR
CEPT University

BIREN Y VAKIL
Commodities Expert

CAPT. SARABJIT BUTALIA
Maritime Expert

D. G. SHUKLA
Advocate, Supreme Court

DHIREN DESAI
LNG Business Expert

DIPTI KUMAR BANIK
E&P Professional

DIVYESH DESAI
Shell

H. C. SHAH
Infrastructure Finance Expert

JAYESH GANATRA
Business Consultant

MANISH THAKER
Gujarat University

MRUGESH PAWAR
Independent Consultant

**NARMADASHANKER
PATHAK**
Independent Consultant

**NAGABHUSHANAM
GARIMELLA**
3i Infotech

DR. OMKAR JANI
Principal Scientist, GERMI

PANKAJ JAIN
Cairn India

RANAJIT BANERJEE
Energy Finance Expert

RAVI GOR
Director - Dr. Babasaheb
Ambedkar Open University

RUCHI TIWARI
Ahmedabad University

SAMARTH KAJI
Cairn India

SHAJI ZACHARIAS
IBM Sales & Distribution

SHASHANK SHEKHAR JHA
GE Oil & Gas

SHREYAS PATEL
CMA, ERP Professional

SNEHAL DESAI
Independent Consultant

**SUNDARAMAN
CHINTAMANI**
Mahindra Satyam

SUPRIYA SAPRE
BPCL, Mumbai

VISWANATH PINGALI
IIM Ahmedabad

PINKY DESAI
St. Xavier's College, Ahmedabad

A B RAJU
CEO of Biz Trans Consulting,
Ahmedabad

DEEPAK KRISHNAN
Independent Consultant



GUEST SPEAKERS

Shri Saurabh Patel
State Cabinet Minister, Finance and Energy
& Petrochemicals, Govt. of Gujarat

Chandan Nath
Executive VP & Branch Head,
Mudra Ahmedabad

Brajesh Bajpai
Business Head - Gujarat Vodafone-India

Paurav Shukla
Professor, Luxury Brand Marketing, Glasgow
Caledonian University

Prashant Verma
Business HR Head - Wholesale Banking
and Practice Head for Recruitment &
Performance Management, ICICI Bank Ltd.

Amal Dhru
Director, Zillion Infrastructure Ltd.

Vijay Bhasker
Public Health Specialist
VChangeU

Ulhas Dave
Shraddha Associates (Guj) Pvt. Ltd

Harsh Dave
Shraddha Associates (Guj) Pvt. Ltd

R.S. Sodhi
MD, Gujarat Cooperative Milk Marketing
Federation (GCMMF)

Unnat Pandit
Dy. General Manager,
Cadila Pharmaceuticals Ltd.

Partho Ghose
Executive VP, KHS India

Savan Godiwala
Senior Director, Corporate Finance,
Deloitte India

Ramachandran K.
VP & Head, Ahmedabad RO,
SBI Capital Markets Ltd.

Alan D'Souza
Director, Shanti Business School

Pramod Deo
Chairperson, CERC

Arbind Sinha
Professor, MICA

Aravind Sahay
Professor, IIM Ahmedabad

Ashok Som
Professor, ESSEC Business School, France

Gautam Appa
London School of Economics

Anjali Hazarika
Head, Talent Management, Oil India Ltd.

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Head, Talent Management, Oil India Ltd.

B. S. Negi
Former Member, Petroleum &
Natural Gas Regulatory Board

Anil Matoo
Head, HR & Admin., Essar Power

Dipak C. Jain
Former Dean, INSEAD School of Business

Jeffrey A. Serfass
President, National Hydrogen Association,
USA

L. N. Mishra
RPTL

Prabhajan Dixit
Essar Oil Limited

Manjit Singh
Total Fina - Elf India Ltd.

Vishal Gada
Director, Tax & Regulatory Practices,
KPMG India

L. Balasundaram
BG Exploration & Production India Ltd.

Manoj Parmesh
Weatherford Oil Tool Middle East Ltd.

Mike Hugentobler
Halliburton Offshore Services Inc.

Jeremy B. Bentham
VP, Global Business Environment,
Royal Dutch Shell

PPG Sharma
CEO, GSPC Gas Ltd.

Srinivas Rao
Shell Group

S. K. Pandey
Indian Oil Corporation Ltd.

Sudhir Vasudeva
CMD, ONGC

Gurdeep Singh
MD, GSECL

Suriyanarayan R.
Shell (India)

Atanu Ghose
Professor, IIM Ahmedabad

Shrikant Lonikar
Joint President & Head HR,
Adani Power Limited

Himanshu Vaidya
Institute of Management Consultants of
India

Sreekanth S.V.
Indian Oil Corporation Ltd.

Deepak P. Mahurkar
PWC India

Rajiv Khanna
Director, Policy & Corporate Affairs,
BG India

Suman Bery
Chief Economist, Shell Group

Shashank Gaikwad
Hazira LNG & Port

Nitin Zamre
VP/MD, ICF International

L.K. Singhvi
Former Member (Commercial) PNGRB
Management Consultant, UK

Shaleen Sharma
BG Exploration & Production India Ltd.

D. J. Pandian, IAS (Retd.)
Ex-Chief Secretary,
Government of Gujarat

R. R. K. Sharma
Professor, IIT Kanpur

Janaki Anant B
i-flex communications

Atul Rathod
Weatherford India

S. K. Negi
MD, GETCO

Anurag K. Agarwal
Professor, IIM Ahmedabad

Naresh Behl
Director - Operations / Projects,
Xylem Water Solutions

Francisco J. Sánchez
Under Secretary for International Trade,
U.S. Dept. of Commerce

Shaji Zacharias
Indian Oil Corporation Ltd.

Praveen Gupta
Indian Oil Corporation Ltd.

Vivek Pathak
Indian Oil Corporation Ltd.

Babu Thomas
GVK EMRI 108 Services

Randeep Agarwal
President, Australia India Business Chamber
(AIBC)

MR. Mehul Parekh
Head - HR, Dresser-Rand India Pvt. Ltd.



ACADEMIC PROGRAMMES AT SPM

Apart from its programme of MBA, SPM offers other academic programmes as well.

THE DOCTORAL PROGRAMME

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.

MANAGEMENT DEVELOPMENT PROGRAMME

These programmes by SPM train 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. These are one-month duration programmes, attempt to upgrade the skills of participants and also to help the organization in developing a culture conducive to organizational excellence.

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. Module- I to Module- III offer General Management courses and Module- IV to Module- VI are sector specific modules focusing on Oil & Gas, Energy and Allied Sector Management. Module- VII and Module- VIII offer elective courses. 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.

SPM ANNUAL FEST

SPM Annual Festival, a national event, is a rich blend of academics, an anthem of high adrenaline rush and performing arts, a tussle of management strategies and decision making. Organized in the third week of January, 2016, it extended an opportunity to showcase attitude and aptitude with the quaternary festivities: Catalyst '16 (the management quest), Energy Cup '16 (the sports extravaganza), Reprise '16 (cultural fest), Zephyr '16 (annual alumni meet). Students from many institutes like SIBM Pune, SIIB, KJ Somaiya Mumbai, and JBMIS participated on a huge scale making this 3 day event- a wonderful success.



CATALYST

Catalyst, the management panorama, provided a forum for students to demonstrate their leadership and managerial temperament in a creative environment. An ensemble of business and management events, it brought together students from business schools across India, distinguished people from the corporate world and entrepreneurs. Catalyst comprised events catering to all four domains of management. A few events were Quiz Bizz, Shram Shakti, Touch, Adhinyam, The Next Eureka, Look into Future and many more.

ENERGY CUP

Energy Cup is the crescendo of sporting activity, a pantheon of success, a place where people strive hard to achieve unparalleled success. This event brings the corporate forces and students closer and on a similar playing field. Sports like Cricket, Football, Volleyball, Basketball, Badminton, Table Tennis, Carrom, shot put and discus throw tested each of them to their limits and also tested their resolves. It was an ideal platform for the creation of champions who someday would change the dimensions of the world order. Around 18 teams from across the country comprising academic institutions and industry enthusiastically participated in the event.

REPRISE

Reprise, creativity meets its talent stakeholders. It aimed to invigorate young minds to reach the pinnacle of their potential and carve out a niche for themselves in the cultural landscape. It was about unleashing the artist within across various disciplines of Drama, Group Dance, Documentary, Photo Story and Band war. Zephyr is the annual alumni meet of the School of Petroleum Management. A few events were Manger's Got Talent, ColorFrame, Avirbhav, Shutterbug and many more.

ZEPHYR

Zephyr invited all SPM alumni to pay a visit to their school, relive moments on campus, inspire the juniors, thus establishing a strong mutual bond of faith and respect. It was a home-coming festival of SPM that is celebrated with a lot of rapture and reverence in the presence of the alumni.



STUDENTS' COMMITTEES

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



ACADEMIC COMMITTEE

Amidst the fever to excel in projects and multifaceted activities, a coterie recites at SPM that strengthens the pillar of knowledge of a management program. It's called The Academic Committee. The academic committee is at the core of all student faculty relationship management. It acts as a bridge between the students on the one hand and the faculties and course curriculum on the other. The committee also handles the up gradation of the students' academic profiles by incorporating any certification opportunity. The functions related to knowledge on electives, coordination with in house and visiting faculties and any other issues related to academics stay a responsibility of the academic committee..

ALUMNI COMMITTEE

The mission of alumni relations cell is to build the bridge between alumni and their Alma mater and encourage them to be a part of its success. The objectives of Alumni Relations Cell is to keep an up-to-date database of Alumni, to establish, maintain and strengthen a lifelong relationship between alumni and their alma mater through opportunities that promote interaction with Alumni Meets. To keep alumni informed and connected to the activities of the institute through communication channels and social media, to encourage Alumni to contribute in the enhancement of their Alma mater through their valuable guidance and support and to celebrate their success with them..

CULTURAL COMMITTEE

The Cultural Committee of School of Petroleum Management strives to celebrate the cultural diversity in the campus through various festivals and events and create a home away from home environment for students. The committee gives enough reasons for the students to relax and enjoy campus life amidst rigorous academics and never ending student initiatives under the umbrella of clubs/committees. The committee seeks to create a platform that provides the students with an opportunity to display creative talents in a variety of ways.

GUEST LECTURE COMMITTEE

Guest lecture committee at School of Petroleum Management, PDPU is committed to bring students face-to-face with successful organizational leaders from across and outside the country so as to bridge the gap between students and industry personnel. Prominent speakers from different backgrounds are invited to share their experiences and learning's which stimulates thought, discussion and engagement amongst students, sharpening their overall managerial skills. We, the batch of 2015 shall strive to maintain the benchmark set by the Senior Committee by working towards the overall growth of the Institute by creating value based learning thereby setting high standards for the coming batches to follow.

PLACEMENT COMMITTEE

A placement committee should have the potential to connect with new employers and this is possible if the members possess assertive and varied interests, strong and comprehensive background of various fields of undergraduate education and work experience. We at SPM have a core competent team of students and highly intellect faculty advisor who work in coordination with an industry expert to find the best fit for your organisation. The committee also ensures the skill development of the students as per the industry trends and makes them ready for future endeavours.

PUBLIC RELATIONS COMMITTEE

The PR team is empowered with the task of growing, guiding, and managing the student's perception of the college that helps in the branding and sharing information of the campus with the outside world. We create a medium so that our college has public outreach and media relations. It's a way to unite the current students to outside world and the aspiring students to us. With the vastly different paths to creating awareness that are available the Team actively tracks the latest development of the various sectors and shares the information to the students. We add an extra layer of substance to the work done by the students in the through social media, events, articles, press releases.

SPORTS COMMITTEE

Amongst the busy days of grooming one's self towards becoming a management graduate, Sports is known for its connection with management. The Sports Committee at its core fuels the burning desire among the students to compete and excel on different aspects of managing the team and individuals. Through rigorous and timely competitions being organised for different sports such as cricket, football, basketball, volleyball, badminton, lawn tennis and table tennis round the year, the committee also helps in maintaining the fragile balance between mental and physical fitness.



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.

CLUB ENERGY

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

Club MARCOM is the "MARketing" and "COMmunications" club of SPM. At MARCOM, we understand competitive business scenario in the field of marketing, advertising and branding thus, trying 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.

CLUB FINNACLE

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.

CLUB OPERE - SHONZU

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.

CLUB AAJ KI KHABR

This is a very new club at SPM. The objective behind this club is to keep people up to date with current news around and across the sectors. Moreover, students struggle with their knowledge across different sector and keeping a brief with these daily happening by reading through all the newspapers like The Economic Times, Live Mint, Business Standard etc. This helps in overall development and awareness of the students on regular basis.

SPM MIRROR

SPM Mirror is a monthly magazine, which aims to bring out the extra knowledge from the students, structure the thought process and improve their research, and share the knowledge with the fellow students. The magazine is read by faculties, alumni, and people from companies who come to SPM for internships and placements. The focus for this year will be to bring out more and more articles and ideas from the students, and give them proper platform to share their perspectives with qualitative research. By the end of the year, we want each student to have contributed for Mirror at least once.

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 a 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.

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. Apart from this, an initiative named "Spreading Smiles" is taken up by SPM Students. As a part of this initiative they create short films having a social message and try to make out difference around.





CONFERENCE AND CONCLAVES

INTERNATIONAL CONFERENCE IN ENERGY AND INFRASTRUCTURE, 2016

In its fifth edition, the theme of the conference was 'Energy & Infrastructure Management in Changing Global Dynamics'. There were about 600 attendees from the public, private and academia of Energy & Infrastructure Sector including some overseas guests. The conference was supported by:

- United States - India Business Council (USIBC)
- Indian Oil Corporation Limited (IOCL)
- DEW Journal (Media Partner).
- ASSOCHAM
- NTPC

The event served as a platform for professionals, practitioners, academicians and researchers working in Energy & Infrastructure Sector to share their views on issues and challenges in managing different aspects of the sectors.

The two-day event comprised of an inaugural ceremony followed by two round table conferences and technical paper presentation sessions. The inaugural ceremony witnessed the presence of dignitaries like Shri Narendra Taneja, National Convener, Energy Cell and Advisor to Government of India; Dr D J Pandian, Director General, PDPU, designated vice president and chief investment officer, Asian Infrastructure Investment Bank; Honourable Raymond E Vickery Jr, leading author and advisor on US-India relations and former US Assistant Secretary of Commerce, Trade Development; Shri Arun Singhal, Editor in Chief-Dew Journal; Shri B N Talukdar, Ministry of Petroleum and Natural Gas, Government of India and Former Director General, Hydrocarbon; Dr C Gopalkrishnan, Director, SPM, PDPU; and Dr Kaushal Kishore, Organizing Secretary, ICEIM - 2016 and Faculty, School of Petroleum Management, PDPU. The first day of the conference hosted many eminent national and international personalities for the round table discussion on the topic 'Indo-USA Co-operation in Energy Sector with a focus on Natural Gas Scenario'. The second round table discussion was held on the topic 'Capability Building in Indian Energy & Infrastructure Sector in context of Make in India Campaign with a Focus on Renewable Energy' which had the following distinguished industry experts. The two day event brought in a lot of guest and speakers from industry.



SAMAVESH: HR CONCLAVE, 2016

Samavesh means 'inclusion'. The HR department in any organization is meant to involve people in different job functions, organizational roles and processes for best results expected by stakeholders. The human resource management function has evolved very much from administrative control to human involvement by improving knowledge and practices in sync with new technology development. SPM's Samavesh is a forum to discuss emerging challenges being faced by HR thinkers and practitioners across industries. Samavesh also means to include HR academicians and practitioners in a symbiotic process for preparing HR managers to handle critical human challenges in 21st century organizations beyond 2020.

Topic of discussion as of now will be under following themes-
 1) Emerging fields of Human Resource Management
 2) Critical human relations issues at workplaces. Team Samavesh invites HR thinkers and practitioners working in different industries to share their views, concerns, opinions, experiences in context of any of the above theme. The purpose of Samavesh is to create healthy discourse of the above critical HR issues and discover new ways to overcome these challenges. This year HR Conclave is scheduled on 19th August 2016.



ENERGY CONCLAVE, 2016

Energy is one of the most crucial aspects for survival of human kind on the planet. Going by the year 2015 this sector saw ultra-low-oil prices, coal plant closures, a landmark climate change deal in Paris and records set for the global solar projects. All of these events signalled continuous massive significance underway for world's Energy & Infrastructure. Change is often slow in Energy sector but when it happens, it occurs in a truly massive way and year 2016 is no exception. In order to have a better insight of the energy trends in India versus rest of the world, School of Petroleum Management is organizing Energy Conclave 2016 in 1st week of September. This two day event will emphasis on three major energy verticals, namely, Oil & Gas, Power and Renewable sources of energy. It will be an open platform for open discussion between the industry and the academia. This year Energy Conclave is scheduled on 9th & 10th September 2016.

BUSINESS MANAGEMENT SYMPOSIUM, 2016

School of Petroleum Management, Pandit Deendayal Petroleum University, Gandhinagar has taken up the initiative to invite delegates for its upcoming Business Symposium 2016. The symposium shall make an attempt to have a deeper understanding of recent trends, market dynamics, issues and challenges faced by the industry across varied sectors with a focus on financial sector, digital marketing and business analytics. Continuing with the tradition of the previous years' symposium this year too we are ready for the gathering. The symposium will create opportunities for business managers, directors, services professionals and students to learn about the latest best practices from leading industry experts from across the nation. With the objective of gathering visionaries and industry experts to a common platform this year too we extend our invitation to the Industry leaders for, Business Management Symposium 2016 at School of Petroleum Management on 26th and 27th August 2016. The symposium will broadly proceed with three objectives- "Learning with Passion, Leading to Excellence"

At School of Petroleum Management (SPM) we have always encouraged synergistic approach to classroom learning. With Business Management Symposium 2016 we provide our students, the future leaders with exposure to the current industry practices and the new disruptive ideas that are going to transform the way how the businesses will work in the future. SPM has taken this doctrine to a higher level by inviting industry stalwarts who have made it big- by learning and gradually leading their organizations to the pinnacle of success. This year Business Management Symposium is scheduled on 26th-27th August 2016.





IMPRESSIVE AND AESTHETICALLY BUILT ACADEMIC AREAS



RESIDENTIAL ACCOMMODATION FOR STUDENTS



IT SYSTEMS WITH LATEST HARDWARE & SOFTWARE AND SEAMLESS INTERNET CONNECTIVITY



SPORTS & RECREATIONAL FACILITIES



AUTOMATED LIBRARY AND LATEST COMMUNICATION FACILITIES

INFRASTRUCTURE @SPM-PDPU

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.

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.

ALUMNI SPEAK

SHOBIT MARWAH

COMPANY: Shell, Singapore

PROFILE: Economist

BATCH: PGP-08

The campus is outstanding, and adding to that, the teachers had new ideas, cutting edge performance that made my time there valuable. Not only was it a world class educational experience, I met people from varying industries. Their perspective augmented the program which I would classify as condensed MBA course focusing on 'oil and gas' filled with tools you can apply on job. From the staff, professors, classwork to the work groups the impact is real and substantial to augment my professional career.

RUTVI JAIN

COMPANY: Mahanagar Gas Limited, Mumbai

PROFILE: Assistant Manager, CNG Group-Marketing

BATCH: PGP-09

MBA with specialization in Oil and Gas Sector from SPM has helped me to the core in shaping my career. From past 4 years, I am working with Mahanagar Gas Limited - one of the leading natural gas distribution firms of India. The learnings of CGD sector which were inherited during my MBA and internship days has helped me in performing better in my present job profile. I am working as Assistant Manager-Marketing and part of core CNG group of MGL which has taken my learning graph to a very high scale. The concepts learned during my college days helps me in my corporate life. Being associated with SPM & PDPU is a matter of PRIDE for me...the Alumni Relationship Cell initiatives of the Institute is really commendable and it keeps me in touch with Institute's activities.

KRISHNADEV CS

COMPANY: FICCI

PROFILE: Deputy Director (Energy)

BATCH: PGP-09

MBA is all about adapting human knowledge in business context. School of Petroleum Management gave me the ideal platform to bounce off classroom learning across some very sharp and smart guys. It has been the most fruitful two years of my life.



JOYDEEP MUKHERJEE

COMPANY: Bharat Petroleum Corporation Limited

PROFILE: Dy. Manager - Lubes, Siliguri

BATCH: PGP-08

"Professionalism" is a loosely used word. Today, when I have put in 05 years in Bharat Petroleum Corporation Limited, I can only understand a certain portion of that word. In today's organizations, one is tested to the hilt of knowledge, proficiency, ability to make sound decisions, working in a team and if fortunate enough leading a team. I can safely vouch that the days spent in School of Petroleum Management were full of experiences which helped me gather knowledge about the Energy Sector, appreciate the nuances of energy businesses and hone my skills of working, managing & leading teams. The relentless case-study oriented pedagogy opened our horizons of thinking and analysis, the day in-day out presentations honed our marketing skills; helped shedding our inhibitions and the world class infrastructure made us resourceful. To cap it all, I also must mention the homogeneity in the Batches, which helped us to interact & understand different people; made us emotionally intelligent human beings. To the companies looking for "Energy Professionals", I can only say, your search end here.

To the budding managers who are about to enter another important phase of their lives,

Good Luck!

RECRUITERS SPEAK ABOUT SPM

"Having been associated with School of Petroleum Management, Pandit Deendayal Petroleum University, as a proud recruiter since almost last 6 years now, EY has realised that the resources recruited from SPM have delivered substantial value over the period of time through a unique blend of rich energy sector exposure and astute managerial skills. Ernst and Young leadership also appreciates the commitment demonstrated by resources hailing from SPM PDPU across hierarchy and looks forward to lasting relationship with Pandit Deendayal Petroleum University (PDPU) which would result in successful academia-industry collaboration."

- CHANCHAL MAHESHWARI -
Executive Director - Risk Advisory Services
Ernst & Young, Ahmedabad

Tieto's Energy Components (EC) software is the leading solution worldwide as per IDC Energy Insights. And we are always striving to welcome top talent to join us in the journey of finding new perspectives, managing change, simplifying and accelerating our clients' businesses. School of Petroleum Management (SPM), Pandit Deendayal Petroleum University (PDPU), Gandhinagar has provided us many brilliant colleagues who have been consistently contributing in our global and evolving working environment.

- NIKHIL PATIL -
HR Partner - Recruitment
Tieto Corporation,
India Delivery Centre

We at Infosys have been associated with School of Petroleum Management [PDPU] since its inception and the relationship has strengthened over the years. The primary beneficiary of SPM talent has been our business units aligned to the Energy /Oil & Gas industry verticals. Strong learn ability and focus on subject fundamentals make the SPM students exceptional.

- NARENDRA MEDAPPA -
Practice Lead - Talent Acquisition
Infosys Limited, Bangalore



EXPERTS SPEAK ABOUT SPM

The remarkable progress and growth of PDPU in a few short years gives us the confidence that it will be India's MIT in the field of energy.

DR. URJIT PATEL
Governor, RBI

It is great to be here & interact with the students & faculty. The infrastructure is at global standard. I thoroughly enjoyed it. Would love to visit again & interact.

DR. PAURAV SHUKLA
Professor, Glasgow Caledonian University UK

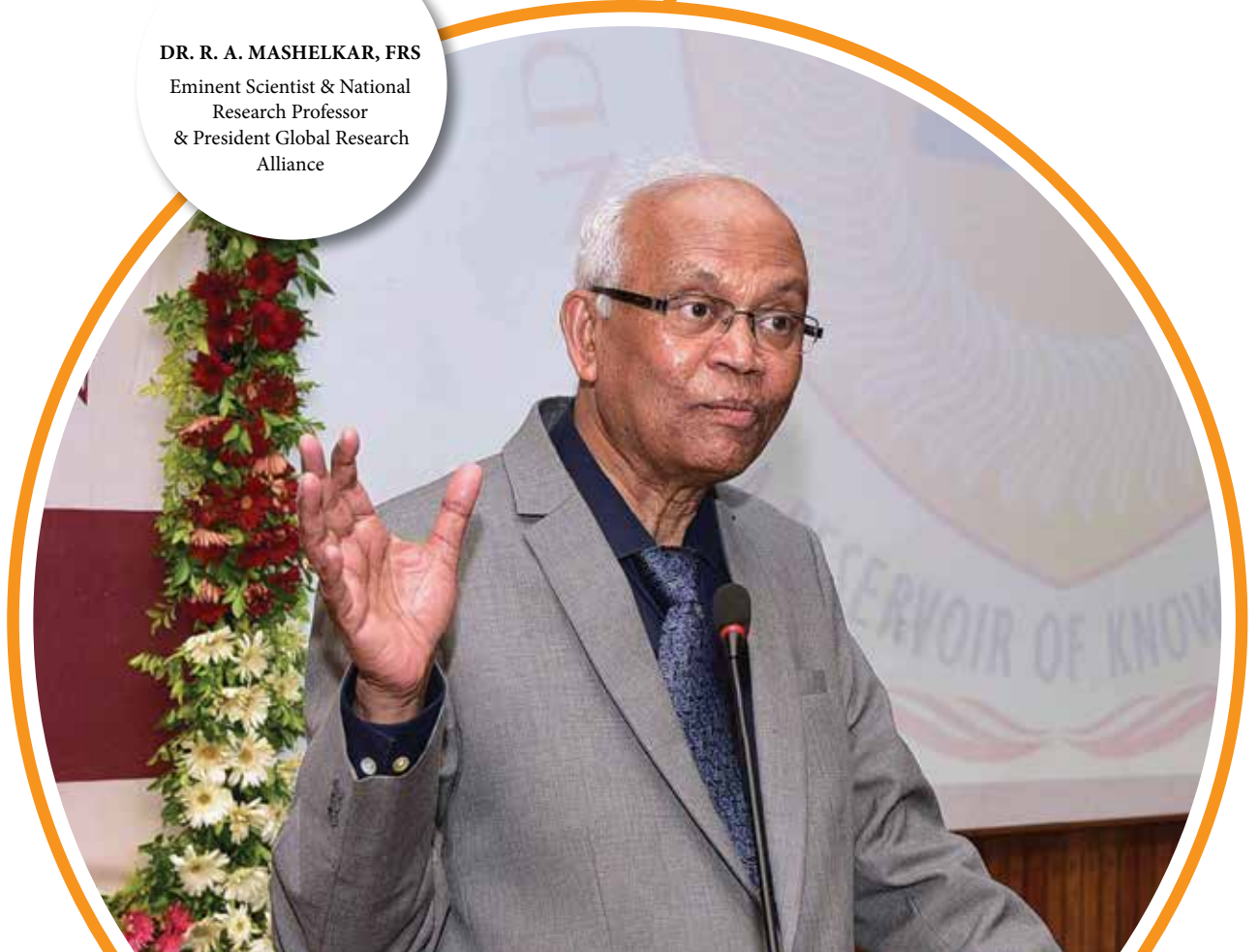
A world class infrastructure for the university, very happy & excited to come here, will look for future opportunity to visit.

MR. ANURAG DEEPAK
ED-PIPELINES, BPCL

SOME OF THE EMINENT SPEAKERS



DR. URJIT PATEL
Governor, RBI



DR. R. A. MASHELKAR, FRS
Eminent Scientist & National Research Professor & President Global Research Alliance



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



DR. SUMAN BERY
Chief Economist, Shell Group



ANIL SARDANA
Managing Director, Tata Power



PADMA BHUSHAN DR. J.J. IRANI
Former President & MD, TATA Steel



SASHI MUKUNDAN
Country Head - India, British Petroleum



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



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



MR. S G SHYAM SUNDAR
MD & Co-Head India, Morgan Stanley Infrastructure



PLACEMENT COMMITTEE

The Corporate Relations and Placement at the SPM is established to fulfill two complementary functions – (i) connecting companies to right students and vice versa and (ii) facilitating symbiotic relationship between companies and the institute. It manages the entire process of placement starting from identifying the organizations, inviting them to the campus, providing them all information, helping students prepare, coordinating logistics during the placement week, and taking care of follow - ups. The Placement Committee plays the major role aptly supported by other faculty members and administrative staff.

FINAL PLACEMENTS

2016-2017: CALENDAR

The Placement 2016-2017 is scheduled from 21st November, 2016 onwards.

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, He/she 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 kindly contact undersigned for any other details:

Placement Committee
Phone: 079-23275124
E-mail: placements@spm.pdpu.ac.in

Companies share the profiles for candidate with Placement Committee who compile the list of interested students and forward it to the concerned



Selection Process of students during the placement week



Students join the Organization at the given location and joining date by the company.

CORPORATE RELATIONS AND PLACEMENTS

Greetings!

It gives us immense pleasure and pride to introduce our 10th batch of the two-years, full-time, residential MBA programme focusing on functional areas of Energy and Infrastructure, Marketing, Operations, Finance, Human Resources. 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

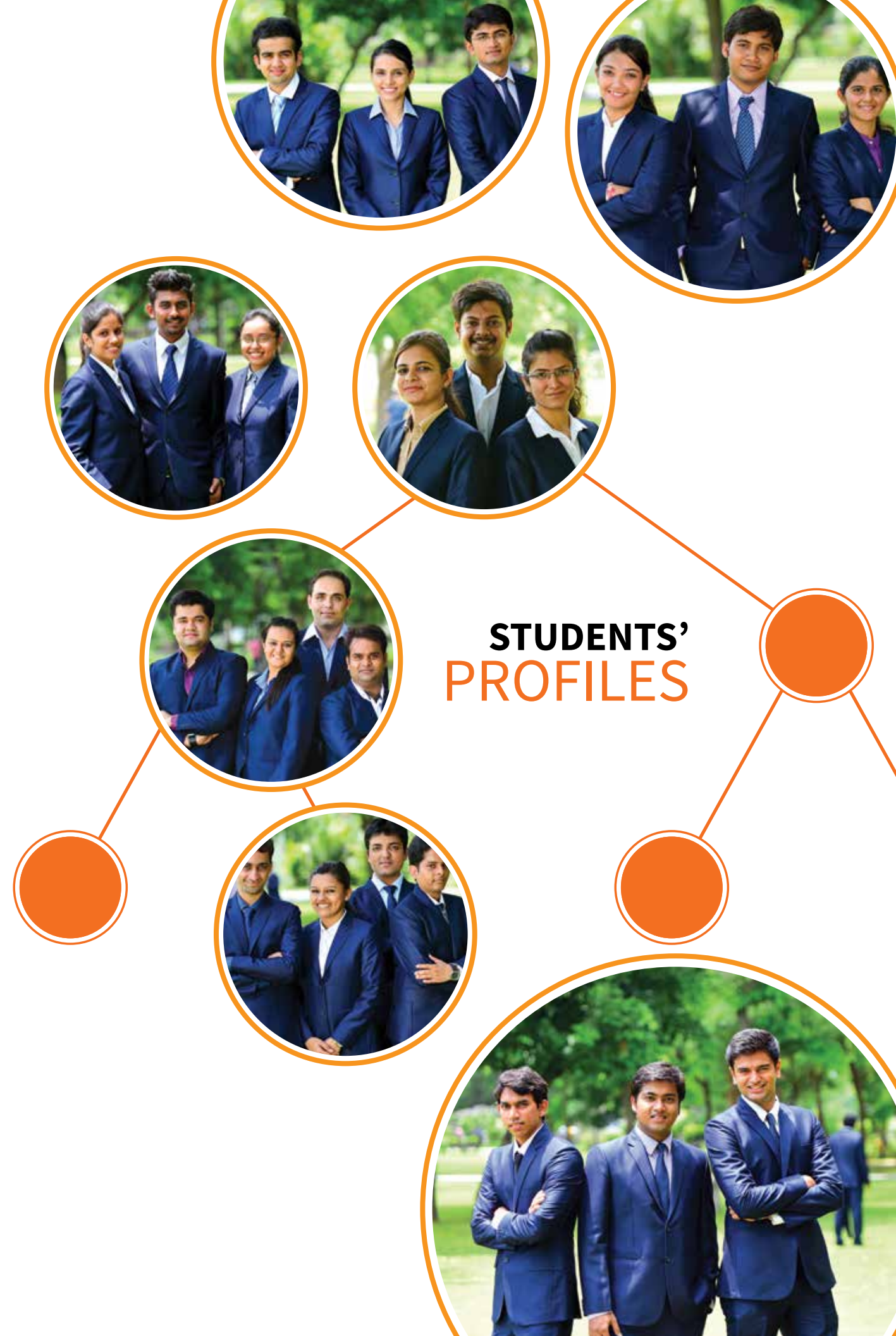
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Manager - Corporate Relations

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Email: Kunal.Lalwani@pdpu.ac.in

current trends in Oil & Gas, Power, Solar, Infrastructure, Finance, HR and Business management. 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.



STUDENTS' PROFILES



AKHIL SARASWAT

QUALIFICATION : B. Tech (Mechanical Engineering), Uttar Pradesh Technical University, Lucknow
AGE : 23
E-MAIL : akhil.spgp15@spm.pdpu.ac.in

COMPANY

Mahanagar Gas Limited

TOPIC

Industrial Demand Assessment of Natural Gas in Authorized Areas of MGL and Study of regulations in United Kingdom as compared to India.

ABSTRACT

The aim of the study was to estimate the demand potential of Natural gas in Mumbai, specifically Dombivli Phase – 2 Area. The study has been conducted over a period of one month.

This included visiting to the various industries present in the Dombivli Industrial Area. Survey was executed with the help of a questionnaire. The study also covers the CGD structure in detail and provides easy access to CGD network processing. The report also consist of introduction to the CGD scenario in INDIA and also consist information regarding Mahanagar Gas Ltd and its operations in authorized Geographical Areas

Along with the project, a case study on regulations in United Kingdom (mature gas market) with the regulations in India (developing gas market) regarding CGD network.



ANAND KRISHNA PANDEY

QUALIFICATION : B. Tech (Mechanical Engineering), Uttar Pradesh Technical University, Lucknow
AGE : 28
EXPERIENCE : 8 Months - Earth Protection Group
 8 Months - Simhapuri Energy Ltd.
 31 Months - Aditya Birla Chemicals (I) Ltd.
 2 Months - TRF Ltd. Adithya Automotive Applications
E-MAIL : anand.pggp15@spm.pdpu.ac.in

COMPANY

Indian Oil Corporation Limited

TOPIC

Study of XTRA Power fleet program, its efficacy and improvements

ABSTRACT

The purpose behind the SIP project was to understand the objectives of the loyalty schemes implemented by OMCs (oil marketing companies). The study was conducted at various retail outlets and customer bases spread across Ahmedabad. The customer behavior in adoption of the program along with retailer's involvement in implementing the same were acknowledged and several recommendations for improving customer base and retailer's involvement and participation in implementation of program were made.



AMRIT SHARMA

QUALIFICATION : B. Tech (Petroleum Engineering), PDP, Gujarat
AGE : 26
EXPERIENCE : 32 Months- I-serve Systems Pvt Ltd
 4Months- John Energy
 8 Months - PDP – MDP (Voluntarily Participated)
E-MAIL : amrit.spgp15@spm.pdpu.ac.in

COMPANY

Ernst Young LLP

TOPIC

Internal Audit – Perspective Petrochemical Industry

ABSTRACT

The project focused on carrying out Internal Audit (IA) of different processes of Solid Dispatch & Warehouse Operation, Material Balancing & Tank Farm Activities, Feedstock & Bulk Material Receipt at a petrochemical plant. The IA focuses on a “risk based audit approach “rather than the routine transaction oriented audit.

The scope of the review included sweep generation, truck rejection for the dispatch of solid products like Polypropylene (PP), Low Density Poly Ethylene (LDPE), Poly Butadiene Rubber (PBR) and Polypropylene Co-Polymer (PPCP). Review of the process of Sigma fine operations (Production accounting system) and reconciliation of the same with quantity reflected in the system and periodic calibration of level indicators/meters attached to Tanks/spheres for storage of Toluene, Hexane, Fuel Oil, Mix – C4. It was found that there were lapses in the procedure followed by the client which required to be plugged up for substantial financial savings. The study offered some suggestions and recommendations implementable by the client.



ANUSRI BHATT

QUALIFICATION : B.E. (Environmental Engineering), Gujarat Technological University, Gujarat
AGE : 24
EXPERIENCE : 3 Months- Times Of India
 12 Months- Paryavaran Mitra-NGO
E-MAIL : anusri.bggp15@spm.pdpu.ac.in

COMPANY

Indian Oil Corporation Limited

TOPIC

1. Study of XTRAREWARDS - Its efficacy and improvement
2. Report on interaction with customers at Indian Oil Corporation Retail Outlets and observations made on quality of service levels

ABSTRACT

In order to keep up with the competition Petro Retail Outlets are trying to retain their existing customers, convert floating customers to loyal customers and further to attract newer customers. Loyalty Card program has been one of the techniques used by petro retailers in order to stimulate customer loyalty. The consumers on the other hand presumably join these programs to obtain a number of benefits or rewards arising from their membership. Few years down the line, the immense competition will make loyalty programs an integral program of the day-to- day functioning of petro-retailing. The study basically involved on understanding the current status of XTRAREWARDS- Loyalty card by IOCL through customers' perceptions on benefits, functioning and then to suggest strategy and further scope of improvements of the program.

The Indian Petroleum retailing industry is looking towards a very competitive environment in the future. It is utmost necessary to work hard in order to deliver a new forecourt retailing opportunities and superior customer offerings at the retail outlet. The consumer buying process in the retail outlets on daily basis primarily is a search for convenient location, good services and good price. IOCL, India's biggest petro retailer is preparing itself for the challenges in the forthcoming competitive scenario by improving its service offerings. The project was on the same ground which involved monitoring of quality of services offered at the Indian Oil retail outlets and to suggest improvements based on visual observations and customers feedback.



ARNAB CHATTERJEE

QUALIFICATION : B.Tech (Mechanical Engineering), West Bengal University of Technology, Kolkata
AGE : 28
EXPERIENCE : 25 Months - Sigma Consultants Pvt. Ltd.
E-MAIL : arnab.cpgp15@spm.pdpu.ac.in

COMPANY

Gujarat Energy Research Management Institute

TOPIC

Techno Commercial Feasibility of Solar Park

ABSTRACT

Renewable energy is fast coming up as a replacement of coal and gas based energy. One of such renewable energy source is the solar energy. To meet the increasing energy demand in our country Government of India has undertaken the Jawaharlal Nehru National Solar Mission (JNNSM) to promote solar energy along the country and create opportunities for more power developer to set up solar power plant. One such concept under this scheme is SOLAR PARK where government appoints some nodal agency to acquire land and build some basic facilities for the power developers to setup power projects at relatively low cost. This SIP project aims to analyze the technical feasibility, infrastructural design and the major cost associated with the park development. Also another scope of the project is to prepare a business model for the solar park developer to sell the park plots to the power developers.



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COMPANY

OIL INDIA LIMITED

TOPIC

Study of business development strategies of Oil India Limited and to analyze the project feasibility and assess the risks associated with the NELP 7 awarded block.

ABSTRACT

The project aimed the economic feasibility of Oil India Limited's (OIL) NELP-VII awarded block in Rajasthan and its risks assessment. The optimum number of wells to be drilled were determined and the breakeven cost for the discovery was calculated. The risks associated with the block were identified and assessed.

Expected value analysis method was used and an economic model was developed for the identified prospects that helps the company to find NPV of the project and take further decisions. Estimated production profile of each well, for 20 years, was generated on the basis of cost parameters given by the software tool QUESTOR and thus a decision tree for the project was designed. The project concluded the breakeven for the discoveries made under different economic scenarios.

The other part of the project was to study the practices involved in the Business Development department of OIL and identify various ways to exit a block in India and overseas. Strategies practiced by OIL for their various overseas businesses were studied and ways to exit a block were suggested.



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COMPANY

Indian Oil Corporation Limited

TOPIC

- 1) Development of Operation Dashboard for MIS Integration
- 2) Analyze the factors to increase market share in SERVO lubricants' sales of unauthorized service stations in Ahmedabad and Gandhinagar market.

ABSTRACT

The project endowed to me was to design and build an Operation Dashboard which will be utilized for MIS Integration of IOCL GSO (Gujarat State Office). The scope of this project further involves analyzing Dashboard data, bifurcating into functional elements and using Business Intelligence to filter information. The end product of project involved not just the use of Microsoft Excel as a front end of the dashboard but, also incorporated the backend functionality of the Macro codes (Visual Basic). The dashboard saving time for the executives also has the objective of alignment of strategy with proper planning.

The key objective of my second internship project was to understand the various factors which influence the buying behavior of 2-wheeler and 4-wheeler auto segment. Based on the understanding of factors influencing buyer behavior the company can plan suitable marketing strategies to increase market share of SERVO lubricants(Unauthorized service centers) in Ahmedabad and Gandhinagar area, major factors which influence the buyer's behavior being the Brand preference of customer, Profit Margin, Market Demand, Quality of product and Price. It is suggested that strategies like boosted Incentive Schemes, more advertisement, usage of e-Commerce platforms, checking the counterfeits, Go Green Initiatives, Executive engagement with consumer and subsequent follow ups can increase sales of SERVO lubes further.



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COMPANY

INFIBEAM.COM

TOPIC

Social Media and Digital Marketing for a web portal

ABSTRACT

The company Infibeam has a shopping site. Along with that, they launched a digital identity portal and a fashion portal. The new portals had to be marketed by social and digital marketing. The project titled "Social media and Digital marketing for a Web portal" included the different social media platforms along with their respective campaigns and contests to design a good marketing strategy for a digital identity creation portal. The project involved the study of different digital marketing channels and content design that helped to prepare digital marketing ideas for both the portals. As a part of the strategy designing, an online store along with its marketing strategy was created. How to invest more in a customer and existing features promoted through online medium that boosts social media and Digital marketing for a web portal was the main focus of the internship.



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COMPANY

MAHANAGAR GAS LIMITED

TOPIC

Industrial Demand Assessment of Natural Gas in Authorized Areas of MGL. (II)
Study & Comparison of gas distribution sector & regulations in India & United States of America

ABSTRACT

The Project was intended to carry out Industrial Survey to find out Natural Gas demand in different industrial zones (MIDCs) in authorized areas of Mahanagar Gas Ltd. and to formulate strategy through which MGL can tap maximum number of industrial units for their business expansion and place Natural Gas against different fuels like LDO, FO & Coal, etc. For this, Around 150 large & medium scale industries were surveyed to understand the consumption pattern of different fuels. A detail analysis has been carried out to analyze cost of the fuel usage and at last their payback period was calculated to analyze the return of cost of these fuel & accordingly pricing strategy was formulated with the help of excel modelling to tap maximum number of units in MIDCs.

The secondary objective is to study the evolution of Natural gas distribution sector in USA & how they have achieved competitive market in gas distribution, key regulations by FERC & to compare it with Indian gas distribution sector & PNGRB's regulations. Gap Areas and Issues pertaining to the CGD business in India & improvements needed were identified to find out how to achieve competitive market like USA in this sector.



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COMPANY

Gujarat Infrastructure Development Board

TOPIC

Analysis and review of Transport nagar sanand

ABSTRACT

Infrastructure, industry and logistics sectors are the key sectors in a country that foster economic growth. Failure to invest means a failure to sustain and develop our social and economic wellbeing. To help improve the economic profile of the industrial region of Sanand the development of Transport Nagar is proposed. This project is an important part of the logistics infrastructure as it acts as a vital node within the logistics chain. The project comprised of various methodologies for land suitability analysis, perception surveys of various stakeholders with a brief study on regulatory framework and traffic survey. Demand assessment of various components of the proposed

Transport Nagar was carried out based on which a complete financial model was developed so as to determine the viability of the project. To avoid overburdening a single party the risk mitigation strategies were designed properly based on which a suitable developmental plan was formed that will make the project profitable for all the stakeholders and the society. Some of the recommendations which were highlighted during the course of this project were modifying and selecting an ideal debt-equity ratio; identifying loopholes in calculating depreciation which resulted in tax benefits and increase in debt burden because of inappropriate debt schedule.



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COMPANY

Indian Oil Corporation Limited

TOPIC

Study of Xtra Power Fleetcard- Its efficacy and improvement

ABSTRACT

The project was mainly focused on understanding transport industry and understanding the competitor scenario between the loyalty programs of other Oil Marketing Companies. The customer interaction was the essential part of the project because only after getting the perceptions of customer, improvements can be suggested. The Xtra Power fleet card program is a complete smart-card based fleet management solution for fleet operators and corporate for cashless purchase of fuel and lubes from designated retail outlets of Indian Oil through flexible pre-paid and credit facilities. The primary goal for the loyalty program is the acquisition of information relating customer habits, while secondary goal is to cultivate loyalty amongst customers. The Objective behind the project was to find out the area of improvement in the program and provide the best innovative solutions by using organizational skills, management learning and theoretical framework. Many visits to different retail outlets, transport companies and travel companies were made in Ahmedabad region. Additional visits were made to Ola cabs, Uber cabs and Agarwal packers and movers to understand their business models.



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COMPANY

GAIL India Ltd.

TOPIC

Developing Strategic Perspectives and Risk Mitigating measures to Market Imported Long term RLNG to Gujarat Gas consumers

ABSTRACT

The objective of the summer internship project was to study the market possibilities for the Henry Hub linked RLNG by identifying strategic perspectives to market the gas to industries based in Gujarat. The global LNG market at present is witnessing a large regional price Divergence due to the differences in long-term contract pricing and spot pricing. Asia remains a predominantly oil-indexed LNG market. Also, the recent crash in crude oil prices has led the spot prices to fall. This has led the industrial consumers to buy gas on spot basis rather than on long term contracts which is a matter of concern for Gas marketing companies. Apart from this, the project also attempts to address the volatility in Henry Hub-linked LT contracted RLNG prices by identifying measures to mitigate the risks associated with it.



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COMPANY

Gujarat Energy Research & Management Institute

TOPIC

- 1) Techno-Commercial Feasibility of a Solar Rooftop PV System.
- 2) Commercial Feasibility of Solar Rooftop PV System for Gujarat Infrastructure High Tech City (GIFT)

ABSTRACT

The project was aimed at making a marketing strategy for Headway Solar's upcoming market place for the year 2016 and makes it visible to the market. To achieve this, a detailed analysis of Central and State Government policies (12 states) was done. Also detailed analysis of SECI's 500MW and 1000 MW rooftop tender document was undertaken in order to know planned installation for each state under both RESCO & CAPEX Model. On the basis of analysis done, six months marketing plan was prepared for undertaking various promotional activities to be undertaken in various states of India.

The second project was to study commercial viability of solar rooftop PV system for various buildings at GIFT city. For the study, primary research was done to analyze and calculate the total tariff rate for per unit electricity consumed for each type of consumer. In order to know the commercial feasibility of solar rooftop PV system a financial model was developed for forecasting solar tariff rates for next 25 years for different system sizes. The results showed that from the year 2017 solar will be feasible for most the buildings of GIFT City.



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COMPANY

SBI Capital Markets Ltd.

TOPIC

Natural Gas Pooling: It's Implication on Fertilizer Industry

ABSTRACT

The main objective of the project undertaken was to study the new pricing mechanism of the Natural gas for Fertilizer industry which was implemented by the Ministry of Petroleum and Natural gas. Various other options for Pooling of Natural gas were also studied and analyzed under this project. A tentative price of the Natural gas is calculated based on the provided guidelines for Natural Gas Pooling by The Ministry of Petroleum and Natural gas. The conclusion of this project suggests that this policy will help the government to reduce the subsidies provided to the Fertilizer industry, and it will encourage the domestic natural gas producer to increase the production.



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COMPANY

INDIAN OIL CORPORATION LIMITED

TOPIC

- 1) Study of Dismantled Assets at Divisional Offices (DOs) and its Disposal
- 2) Comparisons of Services at various Retail Outlets (ROs) and Customer Interaction

ABSTRACT

The main objective of the project was to study the process of dismantling the assets like Tanks, Dispensing Units and Emblem Poles at IOCL. The project included the study of various assets at Retail Outlets, its useful life and when to dismantle a particular asset. After the asset completes its useful life, it is then removed from the Retail Outlet and are valued according to the metal content in it and then are sold through online bidding process.

The second project undertaken concentrates on identifying the best practices (in term of services) in the fuel retail outlet sector by comparing the services at Retail Outlets of IOCL with the Retail Outlet of various other companies like BPCL, Shell and Reliance. The main objective behind identifying the best practices in terms of services is to improve the Retail Outlet sales which will in-turn increase the profitability of the retail outlet.



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COMPANY

Hindustan Petroleum Corporation Limited

TOPIC

Comparative study and Analysis of Automotive Diesel Engine oils

ABSTRACT

India is the fifth largest lubricant market globally in volume terms behind the US, China, Russia and Japan. Volume consumption of lubricants in India has consistently declined over past few years as result of improving lubricant and engine quality. Report was commissioned to survey and analyze the Lubricant market specifically diesel engine oil market of Bengaluru city.

The descriptive research methodology was adopted in order to analyze the lubes market. Primary data was collected from lubes retail outlets and analysis of which draws attention to the fact that, PSUs i.e. HPCL, BPCL, IOCL contribute almost 30% of the overall market share. Castrol is leading the market followed by Shell and other Servo, Mak and HP and other private players. HP's presence is less compare to Castrol, Shell, Servo, and Mak. HPCL's brand Lalgoda is fast moving diesel engine oil which makes HPCL leading in PSU such as IOCL, BPCL. Except Lalgoda, other brands introduce by HPCL under HP is less successful compare to comparative products offered by other PSUs and Private players. To increase the sales of HP products, HPCL should go for rebranding and repositioning.

Additionally company should also look upon the pricing factor and strong marketing as well as distribution network. Proper implementation will bring success to HPCL.



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COMPANY

Ernst & Young LLP

TOPIC

Advisory Services – Energy and Infrastructure Restructuring

ABSTRACT

During this summer, I had interned with Ernst & Young Services Pvt. Ltd. A major part of internship was spent in working with Infrastructure and Renewable energy players in India. I was actively involved right from industry research and information support to performing the industrial, economic and financial (and leverage) analysis for the client in order to draft the final report. Benchmarking analysis and interpretation of the resultant numbers was the challenging part of my internship.

I also had the chance to work extensively on Iron and Steel industry for a prospective client wherein, I was working alongside my Director and Partner (who was EY Global Steel Leader). I had rigorously assisted in the preparation of a deck to pitch in for the prospective client. At EY, my learning experience has not remained limited to the aforementioned sectors, as I had the opportunity to work with and understand (debt restructuring and investment advisory in,) automotive, heavy engineering, agriculture, and F&B sectors. I was also able to familiarize myself with CDR and SDR mechanisms and other allied RBI guidelines as a result of hands on experience in restructuring infrastructure firms.

All in all, this internship had imbibed within me, the corporate culture and discipline apart from resulting in a great learning experience.



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COMPANY

INDIAN OIL CORPORATION LIMITED

TOPIC

- 1) Development of Operation Dashboard for MIS Integration
- 2) Analyze the factors to increase market share in SERVO lubricants' sales of unauthorized service stations in Ahmedabad and Gandhinagar market

ABSTRACT

The project was a sincere endeavor to build up a Dashboard which will be utilizable for MIS Integration of IOCL Operation office. The endeavor of this project scope moreover fuses the investigation of Dashboard data, comprehend and use Business Intelligence (BI), Data streamlining and filtration of information. As of the product part, the development was not just incorporated the use of Microsoft excel applications as a front end of the dashboard, it also incorporated the backend functionality, which depended on the Macro (visual Basic) based coherent logical code. The dashboard being a time saver solution for the executives also has the objective of alignment of strategy with tactics.

The key objective of my second internship project was to understand the various factors which influence the buying behavior of two wheeler and four wheeler auto segment. Based on the understanding of factors influencing buyer behavior the company can plan suitable marketing strategies to increase market share of SERVO lubricants in Ahmedabad and Gandhinagar area. The major factors which influence the buyer behavior are the brand preference of customer, Profit, Market Demand, Quality of product, Price. It is suggested that the strategies like incentive schemes, increase in advertisement, usage of e-commerce platform, reducing the counterfeit, Go Green Initiatives, executive engagement with consumer and follow up can increase sales of SERVO lubes further.



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COMPANY

Gujarat Infrastructure Development Board

TOPIC

Analysis and review of Transport Nagar, Vadodara

ABSTRACT

Project work was aimed at doing research activities which were vital in drafting a business plan for developing a transport nagar on P3 basis at Vadodara, Gujarat. To take a broad view of the traffic related infrastructure, report on IPTS (Integrated Public Transit System), Vadodara was referred.

This helped in establishing the need and suitability of the project in the area. Further study included; site and land suitability analysis, assessment of need of project, assessing regulatory framework, going through international and regional case studies and traffic survey and analysis.

Based on above topics, traffic projection and demand assessment figures were derived. This data was further used for financial analysis and for constructing financial model.



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COMPANY

OIL INDIA LIMITED

TOPIC

To develop the project feasibility analysis and risk assessment of NELP VII block awarded and to frame out Business Development strategies for overseas and renewable business.

ABSTRACT

As we are aware of the present condition of energy scenario in India i.e. India being energy deficit country so we decided to develop model regarding economic feasibility & risks assessment for Oil India Limited's NELP-VII block awarded in Rajasthan. Through our model we were able to identify optimum numbers of wells to be drilled were determined and further breakeven point in terms of price for discovery was calculated and risk involved was also determined. The model comprises of expected value analysis method, through which economic model was generated for the identified prospects which provided NPV of the project and therefore enables company to take decisions. The model also generated expected production profile of each well, for 20 years, on the basis of cost parameters result derived through the software tool developed by IHS QUESTOR and NPV of the project was calculated. Through the model we were able to conclude the breakeven analysis of the discovery made under different economic scenarios.

During the latter part of the project we study the practices followed by the Business Development (BD) department of Oil India Limited. Studying about the strategies practiced by Oil India Limited for their various overseas businesses, we were able to develop entire value chain of Business Development team and ways to exit current blocks were discussed. Our study also includes the ongoing renewable businesses of the company & scenario of Solar Energy globally.



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COMPANY

Ernst & Young LLP

TOPIC

Auditing of Feedstock and bulk material receipt

ABSTRACT

During this summer internship, I was working with Ernst and Young Risk advisory services, where I got an opportunity to audit an area of a petro chemical plant.

A petro chemical plant is highly dependent on the adequate feedstock and bulk materials to smoothly carry out its production process. Lack of system control in this area would expose the plant to operational and financial risks. Considering the high value and risks involved, it was proposed to carry out internal audit of the area Feedstock and bulk material receipt through Pipeline, tankers and vessels. During the review few process inaccuracies were observed such as Non adherence to standard operating procedure in maintenance and quality checks, Lack of control of SAP system, inaccurate stock accounting, and delay in booking of goods receipt note and loss-in- transit and non-accounting of handling losses of stored materials. Root cause analysis was done for these observations and feasible recommendations were provided by the Ernst and young audit team to the company. Few recommendations were implemented immediately.



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COMPANY

GAIL India Ltd.

TOPIC

Comparative analysis of Natural Gas in India vs. US & What steps needs to be taken to make Gas share in India's Energy basket to ~25% as of world

ABSTRACT

The project was undertaken with the primary objective of understanding the Natural Gas value chain in its entirety starting from gas sourcing, transmission through pipelines to distribution of gas to different sectors in India and United States. This involved study of available Gas reserves, Production & sector wise consumption of Natural gas along with its importance and new usage for different sectors. In this two sectors are majorly studied that is Transportation and Power sector to increase gas consumption in country's energy mix. The learning involved techno-economic feasibility of proposed. LNG driven Heavy duty vehicle and for electricity production by using natural gas. Various recommendations were also given to increase gas consumption in these sectors.



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COMPANY

SBI Capital Market Ltd.

TOPIC

Demand-Supply and Pricing Outlook of LNG in India

ABSTRACT

The project aims at identifying the factors responsible for LNG's demand and supply fluctuations with price variance globally and an outlook of why LNG is a solution for India's primary energy needs.

For this, public domain data was analyzed from MoPNG, EIA and BP Statistical reviews for comparison of historic trends in demand and supply at global and domestic levels, including the pricing for LNG being linked to international standards such as Henry Hub, National Balancing Point, Japanese Custom-cleared Crude etc. Further the project entails an overview of the upcoming LNG regasification and transportation infrastructure, pricing mechanisms being used for natural gas from different sources and long term sales and purchase agreements (SPA) of India. The analysis showcases production technology, reducing net cash back and depleting reserves as the major hurdles in ramping up supply of LNG to the world, whereas high crude oil prices have resulted in lower consumption throughout. Numerous LNG exporters are re-negotiating their long term SPA to fit consumer needs, which in turn, has increased the competition while a reduction in prices has been seen. Thus, making LNG a viable option for replacing fossil fuels as a source of primary energy production in India.



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COMPANY

Bharat Petroleum Corporation Limited

TOPIC

Inventory Management of Crude Oil and Middle Distillates

ABSTRACT

The objective of project is to understand current inventory management practices followed in a refinery and its monetary impact on refinery. The factors causing inventory losses have been identified. The available storage capacity and usage of three types of crude oil have been studied. The critical parameters like lead time, lead time variability, average demand and average demand variability, service level percentage have been calculated to know the impact on reorder point. The cost components (fixed and variable) associated with crude oil procurement have been considered to know its impact on GRM (Gross Refinery Margin). The calculation of Distillate yield has been done to know the efficiency of plant. The relation between crude oil used and middle distillates produced have been studied considering commercial and retail usage of these products. The blending calculation has been undertaken. Finally as per suggestions made by me to overcome the lag between demand and the actual usage of crude oil and middle distillate variation of service level percentage and distillate yield value improvement can be carried out. The software like ATOMS and PIMS provide various benefits in inventory tracking and demand estimation. The marketing strategy adopted by BPCL has also been studied particularly for lube oil base stocks.



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COMPANY

SBI Capital Markets Limited

TOPIC

Mergers & Acquisitions and Private Equity Opportunities in Pharmaceutical Companies

ABSTRACT

A rise in mergers and acquisition (M&A) and private equity (PE) deals has been witnessed in recent past as a result of increasing health care costs, escalating research and development, budgetary requirements, liberalization, and globalization. The Indian pharmaceutical sector is also not untouched by these M&A and PE waves.

The project aimed at seeking M&A and PE Opportunities in Pharmaceutical companies. Working at Ahmedabad regional office of SBI Capital Markets Limited and Gujarat being a pharma hub, project was directed to look for pharma companies in Gujarat which can be approached by SBICAPS for business, by the means of primary research i.e. collecting data by visiting companies and secondary research i.e. detailed study of M&A and PE processes, past M&A and PE deals in sector, followed by study of pharmaceutical sector.



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COMPANY

Sanguine Management Services

TOPIC

- 1) Market Analysis on Natural Gas Demand in Gujarat and India.
- 2) Assessment of Tribal Ministry schemes central and state; benefits to the tribal community and challenges faced in implementing the schemes.

ABSTRACT

My project 1 was to understand the Natural gas Industry, demand aspect and technical aspect, cost aspect and process of assessment, understanding the regulatory process and timeline of CGD network implementation as per PNGRB Guidelines. It also included designing a demand model to estimate the natural gas demand of domestic and transport sector. To understand the natural gas industry I read the reports on PNGRB, ppac, petroleum ministry websites. For the demand model, I used MS excel. In that using trend analysis, I estimated the population of domestic households and vehicles for the next 25 years and the gas demand for the same timeline, using the hypothetical population data of the past 50 years.

My second project was to identify the different Tribal Ministry schemes central and state, benefits to the tribal communities, implementation status of all the schemes by State and Central Government, challenges faced in implementing the scheme, monitoring approach by the State and Central Government of the schemes and identifying the development sector agencies interventions i.e. UNDP, UNICEF, The World Bank, DFID, ADB, JICA and others. To understand the tribal ministry, I read the reports on the previous projects done by the company in tribal sector, annual report of tribal ministry and analyzed that how the government schemes are running and what government and other agencies are doing to identify the implementation status of various tribal schemes.



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COMPANY

Dresser-Rand India Private Limited

TOPIC

Customer Feedback Analysis

ABSTRACT

The project was aimed at getting review on multiple functional areas of business, with the need to identify the areas of improvement, and find ways to enhance client satisfaction. Specific set of questions were formed considering five functional areas - Quality, Procurement, Operations and Maintenance, Engineering and Project management. Questionnaires were sent as an email to the clients, and calls were made to both domestic and international clients. Responses received provided useful insights about the satisfaction of the clients with the company's core and auxiliary products and services, and also about the client perception towards the company and its people. Analysis of client responses helped to identify the strengths of the company, and provide suggestions where there was scope for improvement.



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COMPANY

Dresser-Rand India Private Limited

TOPIC

Customer Feedback Analysis

ABSTRACT

The objective of internship was to analyze customer feedback and provide findings and recommendations to improve certain aspects of the processes involved in the Dresser Rand Project life cycle. The scope of the assignment was limited to the Improvement of six key components namely Procurement, Engineering, Operation and Maintenance, Logistics, Quality Inspection and Project Management as they are inseparable to any Project activity of DresserRand. Dresser Rand is a company which focuses on providing custom-made rotating equipment's solutions for various industrial applications, with main focus on Oil & Gas Industry, especially after Siemens took over. The Project involved identifying the key areas and forming an appropriate Questionnaire which could cover every possible aspect related to the particular key area. The Survey conducted was descriptive in nature and covered a substantial mix of Domestic as well as International Client base of Dresser Rand. The analysis of the Feedback received helped in highlighting certain issues and problems that the Clients faced during the whole Project life of the company. The problems and suggestions received from the clients were properly analyzed, discussed and presented to the Project Managers of the Company.



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COMPANY

Dresser-Rand India Private Limited

TOPIC

Revenue recognition

ABSTRACT

Dresser Rand India Pvt. Ltd. Is a fully owned subsidiary of Dresser Rand, USA –rotating equipment’s manufacturer and services provider which is now a Siemens business. It produces customized reciprocating compressors and also provides related services like installation, maintenance, overhaul and repairs etc. Major clients are Reliance, BPCL, IOCL, ONGC, BP, Petrobas, Exxon-Mobil and many more.

Training at Dresser Rand India was a window towards accounting of manufacturing unit which majorly consists of preparing balance sheet, P &L and cash flow with the help of all invoices and their management software. Further the excel sheets for analysis and pivot charts threw a light on application of concepts. The other topics of my study apart from Revenue recognition, were, working capital analysis, related party transactions, and warranty provision and liability accruals. Lastly a case study of Dresser Rand engine used at Pepsi plant in Pakistan explains of brand positioning created by Dresser Rand gas engine called Guascor in Pakistan market as a reliable and long running engine. I would suggest Dresser Rand to sponsor energy projects in India as a part of marketing strategy to match its image.



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COMPANY

Toyota Financial Services India Ltd

TOPIC

- 1) Trade Cycle Management
- 2) Industrial Update for Leasing Business in India

ABSTRACT

Toyota Financial services (TFS) having completed its 4 years of operations in India have started focusing on retention of customer, thus my project focused on customer retention. Trade Cycle Management (TCM) is a strategy designed to retain Toyota as well as TFS customers. This strategy is designed to provide solutions for buying a new car with a shorter car life cycle. TCM focuses to promote the change of customer buying behavior from car ownership to car “usership” with the proposition of “Pay for what you use”. So, TCM is an evolutionary strategy, whose first step is embarked by TCM – Exchange and Upgrade Program. During my internship, I worked on product & process design for encompassing all the crucial players in the process, communication & training modules design and designing an efficient incentive plan in The Toyota Way.

Leasing is an upcoming business sector in India. With the boom of online cab services model, automobile industry is focusing on leasing cars. This is even a lucrative proposal for OEMs such as Toyota. But in order to venture into leasing, a detailed analysis on this sector is needed. Thus, as a part of my project I focused on a dedicated understanding of market, regulations and legislative perspective TFS thus providing the necessary insights.



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COMPANY

Hindustan Petroleum Corporation Limited

TOPIC

Comparative Study and Analysis of Gear oil and Automotive Transmission Fluid

ABSTRACT

The project aimed at assessing the market scenario of lubricants of HPCL and its competitors in the area. The primary objective of the study was the analysis of sales and pricing of Gear oil and Automotive Transmission Fluid through retail stores in Bengaluru to find opportunities and threats in the market for HP lubricants.

This involved the study of retail lubricant market by frequently visiting the retail stores and collecting the primary data regarding products, sales and margins through market research tools like questionnaire and focus group interviews. The collected data and findings were then statistically analyzed to make recommendations and suggestions on the basis of results. The key findings from the marketing perspective focused upon the major influencing factors to be touched upon that drive the customer perception of this industry for increasing market share and brand image.



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COMPANY

Dresser-Rand India Private Limited

TOPIC

Customer Feedback Analysis

ABSTRACT

My internship required me to analyze of customer feedback in order to interpret and identify the shortcomings so as to provide useful insights. The end goal of this analysis was to improve various processes of Dresser – Rand and increasing their working efficiency. Our work saw division into six different sectors that are defined by the Dresser Rand. These six sectors were Procurement, Engineering, Operation and Maintenance, Logistics, Quality Inspection and Project Management. Following this division, questionnaires was designed accordingly to obtain the specific output which was then e-mailed to the existing clients of the company. E-mail remained the first mode of communication with the clients following which; conference calls were made in order to seek detailed response. Through the survey, we concluded that there were many bottlenecks and much communication gap which resulted in poor quality of equipment and service. Solutions provided by us included, improving the quality check at each processes and to monitor the active presence of dedicated individual. Another suggestion was to increasing soft skills at lower management level.



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COMPANY

Ernst & Young LLP

TOPIC

Warehousing and Dispatch of Solid Products

ABSTRACT

Company which is renowned for its advisory services and be it financial and operations. The project allotted was Risk Advisory services and its implication in the operation services of any company. It includes the observation of risks that are there during the entire process and following by the processes of mitigating the risk the areas that were covered during the quarter Warehousing and Dispatch of Solid Products, Tank Farm Operations and Material Balancing, Feed Stock and Bulk Material Receipt - Pipeline, Tanker and Vessels; and Materials Management- Spares & Packing Material.

The area that was covered was Warehousing and Dispatch of Solid Products, which include the risk included during the manufacturing the solid products. The control environment relating to production declaration, bagging and liquidation process of finished goods which needs improvement. The observation included the bagging material and the quality of the material, the waste that was generated during the production. Also the dispatch of the solid products to the end consumer.



RAJDEEPSINH PARMAR

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COMPANY

Future Retail

TOPIC

- 1) Countering competition and increasing brand penetration in retail market
- 2) Brand Awareness and Brand Perception of “Big Bazaar”

ABSTRACT

The project was aimed at making a competitive analysis of one of Big Bazaar’s major competitor (D-Mart). Comparison was made between 9 D-Marts and 4 Big Bazaars considering few aspects like parking space, square feet area of retail store, location, catchment, modes of transportation nearby, demographics, social class of people nearby, product variety, number of gondolas, discounts, offers, in-house brands and their pricing, packing type of product and the size in which they are available, rush of customers during weekdays and weekends, etc. in the city of Ahmedabad.

A primary research was undertaken in order to know the level of awareness among consumer of Big Bazaar as a brand. Through the study an attempt was made to understand consumers’ perception towards Big Bazaar and its in-house brands, how effective Big Bazaar’s promotional activities are and its impact on consumers purchase decision. During the study attributes of consumer which made them prefer competitors’ brand over Big Bazaar were analyzed and feasible solutions were provided.



RAJ VADUKUL

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 12 Months - PMT machines limited, Halol
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COMPANY

Oil India Ltd..

TOPIC

Study of Business Development process of oil India Limited Project feasibility and Risk Assesment analysis of NELP VII Block

ABSTRACT

The project is focused on the study of business development team’s overseas business and decision making process in diversifying their business into renewables, pipeline business and asset acquisition and relinquishment decisions.

Further analyze the feasibility and risk assessment analysis of a block allotted to Oil India limited under NELP – VII in Rajasthan. A study was undertaken as a part of it, which included maximum number of wells that can be drilled in all probable prospects found by Oil India limited, their economic; political prerequisites as well as the financial feasibility for which various methodology were used are Studying and analyzing production sharing contract’s terms and conditions of NELP – VII block, Financial tools used for study are NPV analysis, Cost estimation analysis, decision tree analysis and scenario analysis, various production profiles generated by using crystal ball simulation technique and Verification of results by QUESTER software used for carrying out cost and economic analysis. To conclude various recommendations and exit plans were proposed.



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COMPANY

Flourish Purefoods pvt ltd

TOPIC

Market mapping for institutions and general trade in Ahmedabad

ABSTRACT

The purpose of the project for the company was to do the market mapping of Ahmedabad. It includes all the general trade(pan shops, dairy parlors, ice cream; juice parlors, food snack & sweet shops, bakery stores, kirana store) and institutions(Educational Institutions, hospitals, high court, government offices, railway stations, bus stands, corporate office, schools, colleges). It also includes survey of various institutes for availability of canteens. The project helped the company to target the area to introduce different product in the market as per more number of selling opportunities of their products.



RIDDHIMA KARTIK

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COMPANY

Bharat Petroleum Corporation Limited

TOPIC

Inventory Management and Costing Analysis of Raw Crude and Mid-Distillate Crude Products

ABSTRACT

Internship at Bharat Petroleum Corporation Limited helped in gaining an insight of Operations, Finance and IT application in an Energy Company. The project was an endeavor that involved understanding of refinery operations, inventory analysis and financial analysis of Raw Crude and Five Mid-Distillate Crude products for a period of a quarter. The project involved, coordinating with five departments i.e., Technology Dept., Scheduling Dept., IT (ATOMS & PIMS) Dept., Supply Chain Optimization Dept., International Trade Departments.

As per the study, findings included as BPCL follows the Government rules and due to which it has the crude ordering as 80% Term Traded and 20% Spot Traded approximately, which is not the case in a private energy firm. The costing of the raw crude is based on various factors like market price, transit cost, demurrage cost. The amount of Crude Oil Processed remains same, as per the scheduling done by PIMS, the company normally operates on a capacity higher than the average capacity mentioned. Software's like ATOMS which help in monitoring the oil movement in refinery and PIMS which is the main scheduler of the processes are the main helper in Inventory Management.



RONAK SANI

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COMPANY

Reliance Industries Ltd.

TOPIC

Internal Audit- Process and Key Activities

ABSTRACT

The objective of the summer internship project was to identify the conformity of processes carried out by the Assurance Group "Supply and Trading" at Reliance Industries Limited. The Internal Audit was carried out for one of the assurance groups' capability center "Chartering". The annual plans of the company were compared with the actual implementation of the processes. To achieve the said objective various components were identified which could result into a deviation from the annual plan. The contentious areas included during the course of the audit were:

- Identifying optimal number of Time Charter vessels to be hired so as to mitigate the risk of fluctuations of prices in the Spot Market.
- Performance analysis in terms of "actual" versus "guaranteed" bunkers consumed in case of time charter vessels.
- Variation in the "actual" versus "agreed" speed of the vessel.
- Off-hire deductions calculated as a part of total charter hire to be paid at the end of the charter period.
- Identifying the deviations in various charter party terms and their legal and financial implications in case of arbitration.
- Comparing the uniformity of Contract of Affreightment terms with Voyage Charter terms.



RISHABH SURANA

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COMPANY

Gujarat Infrastructure Development Board

TOPIC

Review & Analysis of proposed transport nagar in sanand

ABSTRACT

Infrastructure development is a vital facilitator to economic growth and logistics infrastructure is the cornerstone on which the nation marches ahead. The logistics sector in India has been transforming rapidly in the recent years and is the interplay of infrastructure, technological advancements and new types of services. Storage and warehousing is a vital segment in the Indian logistics sector. The project focused on the need assessment, design & development and the feasibility study of a proposed Transport Nagar in Sanand, Gujarat in a bid to make a specialized parking and warehousing facility to support the logistical requirements of the present and upcoming industries. The project comprised of various methodologies of how the area is identified for development, various types of perception surveys with a brief study on regulatory framework and traffic survey. Demand assessment of various components of the proposed Transport Nagar was carried out with financial analysis. In addition to this, a risk assessment and implementation framework was also formulated. Some of the recommendations which were highlighted during the course of this project were modifying and selecting an ideal debt-equity ratio; identifying loopholes in calculating depreciation which resulted in tax benefits and increase in debt burden because of inappropriate debt schedule.



SHOBHIT GARG

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COMPANY

Hindustan Petroleum Corporation Limited

TOPIC

Comparative Study and Analysis of Hydraulic Oil and Automotive Greases

ABSTRACT

The project focused on the primary objective of understanding the penetration of HP Hydraulic Oils and Automotive Greases in Bengaluru Area and its comparison with other competitors like IOCL, BPCL, Castrol, Shell and the like. This involved surveying the retailers in an exploratory manner which promised results that can be used to predict future sales and help in growth of the brand.

The project demanded analysis of the data statistically after the survey, achieved by statistical software such as IBM SPSS and Microsoft Excel. The final results included the current market share of HP Lubes in Bengaluru Area, individual results of HPCL and its competitors for Hydraulic Oil and Automotive Greases of various specifications and retailers' margin on selling these products. As a Business Administration and Management student, various recommendations and suggestions were made to further increase the overall sales of HP lubes and margins.



SRINATH VASUDEV

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 11 Months - GSH India Pvt. Ltd. (Ford India Pvt Ltd)
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COMPANY

Mahanagar Gas Limited

TOPIC

- 1) Industrial Demand Assessment of Natural Gas in Authorized Areas of MGL.
- 2) Study of 'Gas Utility Law' and Regulations for a New Gas Utility Company in India and Japan.

ABSTRACT

Understanding the Industrial Customers and their natural gas demand is an important aspect for any City Gas Distribution Company. These industries use various kinds of fuels like LDO, FO, and Coal etc. But these industries have their own limitations and reasons for not accepting Natural Gas as fuel. An attempt has been made to understand these customers and analyze their requirement and their fuel cost. A detail analysis has been carried out to understand cost of the fuel usage and at last their payback period was determined to understand the return on cost of these fuel. The payback period for company using FO and Bulk LPG was 6 months and payback period for company using FO and LDO was 52 months. Secondly a study work was carried out to understand Japanese Gas regulations for a new Gas Utility Company in Japan and understanding it with the point of view of Indian regulations by PNGRB.



SUMIT VITHALANI

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COMPANY

Reliance Industries Limited

TOPIC

Internal audit of quality control and quality assurance processes

ABSTRACT

It is essential for the management of large firms to carry out internal audit and review their own processes. The project at Reliance industries limited aimed to review the processes of quality control and quality assurance, which affects the final quality of the company's products and thus, company's overall reputation and market share. The risk based internal audit of quality processes included the detail understanding of quality process design, review all the laboratory processes of both DTA and SEZ refinery and finding the gaps in the processes which impacts higher risk on the objective of the process. The study also included discovering the root cause of the gaps and recommending suggestions to the management to optimize the same process.



SUJIT SINHA

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COMPANY

Gujarat Gas Ltd.

TOPIC

Customer satisfaction and analysis of MGO contract.

ABSTRACT

The CGD sector in India has seen significant rate of growth in the recent years. This is largely due to rapid urbanization fuelled by strong economic growth of the country which has led the demand of natural gas to rise.

In order to tackle the rising demand the CGD companies in India have been developing PNG and CNG network. Gujarat gas Limited (GGL) has also developed the natural gas network in major areas of Gujarat and adjoining regions. Being capital intensive, CGD companies look for mutually beneficial commercial contracts with customers. Minimum Guarantee Offtake (MGO) contract is an obligation to the customers for using a minimum quantity of the PNG/CNG offtake and in return the customers may avail rate benefits. The SIP study on MGO has been carried out, which reveals the impact of fluctuating LNG prices on MGO. Price fluctuations and fuel-switching also have been studied. With the evolving global LNG market, some of these initial problems are envisaged to be tackled in the medium run.



TANU AGRAWAL

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COMPANY

Sanguine Management Services

TOPIC

- 1) Market Analysis of Natural Gas Demand and Assessment of Capex and Opex in CGD Natural Gas industry for Ahmadabad region.
- 2) Technical and pricing analysis on solar photovoltaic module.

ABSTRACT

Project was aimed at assessment the demand of different sector of natural gas and Calculate the capital and operating expenditure for the same. Develop the Excel model for demand and Capex and Opex for CGD in Ahmadabad. Understanding the Natural gas Industry, demand aspect and technical aspect, cost aspect and process of assessment. Understanding the regulatory process and timeline of CGD network implementation as per PNGRB Guidelines. By using financial instrument, calculate the IRR and NPV to get the Feasibility.

Project was aimed at look at different Type of solar cell and manufacturing in the latest CGD-6 bidding technologies available. Comparison of India and Global at the Pricing and Install capacity of Solar Mission of different countries. What kind of Policy offered by central and State. Costing and Payback period analysis and work on Solar roof calculator. Price sensitive players in Indian Market & Asian market. And Price trend analysis in last 10 year.

SUMMER INTERNSHIP PROGRAMME (SIP) 2016

Like every year, this year too our students have been placed at various reputed organizations throughout India. Some of the companies that participated in SIP process were Reliance, BPCL, IOCL, HPCL, MGL, SBI Capital, Ernst & Young, Toyota Financial Services, Infibeam.com, Future Group and many more.

GLIMPSE OF SUMMER INTERNSHIP 2016-2017

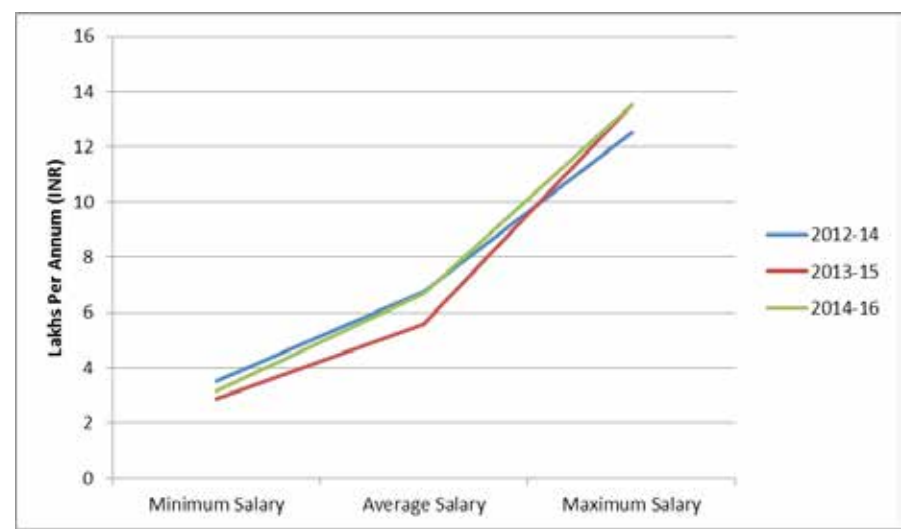
Internship is a part of academic curriculum wherein our students are given opportunities from various organizations so that the young talent can get the exposure of real managerial work and extract as much learning possible in the tenure. Our students have been offered internship from more than 22 organizations spreading across various sectors such as Consulting, Oil and Gas, Power, Marketing, Bank, Retail, Digital Marketing etc. Students have been offered various profiles in the above sectors such as Risk Management, Research Analyst, Marketing, Operations, Finance and HSE etc.



THE HIGHEST PACKAGE FOR MBA 2014-16 BATCH WAS RS. 13.5 LPA

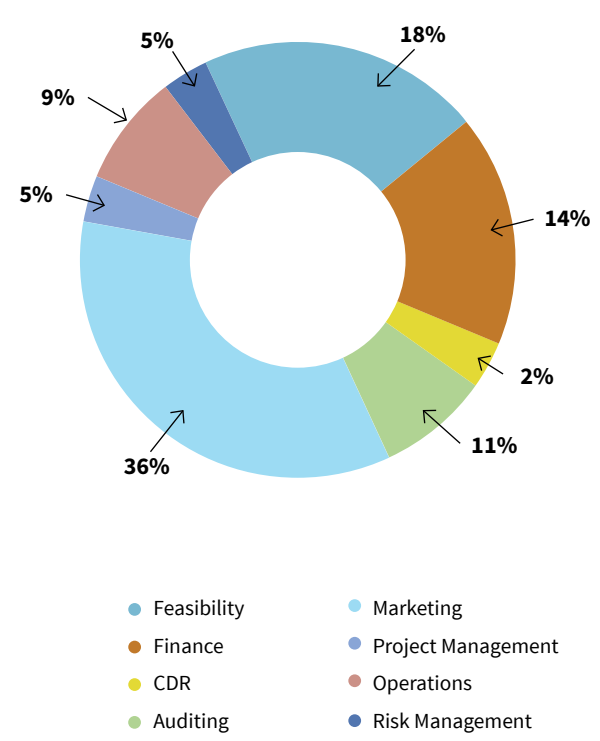
BATCH OF MBA 2015-2017

The class consists of 44 students who are from as many as 12 states of India. This is the most diverse batch consisting of students from various disciplinary backgrounds like Engineering, B.Com, BCA, B.B.A. Out of 44 students, 22 students have work experience in varied sectors like Oil & Gas, Power, Manufacturing, Information Technology, Media, Education etc. The previous 3 years Final Placement is presented below:

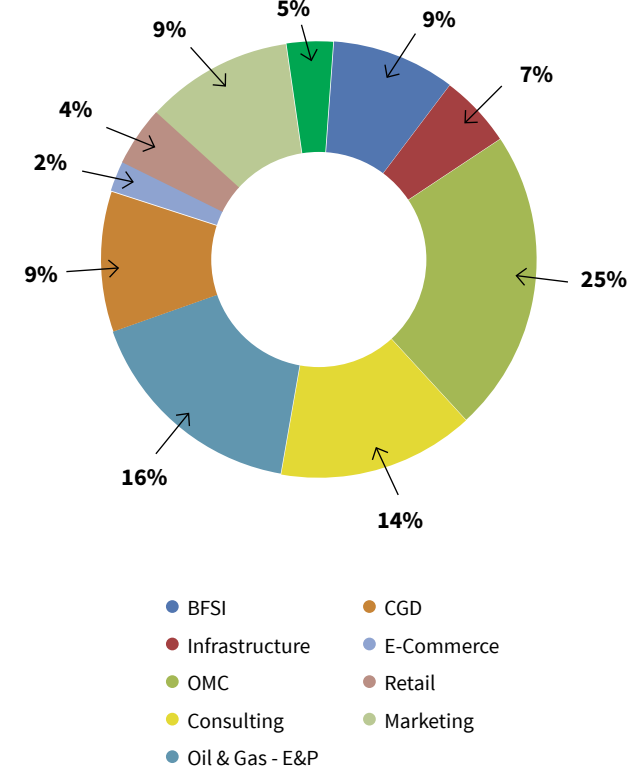


MBA BATCH (2012-2014):62 | MBA BATCH (2013-2015):120 | MBA BATCH (2014-2016):69

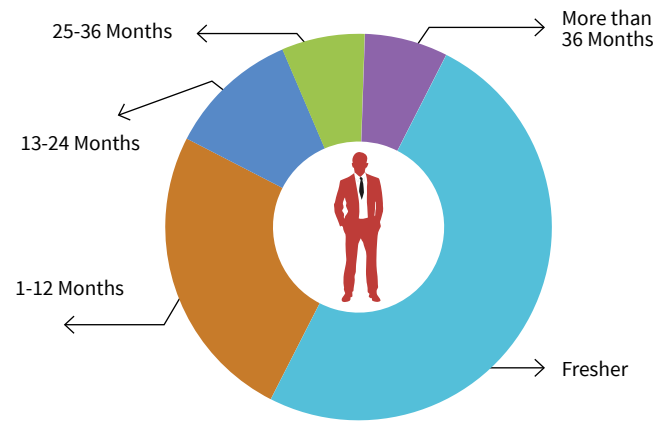
SIP 2016 - PROFILE WISE



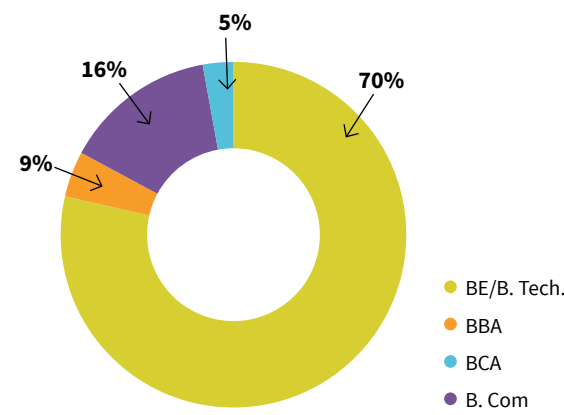
SIP 2016 - SECTOR WISE



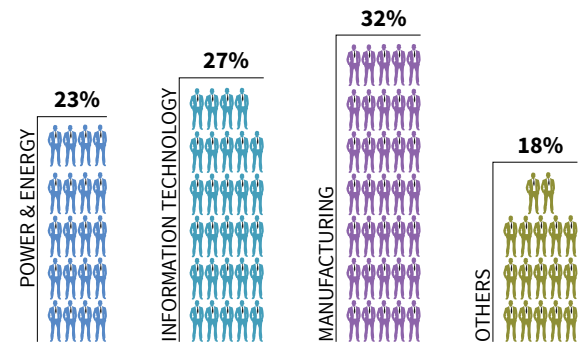
WORK EXPERIENCE



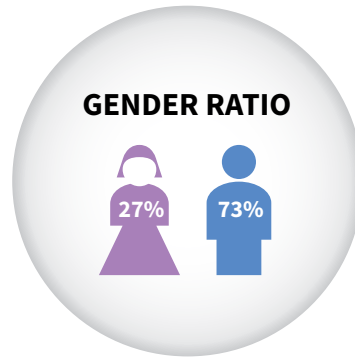
GRADUATION DOMAIN



WORK EXPERIENCE - SECTOR WISE DISTRIBUTION



GENDER RATIO



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: _____

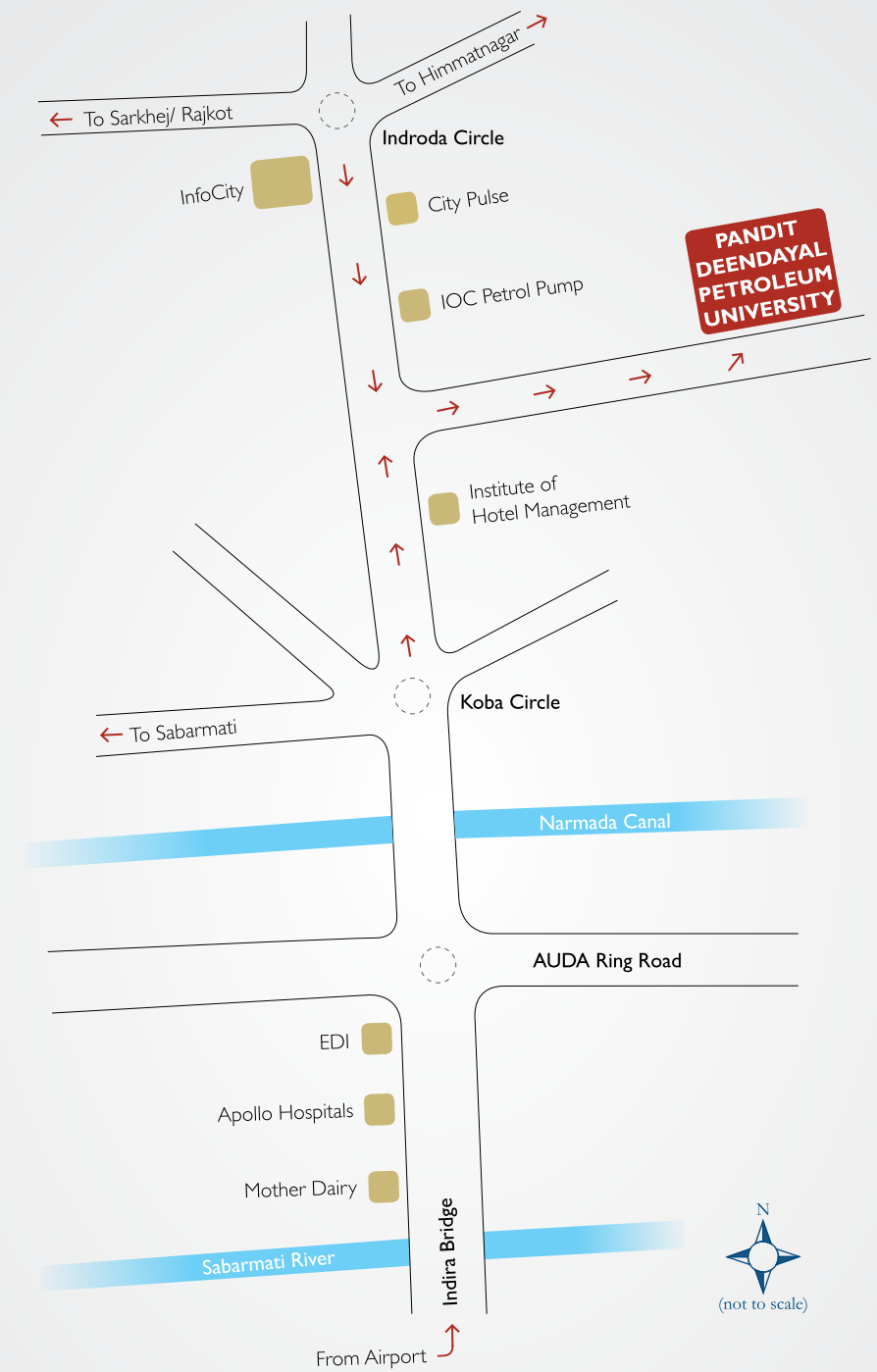
Any other information: _____

Date: _____

Signature & Seal

Final Placements at School of Petroleum Management - A GLANCE

The placement initiatives of SPM for all of its nine batches attracted a good number of companies from Energy & Infrastructure, Oil & Gas, BFSI, Consulting and other sectors. All of our students managed to bag the substantial job profiles at prestigious organizations. 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:



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