



# Sāmvaya

IIML Newsletter

Indian Institute of Management Lucknow

## From the Press

Name of the Publication : Education Times  
Edition : All Editions  
Date : 03/02/14

**BUSINESS COURSE**  
EXL, a business process solutions company, and the Indian Institute of Management Lucknow (IIM Lucknow) have announced that the certification programme on business management in operational excellence and consulting has started inviting applications for the second batch of the one-year on-campus programme. The programme has been designed for mid-level professionals to help orient their careers in the emerging fields of analytics and equip them to capitalise on the challenging opportunities in this specialised domain. Deadline: February 28. For details, visit [www.iiml.ac.in](http://www.iiml.ac.in)

Name of the Publication : Times of India  
Edition : Lucknow  
Date : 07/02/14

## PSU banks' investment wings arrive at IIM-L for placement

Isha Jain|TNN

Lucknow: The economic downturn may be tinkering placements at most business schools, including the Indian Institute of Management, but investment banks in the public sector are not shying from hiring students of IIM Lucknow.

During the ongoing campus placements at IIM-L, State Bank of India Capital and IDBI Capital selected three students. In previous years, SBI Capital was the only recruiter in the PSU investment banking sector.

From 2010 till last year, no

PSU banks visited IIM-L for campus selection. In the PSU category, only one I-bank, SBI Capital, visited the campus in previous years. And each time they never hired more than two students, said sources. The number of recruitments, officials said is less as I-banks are very cautious in hiring students in the wake of the slowdown. But this year, IIM-L has shown an encouraging trend given the present economic scenario in the country.

Beating the slowdown blues, IIM-L this year saw another PSU I-bank, IDBI Capital, an investment bank offer-

ing jobs. Besides, this year a decent number of new entrants including international companies have come in for recruitments, said IIM-L officials.

Sources said addition in the number of companies is to pre-empt any slowdown impact. Surprisingly, a significant number of non-profit organisations (NGOs) have participated in the IIMs placement process this year.

"It is believed that NGOs don't pay well. But if that had been the case, why would they choose to come to IIM looking for employment," questioned an IIM official.

## From the Press

Name of the Publication : Amar Ujala  
Edition : Lucknow  
Date : 08/2/2014

Name of the Publication : Hindustan  
Edition : Lucknow  
Date : 08/2/2014

### आईआईएम में 100 फीसदी प्लेसमेंट

## सबसे बड़े बैच के सभी स्टूडेंट्स को जॉब

अमर उजाला ब्यूरो

लखनऊ। देश भर के सभी इंडियन इंस्टीट्यूट ऑफ मैनेजमेंट में आईआईएम लखनऊ के सबसे बड़े बैच 436 स्टूडेंट्स ने रिकॉर्ड लेड प्रदर्शन किया है। इनके सामने 207 कंपनियों ने 440 नौकरियों के ऑफर रखे। इसमें 436 स्टूडेंट्स को जॉब ऑफर हुए।

आईआईएम, लखनऊ के वर्ष 2014 बैच के लिए सबसे अधिक 24 प्रतिशत प्लेसमेंट मैल्स एंड मार्केटिंग सेक्टर से, दूसरे नंबर पर 21 प्रतिशत प्लेसमेंट कंसल्टेंसी से, इसके बाद 18 प्रतिशत प्लेसमेंट फाइनेंस सेक्टर से, 10 प्रतिशत प्लेसमेंट सिस्टम एंड आईटी, 10 प्रतिशत जनरल मैनेजमेंट और 10 प्रतिशत ऑपरेशंस एंड सप्लाय चैन सेक्टर से हुए। इसके अलावा बाकी 18 प्रतिशत प्लेसमेंट करने वाली में मार्केट रिसर्च, एनॉलिटिक्स, बिजनेस डेवलपमेंट, मोरल मॉडिफिकेशन मार्केटिंग और एचआर सेक्टर से मिले हैं। वहीं आईआईएम लखनऊ में इस बार 49 नई कंपनियों में 60 प्रतिशत कंपनियां आईटी, ई कॉमर्स, टेक्नोलॉजी व बैंकिंग एंड फाइनेंस सेक्टर की हैं। इसके अलावा कंसल्टिंग, फार्मा, हेल्थ केयर, एनर्जेशन, मॉडिफिकेशन, ऑटोमोटिव, टेक्स्टाइल्स व एनर्जी सेक्टर से नूरी कंपनियां शामिल हैं।



436 स्टूडेंट्स को मिली नौकरी

इन कंपनियों ने किया सबसे अधिक प्लेसमेंट

आईआईएम लखनऊ में सबसे अधिक प्लेसमेंट करने वाली कंपनियों में फिलिपकाई, डिप्लोमेट, आईबीएम, एचएच, सिपल, आईसीआईआईआई बैंक, पी एंड जी, एमजीएल, रिलायंस इंडस्ट्री, कॉन्सॉल्टेंट, मैकेजी, हिन्दुस्तान युनिवर्सिटी लिमिटेड, एचएसबीसी, बीबीजी, एबीजी और अमेरिकन एक्सप्रेस शामिल हैं।

बड़ी कंपनियों ने ऊंचे ओहदे पर टी सीधी इंटी

आईआईएम ने बड़ी कंपनियों ने इस बार प्रथम पद के साथ-साथ उच्च ऊंचे ओहदे पर भी सीधे प्लेसमेंट किया है। एमजीएल ने अपने फेलोशिप प्रोग्राम सोलड व लॉबी में लीडरशिप डेवलपमेंट प्रोग्राम पर आईआईएम के स्टूडेंट को चुना है। इन्फोसिस जैसी जगह सारी कंपनियों ने यूपीए में डिजिटल डेवलपमेंट में ऊंचे पद पर जॉब दे है। वहीं, टैजटी रोड में यूपीए की कम्पनी और स्टूडेंटों के रोल के लिए जगहों की कम्पनी ने जॉब दे है।

### इन प्रमुख कंपनियों में मिली जॉब

कॉन्सल्टिंग कम्प्यूटर गुरुस व टेलीकॉम सेक्टर में एसीएस सॉल्यू, एयरटेल, कोक, कोलकोटा पब्लिसिटी, औरसके कम्प्यूटर, हिन्दुस्तान युनिवर्सिटी लिमिटेड, आईटीआई, क्राफ्ट कैडबरी, लॉयड्स, मैरिटाई सर्विस, वेस्टर्न योहॉर्टरी व डेनो अडि शामिल हैं। वहीं बैंकिंग व फाइनेंस सेक्टर में अमेरिकन एक्सप्रेस, एचएसबीसी, एचडीएफसी, सिटी बैंक, इंडियन स्टेट बैंक, एचएसबीसी, आईसीआईआईआई बैंक, इंडियन स्टेट बैंक, मेगना फिन कार्ड, एल एंड टी फाइनेंस, स्टैटस बैंक ऑफ इंडिया व एस बैंक अडि शामिल हैं। इसी तरह कंसल्टिंग में मैकेजी, बीबीजी, एटी कैम्पनी, डेलॉयट्ट, एचएच, कैम्पेन्योनी शामिल हैं। इसी तरह जनरल मैनेजमेंट में अडिआ बिजल गुरु, सिपल, जेएचपीएल, नॉडिया एंड नॉडिया, रिलायंस इंडस्ट्री व टैस अडि शामिल हैं। आईटी, ई-कॉमर्स व टेक्नोलॉजी सेक्टर में एनजीए, मगत मेट्रोनी, कॉन्सॉल्टेंट, डी, फिलिपकाई, गुगल, एचएसबीसी, इन्फोसिस, आईबीएम अडि शामिल हैं। वहीं फार्मा, हेल्थकेयर व अन्य कंपनियों में डिजिटल मायर्स स्पडुबी, औरसके फार्मा, जेएडके फार्मा, टैकवॉरी, सिपल अडि शामिल हैं।

## आईआईएम लखनऊ में 100 प्रतिशत प्लेसमेंट

लखनऊ | कार्वाला संवाददाता

आईआईएम लखनऊ में पढ़ने वाले छात्रों के लिए फरवरी का महीने खुशियां देने वाला रहा। पढ़ाई पूरी होने से पहले ही भाव्य मैनेजरो का देश की टॉप कंपनियों में बेहतर सैलरी पैकेज पर प्लेसमेंट हो चुका है। इस बार आईआईएम लखनऊ के पोस्ट ग्रेजुएट छात्रों का प्लेसमेंट 100 प्रतिशत रहा है। इसको लेकर प्रशासन भी काफी उत्साहित है।

आईआईएम लखनऊ में पढ़ने वाले 436 छात्रों को 207 कंपनियों ने 440 नौकरियों के ऑफर दिए हैं, जो पिछले कई सालों की अपेक्षा काफी बेहतर है।

पीआरओ अनुराधा मंजुल ने बताया कि इस बार 49 नई कंपनियों के पास में छात्रों के प्लेसमेंट के लिए आई थी। इनमें फिलिपकाई, आईबीएम, मैकेसी, एचएसबीसी, एबीजी, पीएंडजी, एमान, रिलायंस इंडस्ट्रीज और सिपला शामिल है। आईआईएम लखनऊ के प्लेसमेंट में इस बार सेल्स और मार्केटिंग के ऑफर सबसे ज्यादा आए। करीब 24 प्रतिशत नौकरियां से इस सेक्टर से आई, जबकि कंसल्टेंसी में 21 प्रतिशत, फाइनेंस में 18 प्रतिशत, आईटी सेक्टर, जनरल मैनेजमेंट और आपरेशन व सप्लाय चैन में 10 प्रतिशत प्लेसमेंट हुए हैं।



## From the Press

Name of the Publication : Times of India  
Edition : Lucknow  
Date : 08/02/14

# Flipkart skims the cream, offers job to 26 from IIM-L

Isha Jain | TNN

Lucknow: Flipkart has picked the cream from the class of 2014 of the Indian Institute of Management, Lucknow by hiring 26 students -- the highest ever -- from a batch of 436. The e-commerce company has offered double-digit salary packages the students. Though it company visited IIM-L last year too, the number of recruitments then was much lower, confirmed placement committee sources.

Auditing giant Deloitte has become the second-largest recruiter by making 18 offers. With 10 offers each, IBM, Accenture, Cipla, and ICICI Bank have jointly grabbed the third place. Other companies that recruited in high numbers include P&G, Amazon, Reliance Industries, Cognizant, McKinsey, HUL, HSBC, BCG, ABG and American Express.

Among the 49 new recruiters, 45% companies were from IT/e-commerce and technology while 18% were from the banking, financial services and insurance (BFSI) segment. Profile-wise, 35% of the entrants made offers for sales and marketing, 18% for finance, 12% for systems and IT and 8% each for consulting, operations and supply chain, and general management.

All in all, 440 offers by 207 recruiters, including 49 new entrants, resulted in 100% placements, said an IIM-L statement.

## PLACEMENT HIGHLIGHTS

► Top recruiters this year are Flipkart with 26 offers, Deloitte with 18 and IBM, Accenture, Cipla and ICICI with 10 offers each

► 49 new companies hired this year. Of these, 45% are from IT, e-commerce and technology while 18% from BFSI sector

► 35% of the new companies offered roles in sales and marketing, 18% from finance, 12% from systems and IT, 8% each from three segments - consulting, operations and supply chain, and general management

► Infosys hired for its business development role based out of the US



Airtel, Coca-Cola, Colgate Palmolive, GSK Consumer Healthcare, HUL, ITC, Kraft-Cadbury, L'Oreal, Marico, Mars, Nestle, P&G, PepsiCo, Reckitt Benckiser and Vodafone. Top FMCG firms such as P&G, HUL and Kraft-Cadbury were also the top three recruiters from this sector. The BFSI sector saw participation of firms such as Aventus Capital, Citibank, CRISIL, Development Bank of Singapore, Edelweiss, Futures First, Headstrong, IndusInd Bank, L&T Finance, Magma Fincorp, Nomura, Standard Chartered and YES Bank, among others. The major roles were offered in front-end investment banking, global markets, corporate and wholesale banking, market research, trading and operations. One of the In-

too, hired in big numbers.

The chairman of recruitments, Prof Pushendra Priyadarshi said, "In spite of the current economic scenario, IIM-L attracted diverse roles in the finance domain."

Four new consulting firms visited IIM-L this year: Active participation was seen from firms such as AT Kearney, PwC, E&Y, JSPL, Mahindra and Mahindra and TAS saw participation in the general management domain.

Firms in IT, e-commerce, technology sector like Bharat Matrimony, Capgemini, Capillary Technologies, eBay, Google, HCL, Infosys, IBM, MAQ Software, Microsoft, Mindtree, TCS and Wipro hired not only in IT/systems profiles but also in roles such as busi-

## From the Press

Name of the Publication : Hindustan Times  
Edition : Lucknow  
Date : 08/02/14

# 100% placements for IIM-L-2014 batch

**Lucknow:** The Indian Institute of Management, has achieved 100% placements for its 2014-graduating batch of 436 students. In all, students received 440 offers from 307 companies across various management functions.

Forty-nine firms were first-time recruiters here. While 92 students had already received pre-placement offers, up 28% from 72 in the last batch, 132 received lateral offers from the higher-entry placement process (HEPP) designed for students with substantial prior work experience, who therefore, don't start as rookies. Besides, there were 216 offers during the final placement process. However, the institute refused to divulge the highest package offered to a student. An IIM-L professor said the decision not to disclose the package was taken as it leads to

FMCG, CONSUMER GOODS, TELECOM SECTOR	
<ul style="list-style-type: none"> <li>Among recruiters in the FMCG, consumer goods and telecom sector were Asian Paints, NPL, Colgate, Colgate Palmolive (C), Kraft-Cadbury Procter and Gamble, Pepsi, P&amp;G, Benckiser and Vodafone.</li> <li>In addition to traditional sales and marketing roles, these</li> </ul>	<p>firms offered placements for a diverse range of functions, with some using contract roles for IIM Lucknow.</p> <ul style="list-style-type: none"> <li>The world's top FMCG firms such as Procter and Gamble, Hindustan Unilever and Kraft-Cadbury were also the top three recruiters in this sector.</li> </ul>

heartburn and creates bad blood among students. Parents too feel unhappy. Among the companies that recruited large number of students were Flipkart, Deloitte, IBM, Accenture, Cipla, ICICI bank, Amazon, Reliance Industries, Cognizant, McKinsey, HSBC, Boston Counselling, Birla Group and American Express.

Profile break-up

The top segments in which placements were offered were sales and marketing (24%), consultancy (21%), finance (18%), systems/IT (10%), general management (10%) and Operations/Supply Chain (10%). Remaining offers were in domains like market research, analytics, business development, social media marketing and human resource, among others.



## From the Press

Name of the Publication : Lucknow Times  
Edition : Lucknow  
Date : 3/02/14

# Now, crowdfunding for college fests?



Students at BIT Mesra, Ranchi have turned to crowdfunding to generate money for their fest. Is it a model other educational institutes can emulate?

Renu Singh

**W**e have heard of film-makers, startup companies, even political parties reaching out to the public to raise funds for their projects. But for an educational institute to source crowdfunding for their management fest - that's a first. And that's exactly what BIT Mesra has done - invited crowdfunding apart from sponsorships for Blossom, their technical management fest this year.

"The idea was jointly endorsed by all members of the core-committee," shares Naita Gupta, member of the Blossom core-committee, before going on to explain where the idea germinated from. "We knew crowdfunding has benefited startups and filmmakers, so that's where the inspiration came from. Since Blossom is something that everybody on campus looks forward to all through the year, and man-on-donour to take the level of the fest a notch higher, we thought of inviting funds from the public, apart from getting sponsors for the event. We have a target of collecting one lakh rupees, and till now, have received ₹7,000 out of which the major contribution is by our alumni. For the contribution given to the fest, we have kept certain rewards, from exotic passes to Farhan Akhtar's show to souvenirs and mementos. To ensure the funds are not misused, the accounts of Blossom are closely monitored and audited by institute authority," he says.

Blossom asks, could this be the beginning of a new trend?

### PUBLIC SE PAISA

#### NIKALNA MUSHKIL HAI

While the idea is unique in its application to college fests, not everyone is convinced that it can be successfully executed. Ananya Dhanraj, part of the organising committee of Moshai, an IIM Lucknow, says, "I think crowdfunding can help build the brand of the institute, but not so much to get funds, unless there is a social cause associated with the event. Nevertheless, it will entirely depend on how the public is being approached. Perhaps in the future, we could use this way to generate some money."

Akhil Agarwal, a B.Tech final year student at IIT Delhi says, "Crowdfunding for college fests is a very interesting idea and there is nothing wrong in it. *Pur public se paisa nikalna abhi mushkil hai* but people will spend time on *poor part*, but will resist in donating even ten rupees, such is the mindset of people. I don't find it a viable option for college fests - the effort required to woo the public to give funds, only half of that is required to convince sponsors and alumni."

### THE ADMINISTRATION

#### WON'T ALLOW US

Approaching the alumni is a popular concept adopted by institutes to raise funds for their annual fests. Prateek Kishore, student of final year B.Tech from IIT Kharagpur says, "We have been approaching our

alumni for donations to fund the annual cultural fest of IIT Kharagpur, and we always get an encouraging response from them, they are happy to send in their contributions." He adds, "Crowdfunding by any educational institute is a novel concept and I am hearing of it for the first time. Though it seems exciting, I doubt the IIT Kharagpur administration will ever allow us to do it."

### ENSURE FINANCIAL TRANSPARENCY

In some institutes students themselves pitch in funds for their fest. Like at Saarang, the annual cultural fest at IIT Madras. "In IIT Bombay too, students are made to contribute for the fest. Back at IIT Madras, we collect some funds from students by releasing the star night,"

says Aditya Bhattacharya, part of the organising committee of Saarang, adding, "Crowdfunding will be the last option for us because Saarang is a student-oriented fest. And if ever one wishes to go for it, an upper limit of the amount to be collected from the public should be declared in advance."

Utkar Singh, media coordinator for Akheringsha, the annual cultural fest at IIT Guwahati, says that while they would never get the go-ahead from the institute to source funds from the public, he also emphasises the need for transparency if someone does opt for crowd-funding a fest. "The big question in my mind is the transparency - will the institute be able to maintain that in the usage of the funds?" he asks.

## From the Press

Name of the Publication : Business Standard  
Edition : All Editions  
Date : 11/02/14

### Cheer returns to business school campuses

Placement season sees 30-40% rise in prospective recruiters; consulting & finance firms rub shoulders with start-ups, e-commerce players

M SARASWATHY  
Mumbai, 10 February

The final placement season may have just begun at the top Indian Institutes of management (IIM), but the cheer at B-schools that have completed final placements is having a sub-off effect.

The Ahmedabad, Bangalore, Calcutta and Trichy IIMs began their placement process on Sunday while IIM Bangalore started it on Monday for a batch size of 387. Over 125 companies, including major consulting firms and investment banks, are participating in the placement season. The companies not only represent sectors that recruit regularly from IIM Bangalore such as strategy and finance but also burgeoning sectors such as online retail, analytics, real estate, health care and the social sector.

This year, there has been a 30-40 per cent increase in the number of companies visiting the campuses. IIM Lucknow, for instance, saw 49 new recruiters. There were 207 recruiters compared to about 133 companies last year. Similarly, XLRI Jamshedpur had 32 new recruiters. Jamnalal Bajaj Institute of Management Studies (JBIMS) received 58 pre-placement offers and pre-placement interest from companies, compared to 56 last year.

Officials from IIM Ahmedabad and Calcutta also said there was an increase of 20-30 per cent in the number of companies visiting the campus as a lot of e-commerce firms had come for the first time.

"The average annual salary offered last year was ₹16-17 lakh. This year, it has gone up by 10 per cent," an IIM-A source said on the condition of anonymity. Responses to an emailed

query to the institute were awaited till the time of going to press. A placement committee member at one of the other older IIMs said recruiters were offering packages higher by 10-15 per cent than last year's.

Recruiters said the hike was reasonable. "It makes sense for us as recruiters considering the current economic scenario," said Yugesh Goutam, executive director, HR, for KEC International and for the infrastructure sector at the KPO group.

According to Goutam, this year his group is offering an average compensation package of ₹15.5-16 lakh for freshers at IIMs and other B-schools, 5-10 per cent higher than last year's. Among other recruiters, Cappgemini India cited a similar increase in the compensation package it is looking to offer.

"While we are looking at a 10 per cent increase in the number of



Institutes that have concluded placements have reported strong numbers

recruitments, we are also planning a similar double-digit growth in the compensation packages that will be offered," said a spokesperson for

Cappgemini India. Last year, Cappgemini hired 7,000-8,000 people from various campuses in the country.

Other business schools are, however, quoting a higher number. Management Development Institute (MDI) Gurgaon, for example, had a 23 per cent rise in the average salary offered. "About 96 per cent of the batch has been placed so far. This includes all the three postgraduate courses of PGPM, PGPHRM and PGDPM," said Ranwal Kapil, associate professor & chairperson, placements, MDI Gurgaon. The institute saw 27 new recruiters this year.

IIM-A's first day of final placements on Sunday saw Accenture Strategy making 18 offers (including pre-placement offers), the highest by a company. Banks offered diverse roles across trading, investment banking, private banking and quantitative strategy. The second cluster of final placements at IIM-A will be held on February 16.

—Team BQ

### Cheer returns...

Institutes that have ended their final placements have reported strong numbers. Take IIM Lucknow, for example. The school achieved 100 per cent placements for its batch of 436 students. The offers included 92 pre-placement offers (PPOs), 132 lateral offers in the higher-entry placement process and 216 in the final placements. The number of PPOs this year was the highest ever and increased by 28 per cent compared with last year's figure. The top segments based on roles offered were sales & marketing (24 per cent), consulting (21 per cent), finance (18 per cent), systems/IT (10 per cent), general management (10 per cent) and operations/supply chain (10 per cent). Some of the companies that recruited in high numbers were Flipkart, Deloitte, IBM, Accenture, Cipla, ICICI Bank, P&G, Amazon, Reliance Industries, Cognizant, McKinsey, Hindustan Unilever, HSBC and BCG, among others.

Xavier School of Management (XLRI Jamshedpur) finished its final placement process in less than four days. It placed the entire batch of 245 students of its flagship Business Management and Human Resource Management Programs in three and a half days. A total of 103 prominent companies made 254 offers across domains.

Consulting and finance are the two big recruiters at B-schools this year, according to placement officials. Apart from them, e-commerce companies and start-ups have also made their presence felt.



## From the Press

Name of the Publication : Times of India  
Edition : Lucknow  
Date : 13/02/14

# Ignoring research will cost IIM-L professors dear

Isha Jain | TNN

Lucknow: Focusing more on consultancy at the cost of research will soon cost IIM-Lucknow dons dear. In a first-of-its-kind move, fees earned by professors through consultancy and other professional activities will be slashed proportionately with fall in their research work over a three-year period.

IIM professors "consult" companies and are paid a minimum of Rs 50,000 a day of which 40% is paid to IIM. A professor can carry out consultancy and professional activities for 52 days a year, counting the Sundays.

The move comes after a sharp fall in number and quality of research, which is considered a hallmark of any institute.

Professional activities include being guest faculty in other organisations, talks, which are remunerative or participation in select com-



**FOCUS ON RESEARCH**

mittees. IIM-L teachers, from the next academic session, will be evaluated on a three-year cycle. "Teachers not carrying out enough research in the first two years will face consequences in terms of remuneration on teaching and consulting assignments," IIM-L director Prof Devi Singh.

"In the IIM-L ecosystem, support funds and incentives have been put in place in order to facilitate adequate research. The idea is to ensure quality research and encourage faculty to publish their papers in reputed journals," said Prof Singh. **P5**

## In 2006-07, IIM-L published 73 papers in different journals

IIM-L's research record shows a declining trend in terms of research papers published. In 2006-07, IIM-L published 73 papers in different journals including some national and international ones. The number came down to 44 in 2007-08. However, in 2008-09, IIM-L professors published as many as 80 papers.

In 2009-10, the number of research papers published came down to 54, and 58 in 2010-11. In the past two years, the number stood at 47 and 53 in 2011-12 and 2012-13 respectively.

Sources say only about 10% teachers in IIM-L contribute to top journals, known as A star journals identified globally (and recognized by IIM-L).

IIM-L guidelines for consultancy clearly states consultancy and professional activities that may adversely affect faculty involvement in the institute's education, research, and training activities would not be entertained.

Consultancy and professional fees will be shared with the institute on 60:40 ratio wherein 60% to faculty and 40% - the institutional share. The minimum professional fee to be charged is kept at Rs 50,000 a day, with no upper limit. At present, there are 22 consulting projects from both public and private sectors. In the past two to three years, 15 consulting projects have been completed.

Welcoming the move, educationist Prof Bakul Dholakia said, "On an average, research output of faculty in IIMs is definitely less in comparison to top B-schools abroad, particularly in the US and Europe. In the past few years, the focus of faculty is tilted towards consultancy because of the financial rewards it gets," said former IIM-Ahmedabad director Prof Dholakia.

"It is research that sets any institute apart. In order to excel in research, management institutions should adopt a strategy to strike a balance between research and consulting," added Dholakia.

From the Press

Name of the Publication : New Indian Express  
Edition : All Edition  
Date : 16/02/14

# Recruiters Return to Campuses



40 per cent increase in number of companies coming for college placements

By Sudha Mittal

**K**nowing more graduates than in 2013? Classes are full? It's being heralded right now, with a 40 per cent rise in the number of companies visiting campuses this year. At IIM Lucknow, there have been 207 recruiters for this year, up from 153 a year ago. 300 companies registered with IIT Kharagpur, up from 200 in the first phase. Some 400 companies visited Indian School of Business (ISB)—a 25 per cent increase over the previous year.

Typically, campus selections in India happen in two phases—one between September and March and another between May and July. "In our first placement session, several hundred companies came for recruitment. The most persistent visitors were IT & ITeS, electronic product companies, consultancy and analytics companies," says MS Duggupta, chief, Placement Unit, BITS Pilani, which counts Microsoft, Amazon and Google amongst its clients. Aditya Sahasrabanu, deputy dean, ISB, "We expect the number of companies to increase exponentially and more visitors will explore campus placements in the year to come."

That should be music to students' ears. The bank business continues in the last couple of years had put a freeze on expansion in core sectors, affecting hiring by companies at both entry and senior levels. A survey of potential recruiters by Finmarket.com in 2013 saw 56 per cent recruiters saying the

number of companies had dropped.

Even the heralding IT & ITeS industries witnessed a sharp drop in campus recruitment. According to Nasscom, the country's top in software services export-oriented only about 6,000 engineers in 2013, down from 8,000 in 2009-2007, when demand was reach-



higher. But with business momentum picking up, companies are once again prodding the campuses. The country's largest software services provider TCS is likely to recruit over 4,000 people in the next couple of months. "We have already started 350 companies to recruit 4,000 persons," explains Ajay Mishra, HR Global Head, TCS, adding the company expects to dial out a plan for on and off-campus hiring for 2014-15.

Infosys Technologies, which has stepped away from campuses for two years, plans to hire over 5,000 freshers. "Recruitment will include freshers and interns. We will also recruit in local markets from colleges for delivery and sales," says CEO



number of companies had dropped. While IT & ITeS companies are highlighting to the larger number of students they recruit, banking & financial, consulting and analytics firms, FMCG, electronic products and retail players are highly sought after.

"We recruit in large numbers from the top institutes. While IT & ITeS companies are highlighting to the larger number of students they recruit, banking & financial, consulting and analytics firms, FMCG, electronic products and retail players are highly sought after. "We recruit in large numbers from the top institutes

for an annual package of ₹75 lakh. In 2012-13 the highest offer stood at ₹1.2 crore. Students at VIT University got between ₹2.5 lakh and ₹7 lakh in 2013-14 and ₹2 lakh the following year. "Yes, there has been an increase in the figures when the education offers are not primarily because companies are now willing to shell out more for Indian students," says Duggupta of BITS.

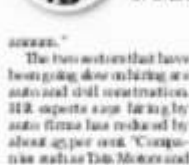
Interestingly, even start-ups like Google On, Flipkart, Fab.com, Snap, On Mobile and Guy Orango Robotics have started coming into colleges to recruit. "They are now coming to Indian start-ups coming in," says Duggupta. "They recruited a decent number of students from what you will find attractive compensation packages ranging between ₹5.5 lakh per annum and ₹11 lakh per

annual. "The two sectors that have been going slow on hiring are auto and civil construction. HR experts see hiring by auto firms has reduced by about 50 per cent. "Companies such as Tata Motors and Maruti have refused from going in for too many campus or internships. Last year they hired only 50 students and this year only five students were offered jobs by auto to the companies," says Sameer Rajaram, deputy

placement director, VIT University. The pay package too has dipped from ₹5 lakh to ₹3.5-4 lakh. The scene is similar at BITS, where 40 students were offer of auto jobs last year; this year has seen only four recruitments in that sector.

"It's a challenging time for the sector. Auto companies may not be aggressive on hiring right now, but it's important to note that there have not been any major layoffs resulting from the difficult time the sector is in," explains M Lakshminarayanan, managing director, MIRA Motors Pvt Ltd, which counts Ashok Leyland, Mahindra & Mahindra, and Honda Motors as its partners.

"Our campus recruitment are low-profile. But every year, several multiple management institutes working with the bank, the



Amara Raja Group, which produces four-wheeler and two-wheeler batteries. Therefore also been some traditional companies coming in, looking to hire fresh talent. "We received 21 offers from this time from IITs, IITs and IITs and IITs," says Rajaram, deputy HR, IIT Kharagpur, where the average offer was ₹25 lakh.

After increasing 350000 last quarter to ₹1,500 crore, we were certain that it was one of our

What is the reason for your turnaround in the third quarter?

After increasing 350000 last quarter to ₹1,500 crore, we were certain that it was one of our

What is the reason for your turnaround in the third quarter?

After increasing 350000 last quarter to ₹1,500 crore, we were certain that it was one of our

INTERVIEW | MAIN TOP

## "Mid-Course Correction in Strategy Led to Turnaround"

**Rajeev Rishi** is the chairman and managing director of Citic of Bank of India. With deposit base of over ₹20,000 crore and over 2,000 branches, Citic of Bank has a portfolio of an network across 27 states. Though the bank's net profit for the third quarter fell by 66 percent from the same period a year earlier as it made higher provisions and provisions, it recorded a net profit of ₹100 crore in the three months ended December 31, 2013, compared to a net loss of ₹200 crore in the preceding quarter of September. Here, the CMD discusses the road ahead for the bank with *Business Today*.

quarter and that further came down to ₹1,000 crore. Our loaning loan portfolio is up by 47 per cent, gold business was growth and our deposits have come down.

Net profits over the months (NPAs) have been a problem for the Indian banking system. How did you tackle a year NPA?

Since we had lower deposits and overall recovery effort, our gross NPA only saw a slight increase of 55 crore in the third quarter in absolute terms and from 6.47 to 6.48 in percentage terms. The net NPA, at 5.65 per cent, was 20 bps points down over your year base. Provision coverage stands at 52—that was almost 20 in the previous year this quarter.

Where do you expect future of rates to go

"The mobilization of low-cost deposits and a renewed focus on retail has helped the bank to turn around and post a profit this quarter"



—RAJEEV RISHI, Chairman, Citic of Bank of India

terly even. Some mid-course correction in strategy was urgently needed and we went ahead and made these corrections. We had a very close monitoring system and were very careful of any slippage. The monitoring system started with the chairman, executive directors and as it was formalized at the highest level, sub-committees formed at head office level looked out for interest defaults of even a month. This way, we ensured that non-performing assets are kept down.

A mobilization of low-cost deposits and a renewed focus on retail segment has helped the bank to show a turnaround and post a profit this quarter, even though it is a small one. Getting into figures, the bank's net profit deposits have grown by 44 percent, net interest margin by 3 percent, 400000 have fallen from ₹2,000 crore in the second

from here? By and large, we don't have any issues on that front. We don't have any liquidity problems. The cost of deposits has come down in the last quarter. However, the Asset Liability Committee will consider this issue when it meets. I see no pressing need for our bank to reduce rates as of now. Short-term cost of funds has been open around that has to be noted.

Tell us about your retail strategy.

About 50 per cent of our network is in smaller towns. This includes Tier 2 to Tier 6 places and that's where we see real potential. Our loaning business growth is around 47 per cent. All these schemes have been successfully launched, including those for agriculture, housing, gold medals. All these initiatives are in progress. All the problems we had in the second quarter will not be faced by us again.

(With a year from December 2013)



## From the Press

Name of the Publication : Amar Ujala  
Edition : Lucknow  
Date : 19/02/14

# आईआईएम स्टूडेंट्स कर सकेंगे 'ई-पेमेंट'

● अमर उजाला ब्यूरो

लखनऊ। आईआईएम लखनऊ में पढ़ने वाले स्टूडेंट्स अब ऑनलाइन फीस जमा कर सकेंगे। मंगलवार को आईआईएम लखनऊ ने एचडीएफसी बैंक के साथ ऑनलाइन पेमेंट गेटवे सर्विस की शुरुआत की। इसका लिंक आईआईएम लखनऊ की वेबसाइट [www.iiml.ac.in](http://www.iiml.ac.in) पर उपलब्ध है। दो-तीन महीने में कॉमिन एडमिशन टेस्ट (केट) के माध्यम से पोस्ट ग्रेजुएट प्रोग्राम (पीजीपी) में दाखिला लेने वाले स्टूडेंट्स भी इस सुविधा का लाभ उठा सकेंगे। द्वितीय चरण में इस सुविधा का विस्तार किया जाएगा। इसके बाद आईआईएम के स्टूडेंट्स अपनी मेस की फीस सहित अन्य सभी भुगतान ऑनलाइन कर सकेंगे।

- नए सत्र से सभी स्टूडेंट्स को मिलेगी ऑनलाइन फीस जमा करने की सुविधा
- एचडीएफसी बैंक के साथ ऑनलाइन पेमेंट सर्विस शुरू

मंगलवार को ई-पेमेंट गेटवे की लॉन्चिंग आईआईएम लखनऊ के निदेशक प्रो. देवी सिंह और एचडीएफसी के जोनल हेड अरुण मेदीरत्ता ने की। इस मौके पर प्रो. देवी सिंह ने कहा कि जमाना टेक्नोलॉजी का है और स्टूडेंट्स को ज्यादा से ज्यादा सुविधाएं देना चाहते हैं। उन्होंने कहा कि अब स्टूडेंट्स को बैंक ड्राफ्ट व चेक बनवाने के झंझट से छुटकारा मिलेगा। उन्होंने बताया कि ऑनलाइन सुविधा के साथ ही स्टूडेंट पहले की तरह ऑफलाइन फीस भी कर सकेंगे।

Name of the Publication : Hindustan  
Edition : Lucknow  
Date : 19/02/14

## छात्र अब ऑनलाइन भी जमा कर सकेंगे फीस

आईआईएम

लखनऊ। इंडियन इंस्टीट्यूट ऑफ मैनेजमेंट, लखनऊ के छात्र अब अपनी फीस ऑनलाइन भी जमा कर सकेंगे। इसको लेकर आईआईएम ने एचडीएफसी बैंक के साथ टैग अटकिया है। आईआईएम की पीआरओ अनुसंधान मंजुल ने बताया कि पहले छात्रों को अपनी फीस जमा करने के लिए बैंक में लम्बी लाइन लग कर बैंक ड्राफ्ट बनवाना पड़ता था। इससे छात्रों का काफी समय भी व्यर्थ होता था। कई बार फीस लेट भी हो जाती थी। इन्होंने सब दिक्कतों को देखते हुए छात्रों को ऑनलाइन फीस जमा करने की सुविधा दी है। उन्होंने बताया कि आईआईएम के छात्र ई-क्रेडिट नेटवे के जरिए अपने डेबिट कार्ड, नेट बैंकिंग, क्रेडिट कार्ड से अपनी फीस आसानी से कहीं से भी जमा कर सकते हैं। आईआईएम के निदेशक डॉ. देवी

सिंह ने बताया कि आईआईएम बिजनेस एजुकेशन में ग्लोबल रिसर्च सेंटर है। इसको टेक्नोलॉजी के साथ भी जोड़ा जा रहा है। इसी में यह पहला कदम है। उन्होंने बताया कि ई-पेमेंट नेटवे सिस्टम छात्रों के लिए एक आसान रास्ता है। एचडीएफसी बैंक के जोनल हेड अरुण मेदीरत्ता यह साफ्टवेयर बहुत ही सिक्योर और सुरक्षित है।

उन्होंने बताया कि यह छात्रों के लिए एक नया अनुभव होगा। डॉ. देवी सिंह ने बताया कि अभी एक्सलेंट कार्यक्रम के छात्र अभी इस सुविधा का लाभ उठा सकेंगे जबकि सत्र 2014-2015 से पीजीपी, आईपीएमएक्स, एबीएस स्मेर सभी कोर्सों के छात्र अपनी फीस ऑनलाइन जमा कर सकेंगे।

## From the Press

Name of the Publication : Kalptaru Express  
Edition : Lucknow  
Date : 19/02/14

यस नामक माया स जानप्रास्त ह ।

**आईआईएम के लिए ई-पेमेंट सुविधा शुरू की**  
लखनऊ। एचडीएफसी बैंक ने भारतीय प्रबंध संस्थान (आईआईएम), लखनऊ के छात्रों के लिए एक अनलाइन भुगतान का गेटवे शुरू किया। यह सुविधा छात्रों को किसी भी मास्टरकार्ड या वीसा के डेबिट कार्ड या क्रेडिट कार्ड का इस्तेमाल करके तुरंत और सुविधाजनक ढंग से अपने शुल्कों का अनलाइन भुगतान करने में सक्षम बनायेगी।

**छात्रों के अभिभावकों से मिलेगी नैक की टीम**

Name of the Publication : Pioneer  
Edition : Lucknow  
Date : 19/02/14

## Online payment gateway at IIM-L

PIONEER NEWS SERVICE ■ LUCKNOW

The Indian Institute of Management, Lucknow, on Tuesday launched an online payment gateway with a well-known bank as service partners for this service. The facility integrated with the new-look IIM-L website will now enable students to pay their fees online in a quick and convenient manner, using debit cards, credit cards or through net banking.

In the first phase, all participants enrolled in the executive programmes at IIM-L will be immediately able to use the e-payment gateway. The next stage starts from the academic year 2014-2015, when all the students of other academic programmes — including PGP, PGP ABM, PGP SM, WMP, EFPM, IPMX and WMP — would be using this service. The online payment



gateway will allow students joining the premier management institution from any part of the world to have an instant, hassle-free way to pay their fees. The e-payment gateway

was launched by IIM-L director Devi Singh in the presence of senior bank officials.

Singh said the need of the hour was to move into a new era driven by technology.

"IIM-L with its vision of becoming a global centre of excellence in business education and research has introduced this technological upgrade — the convenient banking tool. With this new e-payment gateway, we have got an opportunity to use the technology more extensively," he said.

**कार्यालय अधीक्षण अभियन्ता, ग्रामीण अर्थ**

पत्रांक : 1886 / ग्रा0अ0वि0 / नि0रू0 / 201

**शुद्धि**

समस्त को सूचित किया जाता है कि दिनांक 10.02.2014 द्वारा निविदायें जो दि- की जानी थीएवं दिनांक 20.02.2014 के जिलाधिकारी कार्यालय में खोली जानी व विकास निधि के स्थान पर संसद विकास अतः उक्त अमंत्रित निविदाओं को सं-



## From the Press

Name of the Publication : Times of India  
Edition : Lucknow  
Date : 19/02/14

# IIM-L facilitates online fee payment

TIMES NEWS NETWORK

Lucknow: Standing in bank queues to get demand draft for fee payments will now be a thing of past for students of the Indian Institute of Management-Lucknow for the institute has launched the online payment gateway facility for quick money transfer.

The institute has partnered with HDFC bank to provide online payment gateway facility to the students. In the first phase, all candidates enrolled in Executive Programmes at



IIM-L will immediately be able to use the e-payment gateway. The next stage would begin from academic session 2014-2015, when students of all other academic

## Convocation on March 15

**Lucknow:** Indian Institute of Management, Lucknow will hold its 28<sup>th</sup> convocation on March 15. On the occasion, HDFC chairman Deepak Parekh will address graduating students. **TNN**

programmes would be able to use this service for fee payments.

The online payment gateway will allow students joining the institution from any part of the world to have an instant, hassle-free way to pay their fees, said IIM officials.

Students can use debit card, credit card or net

banking facility for fee payments.

The e-payment gateway was launched by IIM-L director Devi Singh and zonal head, HDFC Bank, Arun Mediratta.

"With this new e-payment gateway, we have got an opportunity to use the technology more extensively," said Singh.

Name of the Publication : NBT  
Edition : Lucknow  
Date : 19/02/14

## ऑनलाइन फीस जमा कर सकेंगे आईआईएम छात्र

■ एनवीटी, एलयू : इंडियन इंस्टीट्यूट ऑफ मैनेजमेंट के छात्रों को फीस जमा करने के लिए इंस्टीट्यूट और बैंक के चक्कर नहीं लगाने होंगे। इंस्टीट्यूट ने मंगलवार को छात्रों के लिए पेमेंट गेटवे की सुविधा शुरू की है। प्रवक्ता अनुराधा मंजुल ने बताया कि नई सुविधा से छात्र एचडीएफसी बैंक के ई-पेमेंट गेटवे की मदद से फीस जमा कर सकेंगे।

## From the Press

Name of the Publication : Times of India  
Edition : Lucknow  
Date : 20/2/14

# IIM-L students on ethical business path

Isha Jain | TNN

Lucknow: The Indian Institute of Management, Lucknow, will churn out future market leaders whose business acumen would be complimented by a strong sense of justice, morality and ethics. The institute feels principled managers would help in checking corrupt business practices in the country.

Issues like whether states should be involved in moral policing, should religion enter politics, validity of reservation, gay marriage, surrogacy are also being discussed threadbare in IIM classrooms. "Knowing these things helps us realize that burying social realities may not be right way forward, rather, awareness and recognition, bringing issues to light helps us develop solutions better," said IIM-L student Thea Creado.

IIM-L students are also being taught the basics of crony capitalism and its impact on politics, business, bureaucracy and army. Crony capitalism, which is being used by AAP leader Arvind Kejriwal, means nexus between politicians and business groups for vested interests.

Students are also learning about the works of philosophers like Aristotle, Kant, Bentham and Rawls to help them develop leadership skills. "Understanding of ancient philosophies, on which laws were founded, would help us to become better managers and decision makers, and more importantly, help in creating a better society," said Thea.

Budding managers are discussing the

---

**There are brainstorming sessions on why the Uniform Civil Code is still a distant dream in the country. The theme of course is to understand the role of ethics today**

---

viability of the epics Mahabharata and Ramayana, and religious books Quran and Bible for a better understanding of the business world. They are also learning about the Hindu and Islamic ways of marriage and divorce. Niket Jain, who is pursuing the course titled "Justice, Ethics and Morality", said, "With the changing world scenario, it's worth questioning whether laws on marriage, divorce, inheritance laid down in the Constitution still stand correct. Isn't there a need to revamp these laws now?" Prof Himanshu Rai, who teaches the course, shared the idea behind it. "Scams today are no more confined only to politics. They have well entered the business world. Under such circumstances, ethics in business is important. The course also gives insights into how business leaders are destroying the community and environment, mostly for profit making." He added, "Individual morals impact the way we look at the concept of fairness and thus morality is also a part of the discourse."

"Increasing level of corruption compels us to question how it took strong roots, and what could have been done to prevent it? This is where our ethics will be brought under the magnifying glass," said Thea.



## From the Press

Name of the Publication : Business Standard  
Edition : All Edition  
Date : 27/02/14

# Start-ups give fillip to B-school placements

VINAY UMARJI & M SARASWATHY  
Ahmedabad/Mumbai, 26 February

A year ago, students at the Indian Institutes of Management (IIMs) were cautious towards job offers from start-ups, given a gloomy economic scenario. Not today. Placements at the IIMs and other B-schools have seen an increase in the number of students lapping up offers by start-ups — including even those visiting campuses for the first time, thanks to the high level of creative freedom.

For instance, a first-time recruiter at IIM Ahmedabad, Embibe.com, an education technology start-up, saw 100 per cent job offer acceptance by students in the recently concluded final placements process at the premier B-school. Of the total six offers Embibe.com made, half of them were accepted by students who had other job offers from large companies.

"There is a lot of intellectual integrity and high level of ownership, along with creative freedom being given at Embibe.com. I believe these were some of the reasons that despite visiting

IIM-A for the first time we met with 100 per cent offer acceptance rate, with all six offers accepted. We are seeing students, too, are looking for creative freedom at the workplace and opportunity to grow within the organisation over just some high profiles," says Aditi Avasthi, chief executive officer of Indiavidual Learning, which runs Embibe.com.

IIM-Lucknow, one of the first IIMs to complete its final placements process, attributes the increased number of start-ups on its campus to the successful completion of the placement process. The

institute saw start-ups such as TaxiForSure.com and Flipkart, among others, offering jobs during placements.

"We could finish our placements in record time because apart from regular recruiters, a good number of jobs were created by start-ups this year which also saw quick acceptance by our students. While start-ups are willing to benchmark their salaries in comparison to their larger competitors, students too are willing to work with them for better exposure," says Pushendra Priyadarshi, Chairperson Placements at IIM-Lucknow.

**Story : IIMs may skip fee hike this year or increase marginally**

[Http://www.business-standard.com/article/management/iims-may-skip-fee-hike-this-year-or-increase-marginally-](http://www.business-standard.com/article/management/iims-may-skip-fee-hike-this-year-or-increase-marginally)  
<http://indiatoday.intoday.in/education/story/iims-not-planning-to-increase-the-fees-this-year/1/341578.html>

**Story : Now, crowdfunding for college fests?**

[http://articles.timesofindia.indiatimes.com/2014-02-02/people/46923266\\_1\\_annual-fests-core-committee-iit-](http://articles.timesofindia.indiatimes.com/2014-02-02/people/46923266_1_annual-fests-core-committee-iit)

**Story : IIM Lucknow begins admission process for Executive Fellow Programme in Management**

<http://education.oneindia.in/news/admissions/iim-lucknow-offers-executive-fellow-programme-management->

<http://indiatoday.intoday.in/education/story/iim-lucknow-invites-applicants-for-executive-fellow-programme-in->

**Story : PSU banks' investment wings arrive at IIM-Lucknow for placement**

[Http://timesofindia.indiatimes.com/home/education/news/PSU-banks-investment-wings-arrive-at-IIM-Lucknow-for-](http://timesofindia.indiatimes.com/home/education/news/PSU-banks-investment-wings-arrive-at-IIM-Lucknow-for-)  
[Http://indiatoday.intoday.in/education/story/iim-l-witnesses-increase-in-psu-investment-bank-placement-](http://indiatoday.intoday.in/education/story/iim-l-witnesses-increase-in-psu-investment-bank-placement-)  
<http://www.jagranjosh.com/articles/investment-wing-of-psu-banks-visited-iim-lucknow-for-placement-1391837413->

**Story : IIM-L achieves 100% placement**

[Http://www.business-standard.com/article/management/iim-l-achieves-100-placement-114020700981\\_1.html](http://www.business-standard.com/article/management/iim-l-achieves-100-placement-114020700981_1.html)

[Http://economictimes.indiatimes.com/news/news-by-industry/jobs/iim-lucknow-completes-placements-with-440-](http://economictimes.indiatimes.com/news/news-by-industry/jobs/iim-lucknow-completes-placements-with-440-)

[Http://www.indiaonline.com/Markets/News/iim/5863795784](http://www.indiaonline.com/Markets/News/iim/5863795784)

<http://www.livemint.com/Politics/3GYrQ7dRQAsdgsdpwUNyrN/IIMLucknow-achieves-100-placement.html>

## From the Press

**Story : Consulting to rule the roost at final placements of B-Schools**

<http://www.business-standard.com/article/management/consulting-to-rule-the-roost-at-final-placements-of-b->

**Story : Cheer returns to business school campuses**

<http://www.business-standard.com/article/specials/placement-season-starts-on-a-strong-note-for-b-schools->

**Story : IIM Bangalore placements: Salaries witness a rise**

<http://indiatoday.intoday.in/education/story/iim-bangalore-placements-salaries-witness-a-rise/1/343085.html>

**Story : BCG one of the top recruiters at IIMs so far**

<http://www.business-standard.com/article/management/bcg-one-of-the-top-recruiters-at-iims-so-far->

**Story : Ignoring research will cost IIM-Lucknow professors dear**

<http://timesofindia.indiatimes.com/city/lucknow/Ignoring-research-will-cost-IIM-Lucknow-professors->

**Story : More students may opt out of B-school placements this year**

<http://www.business-standard.com/article/management/more-students-venture-out-of-b-school-placements-this->

**Story : INZBC builds confidence for doing 'Business Beyond Barriers'**

<http://www.indianweekender.co.nz/Pages/ArticleDetails/8/4218/Business/INZBC-builds-confidence-for-doing->

**Story : Recruiters Return to Campuses**

<http://www.newindianexpress.com/thesundaystandard/Recruiters-Return-to->

**Story : Online Payment Gateway Launched**

[Http://timesofindia.indiatimes.com/IIM-L-Online-Payment/speednewsbytopic/keyid-2065519.cms](http://timesofindia.indiatimes.com/IIM-L-Online-Payment/speednewsbytopic/keyid-2065519.cms)

[Http://timesofindia.indiatimes.com/city/lucknow/IIM-Lucknow-facilitates-online-payment-of-](http://timesofindia.indiatimes.com/city/lucknow/IIM-Lucknow-facilitates-online-payment-of-)

[Http://www.coolavenues.com/b-school-updates/iiml-introduces-online-payment-gateway-service/](http://www.coolavenues.com/b-school-updates/iiml-introduces-online-payment-gateway-service/)

<http://corecommunique.com/iim-lucknow-introduces-online-payment-gateway-service/>

**Story : Belled the CAT? Now get your WAT right**

<http://www.hindustantimes.com/hteducation/greatcareers/belled-the-cat-now-get-your-wat-right/article1->



## From the Press

**Story : HC notices to IIMs, CAT, GoI over alleged discrepancies in CAT 2013**

<http://timesofindia.indiatimes.com/home/education/entrance-exams/HC-notices-to-IIMs-CAT-GoI-over-alleged->

**Story : Indian Institute of Management, Lucknow students on ethical business path**

<http://timesofindia.indiatimes.com/city/lucknow/Indian-Institute-of-Management-Lucknow-students-on-ethical->

**Story : IIM- Lucknow invites application for certificate programme**

<http://indiatoday.intoday.in/education/story/iim--lucknow-invites-application-for-certificate->

**Story : Start-ups give fillip to B-school placements**

<http://www.business-standard.com/article/management/start-ups-give-fillip-to-b-school-placements->

### Team Samavaya

Corporate Communication & Media Relations  
Indian Institute of Management, Lucknow.  
Prabandh Nagar, IIM Road Lucknow - 226013  
Phone : 91-522-2736910, Fax : 91-522-2734025.  
Email: ccmr@iiml.ac.in

Designed by : Anuradha Manjul, (PR&MRO)