



Indian Institute of Management Lucknow



NEWSLETTER

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The mediocre teacher tells. The good teacher explains. The superior teacher demonstrates. The great teacher inspires."

- William Arthur Ward

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RESEARCH PUBLICATIONS**JOURNAL PUBLICATIONS**

Awasthi Maya Kant, "Dynamics and Resource Use Efficiency of Agricultural Land Sales and Rental Market in India". *Land Use Policy*, Vol. 26 (2009): 736-743

ABSTRACT

In a populous developing country such as India, developmental interventions are often woven around land, as this is the most critical resource in the livelihood support system of rural communities. In such a socio-economic environment, land has multiple uses. It is the most important source of income, a symbol of social status and prestige, and has very high collateral value for resource poor farm families. In these countries, the migration of rural workers to urban centers in search of employment, coupled with universal individual inheritance characteristics of land ownership, perpetuates the fragmentation of land holdings. In the majority of such cases, the point has been reached where land has become uneconomic and non-viable for cultivation. For farmers left with uneconomic land holdings there are only three options available; sell the land, rent it out, or lease land from others. In such scenarios land lease and land market policies assumes critical importance.

India has one of the most restrictive and unorganized land sales and rental markets in the world. Such restrictive land sales policy can be traced to the historical socio-economic realities of the country. Historically, distress land sales have been very common. Under the restrictive poor land marketing environment of India, transaction costs for buying land are very high. Government imposed land sales taxes such as stamp duties which have to be paid upon registration of a transaction, further increase the total cost of land sales. Analysis of state level data on rental restrictions in India along with a nationally representative survey, indicate that rental restrictions negatively affect productivity and equity. Land rental restrictions reduce the scope for efficiency-enhancing rental transactions that benefit poor producers.

This study attempts to identify drivers of the land market in India and compares level of resource productivity under different land lease arrangements. Such a study may offer valuable input to land policy planners in the formulation of land sales and land lease policies for agricultural land. The results of the study have important policy implications as the study suggests that there is little justification for restricting the functioning of land markets. The dominance of marginal and small farmers in land sales highlights the economic non-viability of marginal holdings. The prevalence of tenancy among various types of farmers suggests the need to grant legally recognized status to tenancy. This may protect the interest of both the lessor and lessee. Corporate farming/contract farming will need to be justified based on both economic and social considerations such as the cost of contract enforcement to marginal and small farmers after they enter into contract with the corporate sector.

Results of the study indicate that while various short-term land lease arrangements have different production efficiency levels, differences in productivities across the land lease arrangements are relatively small. As such, it is difficult to view lower input use as a consequence of land lease arrangements. However findings do suggest that various short-term land lease contracts are relatively less productive than owner cultivated land. Decomposition of the factor intensity levels in the study identified chemical and seed inputs as the major source of differences. In conclusion, short-term land lease patterns do not constrain productivity at the current level of development in

the Bundelkhand region of Uttar Pradesh and there is little justification for restricting the functioning of land markets.

Niranjan, T. T. and Samir K Srivastava, "Managing Capacity at Sparsh Call Centre", *Asian Case Research Journal*, Volume 12, Issue 1, 2008, pp. 1-31. (Available at: <http://www.worldscinet.com/cgi-bin/details.cgi?id=jsname:acrj&type=all>)

ABSTRACT

This case describes the operations of a typical Indian voice based outbound call centre. It highlights the complexities of managing Call Centres that have unique people issues. The case describes how these issues play an over-riding role in affecting the firm's performance. In this particular case, operationally, the company was doing fine. However, it lacked a fit between its strategy and its current scale of operations, given its present environment. Employee attrition rate was very high, causing reduction in service quality as well as reduced capacity. The firm needed to scale up operations very fast to be economically viable, and have the ability to retain its staff. Shortly after the case was written, the firm was bought over by another large BPO player.

Srivastava, Samir K., "Network Design for Reverse Logistics", *Omega* (Special Issue on Logistics: New Perspectives and Challenges), Vol. 36 Issue 4 (2008): 535-548. Available at: <http://top25.sciencedirect.com/subject/business-management-and-accounting/4/archive/18/>

ABSTRACT

Collection and recycling of product returns is gaining interest in business and research worldwide. Growing green concerns and advancement of green supply chain management (GrSCM) concepts and practices make it all the more relevant. Inputs from literature and informal interviews with 84 stakeholders are used to develop a conceptual model for simultaneous location-allocation of facilities for a cost effective and efficient reverse logistics (RL) network. We cover costs and operations across a wide domain and our proposed RL network consists of collection centers and two types of rework facilities set up by original equipment manufacturers (OEMs) or their consortia for a few categories of product returns under various strategic, operational and customer service constraints in the Indian context.

In this paper, we provide an integrated holistic conceptual framework that combines descriptive modeling with optimization techniques at the methodological level. We also provide detailed solutions for network configuration and design at the topological level, by carrying out experimentation with our conceptual model. Our findings provide useful insights to various stakeholders and suggest avenues for further research.

CONFERENCE/SEMINAR PUBLICATIONS

Chandrashekhar, Hemalatha and Bharat Bhasker, "Learning Agents in Automated Negotiations", Paper presented at ICISTM, 3rd International Conference on Information Systems, Technology and Management, held during March 12-13, 2009 at New Delhi.

ABSTRACT

In bilateral multi-issue negotiations involving two-sided information uncertainty, selfish agents participating in a distributed search of the solution space need to learn the opponent's preferences

from the on-going negotiation interactions and utilize such knowledge to construct future proposals in order to hope to arrive at efficient outcomes. Besides, negotiation support systems that inhibit strategic misrepresentation of information need to be in place in order to assist the protagonists to obtain truly efficient solutions. To this end, this work suggests an automated negotiation procedure that while protecting the information privacy of the participating agents encourages truthful revelation of information through successive proposals. Further we present an algorithm for proposal construction in the case of two continuous issues. When both the negotiating agents implement the algorithm the negotiation trace shall be confined to the Pareto frontier. The Pareto-optimal deal close to the Nash solution shall be located whenever such a deal exists.

Mishra, H. and S.B. Dash, "Changing Gears from Quantitative to Qualitative enhancement of Management Education In India: Emerging Challenges and Some Suggestions", Paper presented in the National conference on 'Quality Assurance in Technical Education' held at KEC, Bhubaneswar during March 28-29, 2009.

ABSTRACT

With the increasing role of private institutions in management education, quality assurance becomes more and more critical. In order to sustain the growth rates of the economy, especially in the new knowledge economy sectors, the pool of talent in management stream needs to continue and grow. There had been a significant increase in the number of graduates coming out of the management institutions in India over the past five years. On one hand the massive increase in the number of institutions ensures that the aspirants have better opportunities to get a seat in a professional college but at the same time it raises an alarm regarding the quality of education and developing the mechanism and machinery to deliver quality education. This paper suggests some important steps to ensure quality in management education.

OTHER ASSIGNMENTS

Prof. R L Raina has been nominated as a Member of the Board of Governors of Lal Bahadur Shastri Institute of Management, Delhi, for a period of two years, with effect from March 09, 2009.

Prof. R.L. Raina delivered the Valedictory Address in the National Seminar on "Communication Issues in Integrated Service Marketing to Sustain Competitive Advantage", organized by University of Jammu on March 22, 2009

EVENTS DURING THE MONTH

CONVOCATION

The Twenty Third Annual Convocation of the Institute was held on Tuesday, March 17, 2009 at the campus.



230 students in the 23rd batch of Post Graduate Programme in Management, 37 students in the fourth batch of Post Graduate Programme in Agri-business Management and 3 students in the double degree programme were awarded their diplomas at the convocation. by **Dr. JJ Irani**, Chairman, Board of Governors, IIM Lucknow and Director, National Institute of Advanced Studies (NIAS) at Bangalore and former ISRO Chairman, **Dr. K. Kasturirangan**.

The list of medal winners is as follows:

Chairman's Gold Medal	Abhishek Agrawal
Director's Medal	Sachin Bhatia
PGP Chairman's Medal	Prashant Agarwal
Reshma Sareen Memorial Medal for Best Girl Student	Aditi Garg
Budhiraja Medal for Best All Rounder	Dholakia Chintan Shashank

Some significant initiatives during the year were:

- The Noida campus of the institute launched its 4th **Working Managers Program (WMP)** and **International Program in Management for Executives (IPMX)**. The first batch of **65** students in WMP program successfully completed the course during the year.
- **About 185 research** contributions, in the form of books, book chapters, book reviews, published papers, conference/seminar papers, case studies, and working papers, have already been published during the year so far. Several research contributions of faculty members received national and international recognition and bagged prestigious awards.
- Work on a large number of **research projects** and **consultancy assignments** was taken up / completed during the year. **10** consultancy assignments have been completed so far and **16** are in progress. **21** research projects have been completed.
- Five new **Faculty Members** joined the Institute during the year.
- **75 Management Development Programmes**, for **1600** top and senior level management executives, have already been conducted so far, generating a revenue of **in excess of Rs. 10.00 crores**.
- The Institute launched its 4th six months General Management Programme for Defence Officers.
- Our **International Academic Collaborations** with many partner institutions in Europe and North America gained further momentum during the year. We have international partnerships with **22** institutes. This year, we had **27** students from our partner institutions with us. We also sent **53** of our students to our partner institutions abroad.
- As part of **Social Responsibility** to the society, IIM Lucknow is contributing towards the training of trainers. In this direction, programmes have been conducted for Teachers of Management Institutes, Principals of various Schools and Colleges and also the **Principals of District Institutes of Education and Training, and Officials of U.P. SCERT**.
- In order to provide financial support to the needy and meritorious students, IIM Lucknow continues to offer large number of **Scholarships**. During the year 2007-08, **28.8 lakhs rupees** worth of need based scholarships were disbursed among **46 students**.
- The Library continues to grow by leaps and bounds in terms of learning resources, facilities and services. To keep abreast with the latest state-of-the-art technology, we have implemented Digital Knowledge Repository using Open Source Software Green Stone Digital Library GSDL), which is a repository of faculty

research papers, conference papers, book chapters, archival collection of Metamorphosis, IIML Newsletter etc.

- **Manfest 2009**- an ISO 9001:2000 certified event, IIM Lucknow's annual business conclave that has metamorphosed into one of the largest and most awaited events across all B-schools in the country. This year, Manfest, organized during January 16-18, 2009 was woven around the theme '**Sustainable Development: Fuelling the future**', a theme that finds much of its relevance in today's world wherein there is heightened awareness of bolstering current growth while reinforcing future prospects.



1ST INTERNATIONAL CONFERENCE AT IIML NOIDA CAMPUS

IIM Lucknow Noida Campus organized its first International Conference in association with Japan Foundation on 'Asian Management Practices: People, Strategies and Evolutions' from **19th to 21st March, 2009.**

The conference was inaugurated at India Habitat Centre on 19th March, 2009 by Dr. Peter J Dowling from Victoria University of Wellington, New Zealand, Dr. Fang Lee Cooke, from University of Manchester, UK, Dr. Jai B P Sinha, From ASSERT Institute of Management Studies, Patna. Prof. Kazuo Takada from Hitosubashi University, Kunitachi, Tokyo, Japan & Dr. Devi Singh, Director-IIM Lucknow.

The conference aimed at providing a podium for promoting mutual understanding in a cross-section of people including academicians, industry leaders & representatives from NGOs. According to Conference Director, Prof. Ajay Singh, there is a plan to build up a 'Centre for Asian Management studies' to generate interest among researchers in the field of people management studies of the Asian region.



Second day of the conference was dedicated to eight sessions on different sub-themes. Distinguished guests from Industry and academia chaired the sessions viz Mr. P. Rajendran, Director and COO- NIIT, Dr Anadi Pande, VP-HRM, Corporate Strategy & Planning- Hero Honda Ltd., Dr. Amiya Chandra, Deputy Commissioner- MCD, Delhi, Dr. Satish K Kalra from MDI, Dr. Rachna Singh, Director- Society for Conscious Overall Progress, Dr. Punam Sahgal, Dean, IIML Noida Campus and Dr. Fang Lee Cooke. 45 papers were presented on the day. The research papers as well as presentations by participants in each session focused upon many current issues in the field of management in Asian countries, challenges towards Asian nations as well as possible solutions to cope with the current business environment all over the world.

The third day of the conference began with the theme 'Asian Management Practices: Challenges Ahead', chaired by Dr. Peter J. Dowling. Prof. Hirohisa Nagai from University of Tsukuba, Japan gave a presentation on 'Exploring Contingency- based Global Leadership Competency'. Presentations were also made by Prof. Punam Sahgal, Dean, IIM Lucknow-Noida Campus , Prof. Biju Varkkey from IIM Ahmedabad and Prof. Neerja Pande of IIML Noida Campus, followed by a Roundtable discussion of researchers.

Pleased with the overwhelming response from Industry and Academia and success of the first International Conference, Prof. Ajay Singh, Conference Director concluded the conference by promising more such conferences in times to come.

MANAGEMENT DEVELOPEMENT PROGRAMMES

NAME OF THE PROGRAMME	DURATION	PROGRAMME DIRECTOR
Strategic Food and Agribusiness Management	March 2-4, 2009	Prof. Sushil Kumar & Prof. Jabir Ali
Learning to Lead for HPCL Executives	March 2-6, 2009	Prof. Shailendra Singh & Prof. Amita Mital
Public Private Partnership for Innovation in Agriculture	March 16-20, 2009	Prof. M K Awasthi & Prof. K B Gupta
AMP for RBI Executives	March 16-29, 2009	Prof. Pankaj Kumar & Prof. A Vinay Kumar

Effective Contract Management and Arbitration	March 18-20, 2009	Prof. D S Sengar
Valuation of MFIs for SIDBI Officers	March 21-23, 2009	Prof. Sanjeev Kapoor
Advanced Data Analytics for Marketing Decisions	March 24-28, 2009	Prof. Satyabhusan Dash
Learning to Lead for HPCL Executives	March 30 - April 3, 2009	Prof. Shailendra Singh & Prof. Amita Mital
Strategic Food and Agribusiness Management	March 2-4, 2009	Prof. Sushil Kumar & Prof. Jabir Ali
Learning to Lead for HPCL Executives	March 2-6, 2009	Prof. Shailendra Singh & Prof. Amita Mital

FORTHCOMING MDPs

NAME OF THE PROGRAMME	DURATION	PROGRAMME DIRECTOR
GMP for Probationary Officers Indian Railways	April 6 - June 26, 2009	Prof. Samir K Srivastava and Prof. Sanjay K Singh
Strategic Market Planning for Profitability and Growth	April 24-28, 2009	Prof. Saji K B Nair
Conference on Tourism in Global Village - Contemporary Practices and Innovations	April 8-10, 2009	Prof. Devashish Dasgupta and Prof. Rajesh Aithal
MDP for Indian Railway Officers	April 14-25, 2009	Prof. Devashish Dasgupta
Leadership Development Programme for NTPC Executives	April 20-May 9, 2009	Prof. Archana Shukla



GYANODAYA- LATEST ARRIVALS

ACCOUNTING

Fishman, Jay E. Standards of value: theory and applications / Jay E Fishman, Shannon P Pratt and William J Morrison.—New Jersey: John Wiley, 2007. 346 p; 24 cm.
ISBN : 0-471-69483-5.
657.73 FIS 37157

Poole, Veronica iGAAP 2007: financial instruments: IAS 32, IAS 39 and IFRS 7 explained / Veronica Poole and Andrew Spooner.-- 3rd ed-- New Delhi: Wolters Kluwer, 2007. 628 p; 25 cm.
ISBN : 81-89836-90-0.

657 POO 37784

ADVERTISING

Mathur, U C Advertising management: text and cases.--2nd rev ed—New Delhi: New Age, 2005. 334 p; 24 cm.

ISBN : 81-224-1594-6.

659.1 MAT 38542

AGRICULTURE

Regulating agricultural biotechnology: economics and policy / edited by Richard E Just, Julian M Alston and D Zilberman.-- New York: Springer, 2006. 732 p; 24 cm.

Natural resource management and policy).

ISBN : 0-387-36952-X.

631.5233 REG 37147

BUSINESS INTELLIGENCE

Liebowitz, Jay Strategic intelligence: business intelligence, competitive intelligence, and knowledge management.-- Boca Raton: Auerbach, 2006. 223 p; 25 cm.

ISBN : 0-8493-9868-1.

658.472 LIE 37159

BUSINESS LOGISTICS

Blanchard, David Supply chain management best practices.-- New Jersey: John Wiley, 2007. 304 p; 24 cm.

ISBN : 0-471-78141-X.

658.7 BLA 37163

Logistics engineering handbook / edited by G Don Taylor.-- Boca Raton: CRC Press, 2008. Irri p, 26 cm.

ISBN : 0-8493-3053-X.

658.7 LOG 38554

Reverse logistics: concepts and cases / edited by Sashikala

Parimi and Mita Devi.-- Hyderabad: ICFAI Press, 2005.

227 p; 23 cm.

ISBN : 81-7881-789-6.

658.7 REV 37706

Webster, Scott Principles and tools for supply chain management.-- Boston: McGraw-Hill, 2008. 450 p; 1 CD; 26 cm.

ISBN : 0-07-110126-8.

RA 658.7 WEB 38468

COMMUNICATION

Aris, Annet Managing media companies: harnessing creative value /Annet Aris and

Jacques Bughin.-- Chichester: John Wiley, 2005. 427 p; 24 cm.

ISBN : 0-470-01563-2.

302.23068 ARI 38401

COMPUTER & INFORMATION SYSTEMS(CIS)

Carver, Robert H Doing data analysis with SPSS version 14 / Robert H Carver and Jane Gradwohl Nash.-- New Delhi: Thomson, 2006. 323 p; 1 CD-ROM; 24 cm.

ISBN : 81-315-0295-3.

RA 658.403G3 CAR 37773

Fettke, Peter Reference modeling for business systems analysis / Peter Fettke and Peter Loos.-- Hershey: IGP, 2007. 389 p; 26 cm.

ISBN : 1-59904055-7.

658.403H42 FET 38473

Fortune, Joyce Information systems: achieving success by avoiding failure / Joyce Fortune and Geoff Peters.-- New Jersey:Wiley, 2005. 220 p; 25 cm.

ISBN : 0-470-86255-6.

658.403H4 FOR 38536

Mack, Steve Podcasting bible / Steve Mack and Mitch Ratcliffe.-- Indianapolis: Wiley, 2007. 570 p; 24 cm.

ISBN : 9780470043523.

658.403I4 MAC 38539

McCormack, Ade The IT value stack: a boardroom guide to IT leadership.--New Jersey: Wiley, 2007. 308 p; 24 cm.

ISBN : 9780470018538.

658.403H42 MCC 38538

Rationale management in software engineering / edited by Allen H Dutoit...[et al.]-- Heidelberg: Springer, 2006.

432 p; 24 cm.

ISBN : 3-540-30997-7.

658.403D2 RAT 37041

Seila, Andrew F Applied simulation modelling / Andrew F Seila, Vlatko Ceric and Pandu Tadikamalla.-- Singapore: Thompson, 2003.456 p; 24 cm.

Duxbury applied series).

ISBN : 9789812436504.

658.403I6 SEI 37786

Taniar, David Research and trends in data mining technologies and applications.-- Hershey: IGP, 2007. 340 p; 26 cm.

ISBN : 1-59904272-X.

658.403J1 TAN 38474

Watson, Richard T Data management: databases and organizations.--5th ed-- New Jersey: Wiley, 2006. 620 p; 24 cm. ISBN : 0-471-71536-0.

658.403H2 WAT 38591

ECONOMICS

Advances in fisheries economics: festschrift in honour of Professor Gordon R Munro / edited by Trond Bjørndal ...[et al.]-- Oxford: Blackwell, 2007. 308 p; 25 cm. ISBN : 9781405141611.

338.3727 ADV 38541

Audretsch, David B The entrepreneurial society.-- Oxford: Oxford University Press, 2007. 236 p; 24 cm. ISBN : 9780195183504.

338.04 AUD 38575

Baker, Susan Sustainable development.-- London: Routledge, 2006. 245 p 24 cm. Routledge introductions to environment series).

ISBN : 0-415-28211-X.

338.9 BAK 38560

Cypher, James M The process of economic development / James M Cypher and James L Dietz.--2nd ed-- London: Routledge, 2004. 539 p; 25 cm.

ISBN : 0-415-25416-7.

338.9 CYP 37038

The economy as an evolving complex system, III: current perspectives and future directions / edited by Lawrence E Blume and Steven N Durlauf.-- Oxford: OUP, 2006. 377 p; 24 cm.

ISBN : 0-19-516259-5.

330 ECO 38499

Fuchs, Doris Business power in global governance.-- new Delhi: Viva,2008. 233 p; 24 cm.

ISBN : 978130908014.

338.881 FUC 38571

Global economic integration and inequality / edited by Siddhartha Sarkar.-- New Delhi: Serials Publications, 2007. 460 p; 25 cm.

ISBN : 9788183871303.

337 GLO 38548

Growth, equity, environment and population: economic and sociological perspectives / edited by Kanchan Chopra and C H Hanumantha Rao.-- Los Angeles: Sage, 2008. 465 p; 25 cm.

Studies in economic and social development; 69).

ISBN : 9780761936770.

338.954 GRO 38550

Handbook of research on entrepreneurship policy / edited by David B Audretsch, Isabel Grilo and A Roy Thurik.-- Cheltenham: Edward Elgar, 2007. 241 p; 26 cm.

ISBN : 9781845424091.

338.04 HAN 38551

The Hindu survey of Indian agriculture 2007.-- Chennai: The Hindu, 2007. 208 p; 26 cm.

R 338.1854 HIN 38589

Kamp, Bart Location behaviour and relationship stability in international business networks: evidence from the

automotive industry.-- London: Routledge, 2007.19 p; 24 cm.

ISBN : 0-415-39962-9.

338.88729222 KAM 38553

Managing economic volatility and crises: a practitioner's guide / edited by Joshua Aizenman and Brian Pinto.-- Cambridge: CUP, 2005. 595 p; 24 cm.

ISBN : 0-521-85524-1.

338.542 MAN 38400

Nayak, Satyendra S Globalization and the Indian economy: roadmap to convertible rupee.-- London: Routledge, 2008. 236 p; 24 cm.

ISBN : 9780415447393.

330.954 NAY 38549

Pattberg, Philipp H Private institutions and global governance: the new politics of environmental sustainability.-- Cheltenham: Edward Elgar, 2007. 264 p; 24 cm.

ISBN : 9781847202314.

333.72 PAT 38558

Rationality and equilibrium: a symposium in honor of Marcel K Richter / Charalambos D Aliprantis ...[et al.]-- New York: Springer, 2006. 252 p; 24 cm. (Studies in economic theory).

ISBN : 3-540-29577-1.
330 RAT 37144

Salehnejad, Reza Rationality, bounded rationality and microfoundations: foundations of theoretical economics.-- Hampshire: Palgrave, 2007. 309 p; 23 cm.
ISBN : 0-230-00480-6.
330 SAL 37143

Sekkat, Khalid Vertical relationships and the firm in the global economy -- Cheltenham: Edward Elgar, 2006. 176 p; 24 cm.

ISBN : 1-84376-179-3.
338.87 SEK 37167

Shenkar, Oded International business / Oded Shenkar and Yadong Luo.-- 2nd-- Los Angeles: Sage, 2008. 599 p; 28 cm.
ISBN : 9781412949064.
338.88 SHE 38584

Suder, Gabriele Doing business in Europe.-- Los Angeles: Sage, 2008. 360 p; 24 cm.
ISBN : 9781412918473.
338.04094 SUD 38597

Tulkens, Henry Public goods, environmental externalities and fiscal competition: selected papers on competition, efficiency and cooperation in public economics by Henry Tulkens / edited and introduced by Parkash Chander ...[et al.]-- New York: Springer, 2006. 588 p; 25 cm.
ISBN : 0-387-25533-8.
339.52 TUL 37140

Williams, Colin C The Hidden enterprise culture: entrepreneurship in the underground economy.-- Cheltenham: Edward Elgar, 2006. 263 p; 24 cm.
ISBN : 1-84542-520-0.
338.04 WIL 38582

Wydick, Bruce Games in economic development.-- Cambridge: Cambridge University Press, 2008. 294 p; 26 cm.
ISBN : 9780521687157.
338.90015193 WYD 38546

ENTREPRENEURSHIP

Bygrave, William Entrepreneurship / William Bygrave and Andrew Zacharakis. -- New Jersey: Wiley, 2007. 613 p; 26 cm.
ISBN : 9780471755456.
658.421 BYG 38576

Morris, Michael H. Corporate entrepreneurship and innovation: / Michael H Morris, Donald F Kuratko and Jeffrey G Covin.--2nd ed-- Ohio: Thomson, 2008. 432 p; 25 cm.
ISBN : 9780324259162.
658.421 MOR 38572

FINANCIAL MANAGEMENT

Babu, G Ramesh Portfolio management (including security analysis).--New Delhi: Concept, 2007. 656 p; 23 cm.
ISBN : 81-8069-416-X.
332.60954 BAB 38466

Boeh, Kevin K. Mergers and acquisitions: text and cases / Kevin K Boeh and Paul W Beamish.-- London: Sage, 2007. 443 p; 24 cm.
ISBN : 1-4129-4104-0.
658.162 BOE 38593

Fabozzi, Frank J Fixed income analysis.-- 2nd ed-- New Jersey: Wiley, 2007. 733 p; 26 cm.
ISBN : 0-470-05221-X.
332.6323 FAB 38592

Global derivatives: products, theory and practice / edited by Eric Benhamou.-- New Jersey: World Scientific, 2007. 384 p; 24 cm.
ISBN : 981-256-689-9.
332.6457 GLO 38579

Risk management in banking and insurance / edited by S B Verma, Yogesh Upadhyay and R K Shrivastawa.-- New Delhi: Deep & Deep, 2007. 432 p; 23 cm.
ISBN : 9788184500158.
332.10681 RIS 38476

Watters, Paul A Web services in finance.-- New York: Apress, 2005. 232 p.; 25 cm.
ISBN : 1-59059-435-5.
332.102854678 WAL 37168

LABOUR ECONOMICS

Oslington, Paul The Theory of international trade and unemployment.-- Cheltenham: Edward Elgar, Elgar. 151 p; 24 cm.
ISBN : 1-84542-927-3.
331.137 OSL 37165

LAW

Augustine, Paul T Combating cyber crime.-- Delhi: Crescent, 2007. 300 p; 25 cm.
ISBN : 81-8342-049-4.
343.099 AUG 37723

Augastine, Paul T Cyber crime and legal issues.-- Delhi: Crescent, 2007. 282 p; 25 cm.

ISBN : 81-8342-051-6.

343.099 AUG 37725

Augastine, Paul T. Cyber security.-- Delhi: Crescent, 2007. 302 p; 25 cm.

ISBN : 18-8342-048-6.

343.099 AUG 37726

Augastine, Paul T Intellectual property crime.-- New Delhi: Crescent, 2007.293 p; 25 cm.

ISBN : 81-8342-052-4.

346.24048 AUG 37727

Chaturvedi, R G T R Srinivasa Iyengar's: the Copyright Act, 1957 / R G Chaturvedi and Sanjay Upadhyay.--6th ed-- New Delhi: Butterworths India, 2000. 1171 p; 24 cm.

ISBN : 81-87162-22-8.

346.048 CHA 37302

Mohta, V A Arbitration, conciliation and mediation: the Arbitration and Conciliation Act, 1996 / V A Mohta and Anoop V Mohta.- -2nd ed-- Noida: Manupatra, 2008. 1609 p; 25 cm.

ISBN : 9788189542283.

RA 347.5409 MOH 38595

LEADERSHIP

Balasubramanian, S The Art of business leadership: Indian experiences.—New Delhi: Response Books, 2007. 296 p; 24 cm.

ISBN : 9780761935872.

658.4092 BAL 38491

MANAGEMENT (GENERAL)

Annacchino, Marc A. The Pursuit of new product development: the business development process.-- Amsterdam: Elsevier, 2007. 512 p; 27 cm.

ISBN : 0-7506-7993-X.

658.575 ANN 37141

Arussy, Lior Innovating IT: transforming IT from cost crunchers to growth drivers.-- Indianapolis: Wiley, 2005.

ISBN : 0-7645-8369-7.

658.4062 ARU 38537

Bennett, Nathan Riding shotgun: the role of the COO / Nathan Bennett and Stephen A Miles.-- Stanford: Stanford University Press, 2006. 194 p; 24 cm.

ISBN : 0-8047-5166-8.

658.4 BEN 37152

Corporate social responsibility: readings and cases in a global context / edited by Andrew Crane, Dirk Matten and Laura J Spence.-- New York: Routledge, 2008. 529 p; 25 cm.

ISBN : 9780415424295.

658.408 COR 38573

Ericson, Mona Business growth: activities, themes and voices.-- Cheltenham: Edward Elgar, 2007. 24 cm.

ISBN : 9781845429065.

658.406 ERI 38570

Fayolle, Alain Entrepreneurship and new value creation: the dynamic of the entrepreneurial

process.Cambridge:CUP,2007.247p; 24 cm

ISBN : 9780521855181.

658.11 FAY 38577

The Growing business handbook: inspiration and advice from successful entrepreneurs and fast growing UK companies /edited by Adam Jolly.--10th ed - London: Kogan Page, 2008 396 p; 25 cm.

ISBN : 9780749450557.

658.1141 GRO 38581

Hacklin, Fredrik Management of convergence in innovation: strategies and capabilities for value creation beyond blurring industry boundaries.-- Heidelberg: Springer, 2008. 260 p; 24 cm.

ISBN : 9783790819892.

658.4063 HAC 38399

Howard-Grenville, Jennifer A Corporate culture and environmental practice: making at a high-technology manufacturer.-- Cheltenham:

Edward Elgar, 2007. 165 p; 25 cm.

ISBN : 9781847201003.

658.4083 HOW 38545

The INSEAD-wharton alliance on globalizing: strategies for building successful global businesses / edited by Hubert Gatignon, John R Kimberly and R E Gunther.-- Cambridge: CUP, 2004. 451 p; 24 cm.

ISBN : 0 521 83571 2.

658.049 INS 38583

Managing corporate social responsibility in action: talking, doing and measuring /

edited by Frank Den Hond, Frank G A
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