## Agenda for the Meeting

11:00 AM - 1:00 PM, Wednesday, December 30, 2015 Hotel Taj Mahal

| Time | Activity / Topic | Speaker |
| :--- | :--- | :--- |
| 11:00-11:10 AM | Introduction and objective of <br> this meeting | • Mr. Pradeep Singh <br>  <br> Deputy Dean <br> Indian School of Business |
| 11:10-11:40 AM | Briefing on the rationale, <br> scope and structure of the <br> proposed papers on Impact of <br> MOU | • Prof. Prajapati Trivedi <br> Indian School of Business <br> \& Harvard University |
| 11:40-01:00 PM | Discussion and comments on <br> proposed structure for the <br> paper | CMDs |
| $01: 00-01: 15$ PM | Summing up: Next Steps |  |
| $\mathbf{0 1 : 0 0 ~ P M ~}$ | Lunch |  |

## SyMPOSIUM ON <br> Impact of MOU System on Public Enterprise Performance (Successes, Failures and Challenges)

## A. Objectives of the Symposium

The Symposium will have the following major objectives:
a. Assess the current status of implementation / efficiency of MoU system in India
b. Assess the Impact of MoUs in India.
c. Document best practices or learnings from other CPSEs from India and abroad.
d. Identify main challenges and barriers to adopting these best practices and technical assistance required to move ahead.
e. Promote Knowledge Sharing amongst experts and Chief Executives of Indian CPSEs.
f. Facilitate evidence-based policy changes
g. Publish the findings as a book - contribution to literature on public sector management.
h. Create a community of practice to encourage learning and knowledge sharing amongst stakeholders.

## B. Methodology

|  | What | Who | When |
| :---: | :--- | :--- | :--- |
| 1 | Briefing meeting for CMDs who are willing to contribute <br> a paper on this topic | ISB | December 30 |
| 2 | First draft of the paper by CPSE CMDs | CMDs | February 1 |
| 3 | Feedback on papers to CMDs | ISB | February 26 |
| 4 | Revised papers received from CMDs | CMDs | March 20 |
| 5 | Symposium | ISB /CMDs | April 6 |
| 6 | Incorporate suggestions made at the symposium and <br> submit final drafts for publication | CMDs | April 16 |
| 7 | Book Release | ISB /CMDs | June 15 |

## C. Proposed Structure of the Paper

## Uniform Title:

Impact of Memorandum of Understanding (MOU) on the Performance of ONGC (Please replace this name with the name of your organization)

1. Background
1.1. Origin of ONGC
1.2. Rationale for its Creation
1.3. Growth and development of the organization over the years
1.4. Structure of the organization
2. Vision
2.1. Vision
2.2. Mission
2.3. Objectives
3. Introduction of MOU
3.1. When was it introduced
3.2. How was it introduced
3.2.1. Who (which unit) was responsible?
3.2.2. What was the change management strategy
3.2.3. How long did it take to implement it
4. Current status of implementation
4.1. How widely is it implemented? Does it cover all units?
4.2. Does it cover subsidiaries and joint ventures?
4.3. Who is responsible for implementation?
5. Impact of MOU
5.1. What has been the impact of the MOU system on ONGC's performance?
5.1.1. How would you define performance for this purpose?
5.1.2. What evidence can be brought to bear on this issue to support it?
5.2. What is the explanation for this observed performance?
5.3. Has ONGC done a study on this subject?
6. Evaluation of the MOU system
6.1. Is this the only system of performance management in ONGC?
6.2. Has ONGC tried other performance systems? If so which ones?
6.3. Are these systems complementary or substitutes to MOU?
6.4. How has MOU system changed over the years?
6.5. What are current problems with the MOU System?
6.6. Suggestions for future improvement?

## D. Common Table

1. All authors must provide this table in addition to other tables that they may provide.
2. The data should be from 1984-2014

|  |  | 1984 |  |  |  |  |  |  |  |  |  |  |  |  |  | 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Gross Margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 | Gross Profit |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 | Net Profit |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4 | Labour Productivity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5 | Capital Productivity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 | Energy Efficiency |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7 | Gross Block |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8 | Net Block |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 9 | Contribution to Exchequer |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 10 | Foreign Exchange earned |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 11 | Total Employment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 12 | Net Worth |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

