



DEAN'S ALUMNI DIALOGUE

SOLSTICE 2019

INDIAN SCHOOL OF BUSINESS



DEAN'S MESSAGE



Dear Friends,

The year 2019 is coming to an end, concluding on a high note with Solstice: the biggest one ever. The Office of Alumni Engagement and current students left no stone unturned to ensure a great experience for alumni. It was an absolute pleasure to know that our alumni have not only

aced their professional goals but continue to stay invested in the School. As I look back on the School's accomplishments, I am happy to share that we have made significant strides in building the foundation for some ambitious goals for the years ahead.

I would also like to extend my congratulations to the Career Advancement Services team which has demonstrated the rewards that meticulous planning and anticipation can bring. With the highest-ever number of job offers at 1,383, and with more than 83% of the Class placed on Day 1, these are enviable statistics for any B-school. Such outstanding results also owe

their success to our alumni contributing in many ways, by either recruiting from the School or helping students prepare for interviews.

In the Financial Times Global EMBA 2019 Ranking, ISB was ranked #52 in the world for its Post Graduate Programme in Management for Senior Executives (PGPMAX). Thanks to the efforts of the PGPMAX Focus group comprising of PGPMAX volunteers across classes, the survey witnessed unprecedented response.

ISB also participated in Bloomberg Businessweek's ranking of the Best Global Business Schools of 2019-20 and was ranked #4 in the Asia-Pacific region. We are also the only B-school to be included on this prestigious list. Moreover, the School was ranked #1 on the Learning and Networking parameter, #2 on Entrepreneurship, and #5 in Compensation in the Asia-Pacific region, which speaks volumes about the School's mettle and its strong alumni connect. The School also participated in the Forbes Best Business Schools 2019 rankings and secured #7 position globally for the MBA-equivalent PGP which is a 1-year programme.



I would also like to commend the alumni engagement team for their continued efforts at alumni outreach through ongoing initiatives and new ones. The Executive Connect event also brought in a number of distinguished leaders. The 'Alumni Journeys' initiative continues to gain strength in line with the vision of the School for alumni branding. Career Development Services is a new initiative by the Office aimed at adding value for alumni in their pursuit of better careers and greater success.

ISB has always advocated a level playing field for women and the 'Women in Leadership' series is one such initiative the Office has instituted for our women alumni. The inaugural session of the initiative was launched by Kiran Mazumdar-Shaw, Chairman and Managing Director (CMD) at Biocon.

The PGP MFAB and PGPMAX reunions were held in August and October, respectively. It is these interactions that provide the foundation for an enriched relationship between the School and the alumni across the PGP suite of programmes.

Updating the alumni database has been a big priority this year, and I am glad to report that 80% of the database has been verified for all the programmes in the PGP suite, which is ahead of any benchmarks set by top B-schools. This initiative was critical towards binding together our globally distributed alumni and leveraging the power of the network.

ISB DLabs too has started gathering momentum and this is reflected most notably in its start-ups where alumni have bagged several awards recently.

May 2020 fulfil all your cherished hopes and dreams. Wishing you a Happy New Year!

Warm regards,

Rajendra Srivastava

Dean and Novartis Professor of Marketing Strategy and Innovation

ALUMNI ENGAGEMENT

The ISB community takes immense pride in the accomplishments of its alumni across industry and society at large. The Office of Alumni Engagement launched 'Alumni Journeys', an initiative to recognise and provide visibility to alumni, strengthening brand ISB in the process. Such initiatives ensure deeper connect with the School and translate into meaningful interventions.

The 'Women in Leadership' series is a new initiative by the Office aimed at encouraging and strengthening equitable presence for women across businesses. This is a fabulous platform for the women alumni of ISB to learn from leaders who have successfully addressed various challenges and made an impact in both the corporate and social space. The inaugural edition of this initiative was launched by Kiran Mazumdar-Shaw, Chairman and Managing Director, Biocon in October 2019. It was a closed-door, informal

tête-à-tête with Kiran where she shared her leadership journey and experiences with our women alumni, and responded to their specific questions.

The Office of Alumni Engagement brought a 'Back to School' experience during the PGPMAX Annual Alumni Reunion at Hyderabad campus in October 2019. Dean Srivastava met the community over a networking dinner and shared the School's progress. The reunion saw record participation of over 22% from the PGPMAX alumni community. The series of learning interventions delivered by top faculty, industry leaders and alumni were enthusiastically received by the participants. The PGPMAX focus group members played a key role in ensuring the event's success.



Kiran Mazumdar-Shaw with alumni at the launch of 'Women in Leadership' series initiative at Bengaluru

PGP MFAB alumni and students came together to organise the first edition of 'Family Business Alumni Meet' in August 2019. More than 90 alumni and students representing various family businesses attended this reunion. Jalaj Dani, Co-promoter of Asian Paints Limited was the keynote speaker for the event. He shared valuable insights on leadership lessons for family businesses.

Equinox 2019, the 'Learn and Connect' alumni reunion was a dynamic meeting of minds hosted at the Mohali campus. Interesting and insightful conversations from speakers and panels comprising of distinguished thought leaders and eminent industry speakers tackled pressing issues facing business leaders today.



PGP MAX community at their Annual Alumni Reunion

The Office of Alumni Engagement also hosted the Executive Connect session in different cities with Srinu Raju, Co-founder and Chairman, Peepul Capital and Mythbreaker, Kiran Mazumdar-Shaw, CMD at Biocon. The topics of discussion revolved around leadership lessons, with special emphasis on management during turbulent times. The speakers engaged with our alumni to share enriching life lessons that can contribute to their overall development and growth. The excitement of learning and connecting with the School, and the eminent personalities was palpable.

As part of ongoing efforts to create value for the alumni community, the Office of Alumni Engagement officially launched the job portal as part of 'Alumni Careers'. The portal was launched by Dean Srivastava and Srinu Raju during the Executive Connect session.

Alumni can now:

- Post jobs as a recruiter from their organisation
- Apply for jobs posted by other alumni or recruiters
- View and filter job postings
- Manage and download applications as an alumni recruiter

- Track the status of applications received, or jobs applied for on the dashboard

Launched in October 2019, Career Development Services is yet another initiative by the Office of Alumni Engagement. It offers a whole host of services like career webinars, career development events and other resources to support our alumni in their journey of career advancement or transition. As part of this initiative, the first of many webinars was conducted on career transitions in finance and BFSI industry. The speaker for this webinar was Andrew Poon, alumnus from the Founding Class of PGP and Partner at Egon Zehnder.

As of today, 80% of our alumni database (PGP, PGPMAX, PGP MFAB and PGPpro) has been verified and updated. By global standards, this is a remarkable feat achieved by the Office of Alumni Engagement. This year, the Post Graduate Programme in Management for Senior Executives (PGPMAX) Class of '16 was surveyed for the Financial Times Global EMBA 2019 Ranking and has been ranked #52 among the top 100 global MBAs. Thanks to the efforts of the PGPMAX focus group members.



PGP MFAB community at the first edition of their annual alumni meet

Recently, the School participated in Bloomberg Businessweek's ranking of the Best Global Business Schools of 2019-20. The Post Graduate Programme in Management (PGP) has been ranked #4 in the Asia-Pacific region. ISB is also ranked #1 in Learning and Networking, #2 in Entrepreneurship and #5 in Compensation in the Asia Pacific region, which speaks volumes about the School's mettle and our strong alumni connect. The School participated in the Forbes Best Business Schools 2019 rankings for the first time this year and secured #7 position globally. ISB is the top ranked B-school from Asia among those surveyed. These rankings demonstrate the extraordinary value that the programme brings to the table for both students and our partners in the corporate world.

The Office of Alumni Engagement works closely with alumni across the PGP suite of programmes for various initiatives conducted by the School. Over the last six months, the admissions team and alumni engagement office have worked in tandem to engage alumni through various events and other media. Eighteen application workshops have been held across cities in India where 140 alumni have been actively involved in counselling prospective applicants. 104 alumni have been an integral part of info sessions held for prospective applicants across cities.

The efforts to strengthen the bond with the alumni continue unabated. Dean Srivastava and Dibyendu Bose, Head Admissions and Alumni Engagement, have been meeting alumni across the globe. Alumni have also invested their time in various other initiatives across the School including research, speaking engagements and through memberships to various committees.

Solstice

The flagship annual alumni reunion of the School was the biggest event of the year on campus, bringing together alumni and the larger ISB community together to celebrate a bond undiminished by time or distance. Alumni from around the globe, senior executives, entrepreneurs, industry leaders and distinguished professors associated with ISB all made it to the Hyderabad campus for this special reunion.

The alumni engagement team and current class put together a rich and diverse line-up of speakers from industry, academia, politics and even Bollywood. HUL Chairman Sanjiv Mehta delivered the keynote address sharing his insights on transformational leadership, and his approach to creating valuable and positive change in team members with the aim of turning followers into leaders.

Bhagwan Chowdhry, Professor of Finance at ISB, and Romain Wacziarg, Professor of Economics and Hans Hufschmid Chair in Management at UCLA Anderson School of Management, engaged in an intriguing and insightful conversation on what is stopping countries from attaining prosperity. They delved deep into the



Dean Srivastava, Dibyendu Bose and Sanjiv Mehta after the Keynote Session at Solstice 2019

dynamics of economies around the world, and discussed what countries like India could do to overcome the hurdles to prosperity.

The session by Professor Sarang Deo, Associate Professor of Operations Management at ISB, on regulations and policies for affordable medical technology was both informative and enlightening, and his concluding notes were an eye opener for the audience.

Professor Madan Pillutla, Mike Salamon Term Professor of Organisational Behaviour, London Business School shared the mantras of 'Negotiation' with emphasis on the seven psychological concepts that are crucial for cracking a deal.

With the aim of providing a common platform for alumni entrepreneurs to pitch their business ideas to investors, ISB Emerge was yet another event that generated wide interest. The panel of VCs appreciated many of the business ideas that emerged.

True to this year's theme: Bollywood, the campus was vibrantly decorated. Solstice also hosted some notable moguls from the entertainment world. Film Exhibitor and Distributor Akshaye Rathi engaged in a conversation with actors Karan Anshuman and Sayani Gupta from the popular web television series 'Inside Edge'. The conversation revolved around the business of over-the-top (OTT) media, its evolution and future. In another event, Raj and Krishna D. K., the makers of the critically-acclaimed series 'The Family Man', gave the audience an inside peek into their work and shared the secret sauce for making a hit.

Former Member of Parliament Jyotiraditya Scindia addressed alumni on various facets of 'Politics and Leadership'. In the interactive session, he shared fascinating anecdotes and experiences from his journey.

Tony Joseph, journalist and author of the bestselling book 'Early Indians: The Story of Our Ancestors and Where We Came From',



was the keynote speaker at the Mini Literature Fest. Our very own alumni authors also spoke at the event, discussing their books and experiences with the audience. The event concluded with a Q&A session on the business of book publishing.

Dean Srivastava met alumni from the PGP homecoming classes of '05, and '10 and shared details about the School's progress. He spoke at length about various ways in which alumni have engaged with the School over the past year and encouraged them to stay invested in the School.

Dean Srivastava also hosted a dinner for alumni, followed by a musical extravaganza featuring Armaan Malik. The star performer enchanted alumni with his melodies as the audience danced the night away.

Thanks to the partners, sponsors and vendors for extending their unparalleled support in helping us execute this mega event

successfully. The three-day, socio-business event hosted about 1,000 alumni and their families, resident and visiting faculty, and students from the current class, making it the biggest ever Solstice.



PGP Homecoming Class of 2010 pose for the customary class picture at Solstice 2019

ATAL INCUBATION CENTRE AT ISB (AIC ISB)

AIC ISB, the incubation and acceleration arm set up in partnership with NITI Aayog and the Government of India aims to create and execute domain specific, value-driven and customised programmes for start-ups by leveraging the expertise and networks of alumni and faculty. The Centre has been delivering high-impact immersion programmes for incubated start-ups on a monthly basis.

AIC ISB recently hosted a two-day immersion programme featuring a masterclass by ISB faculty, experience sharing by an alumnus entrepreneur, and a workshop. The immersion programmes are followed by month-end review of start-ups.

The Centre initiated a series of start-up acceleration programmes titled 'Enable Startup Track Acceleration' (ESTAC) in partnership with the Government of Punjab and other co-innovation partners. The MoU was signed in November 2019 between Dean Srivastava and Additional Chief Secretary, Government of Punjab, Vini Mahajan.

ESTAC focuses on supporting technology-led, scalable and investable growth-stage start-ups in areas of government-enabled and private-sector-driven businesses. The first of the series of ESTAC programmes focuses on Agri-tech start-ups. Other themes for the programmes include e-mobility, grain procurement, electric metering and more.

The Honourable Chief Minister of Punjab, Captain Amarinder Singh launched the ESTAC programme during the Progressive Punjab summit in December 2019 and invited Agri-tech start-ups across the country to apply for this programme. The six-month programme will commence from March 2020. Ten selected start-ups will be given the opportunity to participate in the ESTAC Acceleration Programme and secure pilot projects with the Government of Punjab.



ESTAC MoU signed between Dean Srivastava and Additional Chief Secretary, Government of Punjab, Vini Mahajan



BHARTI INSTITUTE OF PUBLIC POLICY (BIPP)

BIPP is engaged with numerous projects and research studies funded by state and central governments, and philanthropic organisations. Some of the ongoing and completed projects are mentioned below:

	Project	Objective
	Tenure Facility: upscaling Community Forest Resource (CFR) rights recognition and governance in India	Facilitating recognition of community rights over forests, and supporting community forest-governance in India
	International Centre for Research in Agroforestry: harnessing the potential of trees on farms for meeting national and global bio-diversity targets	Developing a data visualisation platform to help harness the potential of trees on farms to meet national and global biodiversity targets
	Rights and Resource Initiative: conducted Global review of forest landscape restoration and its linkages with secure land rights	Strengthening evidence on effective community-driven forest landscape restoration and its linkages with formal or customary rights
	Swedish University of Agricultural Sciences: institutional networks and self-organised adaptation: tracing the democratic architectures of climate response	Studying the role of public support systems in helping rural population confront the challenges of climate change in Nepal and India

CAREER ADVANCEMENT SERVICES (CAS)



Anticipating the slow hiring sentiment prevalent in the economy, the Career Advancement Services department meticulously chalked out a proactive strategy for the PGP Class of 2020 and translated it into unprecedented success. The year began by meeting the School's top 250 recruiters in the first quarter of 2019 to understand their recruitment plans for the year. Another 250 recruiters, either completely new or those that haven't been hiring for the last three or more years were engaged through meetings in various regions in India and abroad. CAS contacted other qualified leads through digital media also. An record high of 167 companies conducted pre-placement talks on the campus, helping build a healthy pipeline of companies across sectors and industries to maximise opportunities for students.

By the end of Day 1, more than 230 recruiters had completed their hiring process including pre-assessments, group processes and interviews. The total number of jobs offered stood at 1,383,

the highest ever. As a result, 753 students moved out of the placements process. The average accepted CTC was INR 26 lakhs and the percentage increase in CTC post attending ISB, for the students that moved out of placements, was 124%, both figures comparable to that of last year.

For the first time, 65 companies hired from ISB with 212 offers between them. The number of offers from the top 36 recruiters stood at 645. There was an increase of almost 40% in offers from international recruiters over the previous year. The top five industries in the order of the offers made were Consulting, IT/ITES, E-Commerce, BFSI, and FMCG/Retail. Besides, there were companies from Healthcare, Education, Media and Entertainment industries.

With almost 85% of the class placed on Day 1, the School continues with its tradition of offering its students the best opportunities year on year.

Average CTC - Day 1 Comparative



Particulars on Day 1	PGP Co '20	PGP Co '19	PGP Co '18	PGP Co '17
Total number of students	890	884	875	903
Number of students in the placement process	884	861	861	885
Total number of offers	1,383	855	590	468
Total number of acceptances	747	566	425	351
Number of students remaining in-process	137	295	436	534
% of students out of placement process	84.61	66.63	50.17	40.86
Average CTC (100% INR accepted)	26,13,611	26,16,017	24,19,999	23,83,070
Average CTC (80% mean)	25,45,511	25,53,363	23,86,376	23,08,152
Average CTC (80% median)	25,00,000	25,00,000	24,00,000	23,00,000
Number of companies that offered jobs	231	95	81	75
The average number of offers per company	5.99	9.00	7.28	6.24

CENTRE FOR BUSINESS MARKETS (ISB-CBM)

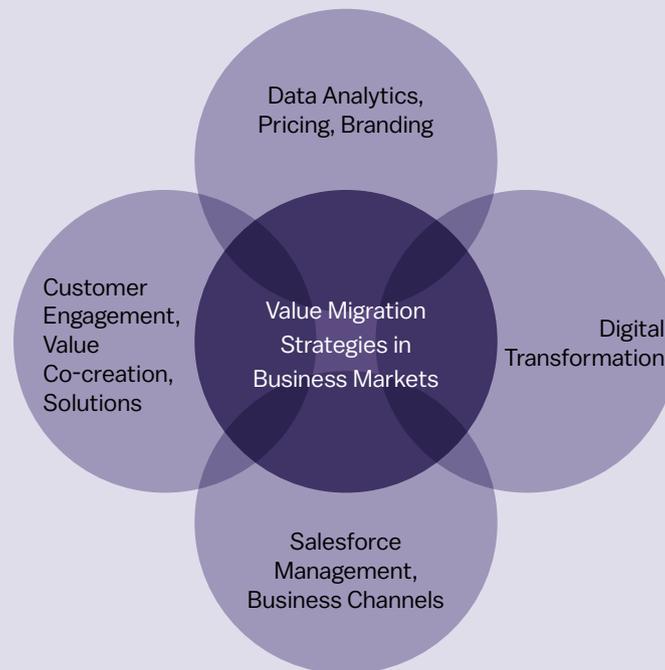
The Centre has made steady progress in its goal of imparting radical values to the B2B organisations of India. ISB-CBM has conducted three executive education programmes relevant to the Indian context.

ISB-CBM will be hosting an insightful session: 'Think On' in January 2020 at the Hyderabad campus. The theme for this meet is 'Growing Profitably in B2B Markets'. This event is designed for member organisations to share their journey and the best practices that enabled business growth in B2B markets. The

Centre's second annual thought leadership conference is scheduled for April 2020. The primary objective of the conference is to discuss the key challenges faced by business markets in the growth economy, and to come up with solutions by bringing together policymakers and experts from industry and academia.

As the next step, CBM will pursue offering industry relevant executive education programmes and will drive pertinent research on business markets.

Thematic representation of ISB-CBM programmes





CENTRE FOR EXECUTIVE EDUCATION (CEE)

The year 2019 brought in a lot of cheer for CEE. Over the first eight months, lifelong learning opportunities were offered to 3,113 participants from 437 companies during 549 full days of teaching delivered by 90 faculty members.

CEE took a giant leap forward towards internationalisation a few years ago. custom programmes were offered in collaboration with global universities at international locations. However, for the first time this year, CEE independently, developed and delivered a programme in the Digital Strategy domain for Cognizant at its headquarters in Teaneck, New Jersey.

Internationalisation at CEE also included signing fresh MoUs for the India Inside programme with Moscow's SKOLKOVO School of Management and UCLA's Anderson School of Management. Other international universities such as Singapore Management University, Deakin University, Australia and ESADE, Spain continued their successful study visits to ISB.

The CEE Digital Marketing team was recognised by Facebook at the Zero Friction Future Conference for exemplary work on an advanced campaign structure to reach a niche market segment. The team's innovative campaign doubled the quality leads with an associated 50% drop in cost per lead and 33% more positive conversion ratio from applicants to participants.

CEE enhanced its engagement with Government and Public sector organisations by delivering programmes for Indian Foreign Services Officers and Indian Revenue Service Officials from the Central Board for Direct Taxes. Additionally, CEE extended its long-term relationship with Indian Railways through a multi-year MoU signing that expands the collaboration beyond leadership training, and now includes research partnerships and deeper faculty engagement.



CENTRE FOR INNOVATION AND ENTREPRENEURSHIP (CIE)

CIE in collaboration with the Government of Telangana along with the Tribal Welfare Department (TWD) launched the second batch of the 'ISB-GoT Entrepreneurship Programme' at the ISB Hyderabad campus in November 2019. This programme is an initiative under the 'CM ST Entrepreneurship and Innovation Scheme' to support and promote entrepreneurs among several sub-castes under Scheduled Tribes (STs) in Telangana State. The programme focuses on equipping ST entrepreneurs with the required capabilities to expand/launch their businesses with well-designed business plans that will find commensurate backing from financial institutions.

The launch was graced by the following eminent government dignitaries:

1. Kalvakuntla Taraka Rama Rao (KTR), Honourable Cabinet Minister for Information Technology, Electronics and Communications
2. Satyavathi Rathod, Honourable Minister for Women and Child Welfare and Tribal Welfare
3. Benhur Mahesh Dutt Ekka, IAS, Principal Secretary, TWD
4. Christina Z Chongthu, IAS, Commissioner, TWD

Dean Srivastava was the key representative for the programme along with Professor Bhagwan Chowdhry, Academic Director, CIE and Professor of Finance at ISB. Alumni and the current class also actively participated in the launch, along with several distinguished members from ISB. As academic partner to the programme, CIE is responsible for student selection; academics and; market and financial linkages. The programme is spread across two cohorts with 50 students each i.e. a total of 100 students across several ST sub communities. The cohorts undergo 15 days of residential classroom training interspersed with 15-30 days offline which is supported with handholding and mentoring through online mediums. CIE also facilitates in-campus interviews for our students with franchisors of various sectors to provide franchising as an alternate route to entrepreneurship and closely guides the participants through various stages of financial engagement with banks.

Based on the learning gathered from last year, the new course is tailor-made to make it more experiential for the students with an increased focus on hands-on learning. Additional sessions on storytelling, making a funding pitch, data validation and bank mela are included. The first cohort of the programme was launched in the first week of December 2019.



CENTRE FOR LEARNING AND MANAGEMENT PRACTICE (CLMP)

The Centre's repository of field-based, India-focussed cases grew to more than 270 this year. This collection of high-quality case studies is used in over 300 B-schools across 100 countries through distribution partners like Harvard Publishing, Ivey Publishing and The Case Centre, Europe. Going forward, CLMP is expanding its efforts to explore new and innovative formats for case studies like simulations, gaming, multimedia, and live cases. CLMP plans to foray into gamification to enhance the quality of the teaching-learning process in B-schools and corporates. Simulations and gaming will immerse students in complex business environments where they will be forced to make challenging decisions and experience their impact. CLMP is working towards announcing a gaming competition in 2020.

In 2019, CLMP conducted a few case writing and teaching workshops for external and internal audiences to enhance their case writing and teaching abilities. The participants were faculty

from B-schools in India, corporates, ISB research associates, and RCI analysts.

Over the years, CLMP has been participating in prestigious global case competitions like EFMD Case Competition and Oikos. The Centre's cases have won a total of six awards. This year too, we have submitted 13 cases and are expecting to win a few awards.

As part of faculty development to promote and facilitate teaching excellence at ISB, CLMP is regularly undertaking Teaching Workshops, so that faculty can thrive in the classroom, be it for the PGP suite or executive education. Over the next year, this offering would be extended to external audiences.

Further, ISB's flagship publication ISBInsight is being relaunched next year, keeping in mind the changing industry landscape.



DEVELOPMENT



Aakash Chaudhry,
PGP Co '04

ISB is thankful to its alumni community for extending their continued support to the School. Several alumni in their individual capacity and class-wise have come forward to support the School in various ways.

Aakash Chaudhry, CEO, Aakash Educational Services Ltd. (AESL) instituted a tuition waiver at ISB. Aakash has worked with top IT firms like Infosys Technologies and Cognizant Technology Solutions, before joining AESL. He is passionate about the need to educate deserving minds and is on a mission to take quality education through impactful delivery channels across the length and breadth of the country.

The class gifts by graduating classes and the reunion gifts by alumni have been some of the most enduring traditions of ISB. These gifts have strengthened the Alumni Endowment Fund which today stands at approximately INR 13 crores. The Fund has so far supported three faculty fellowships and provided tuition waivers to 40 students. Continuing this tradition, the School has launched three separate campaigns to solicit contributions from the graduating classes of PGPMAX Class of '19, PGP MFAB Class of '19 and PGPPro Class of '19.



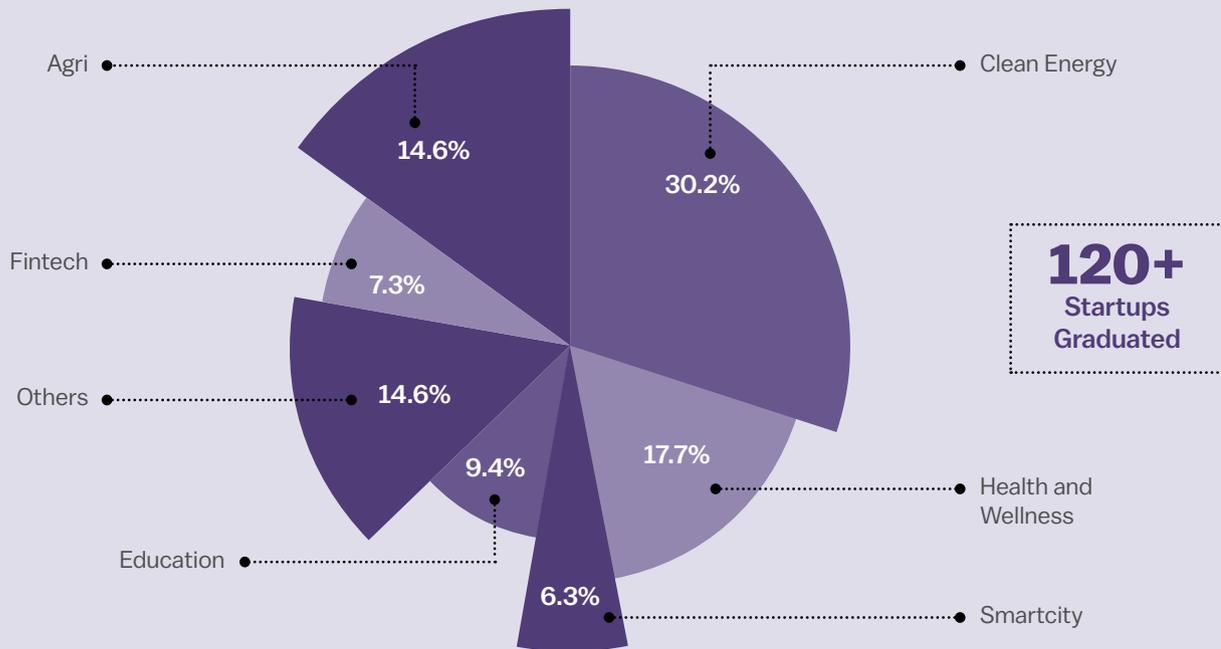
D-LABS

D-Labs, in collaboration with World Wildlife Fund (WWF), India launched the second cohort of clean energy start-ups from the Climate Solver Accelerator Programme in June 2019. The programme is currently supporting start-ups to help scale their solutions in recycling waste and multiple-layer plastics, in solar energy and in EV solutions.

D-Labs has hosted delegations from the Government of Bhutan, the Ministry of Economic Affairs and the International Centre for Integrated Mountain Development (ICIMOD) – a regional learning and knowledge-sharing centre. The delegation discussed potential engagements to promote their entrepreneurial ecosystem and leverage the expertise of D-Labs in setting up new systems in Bhutan.

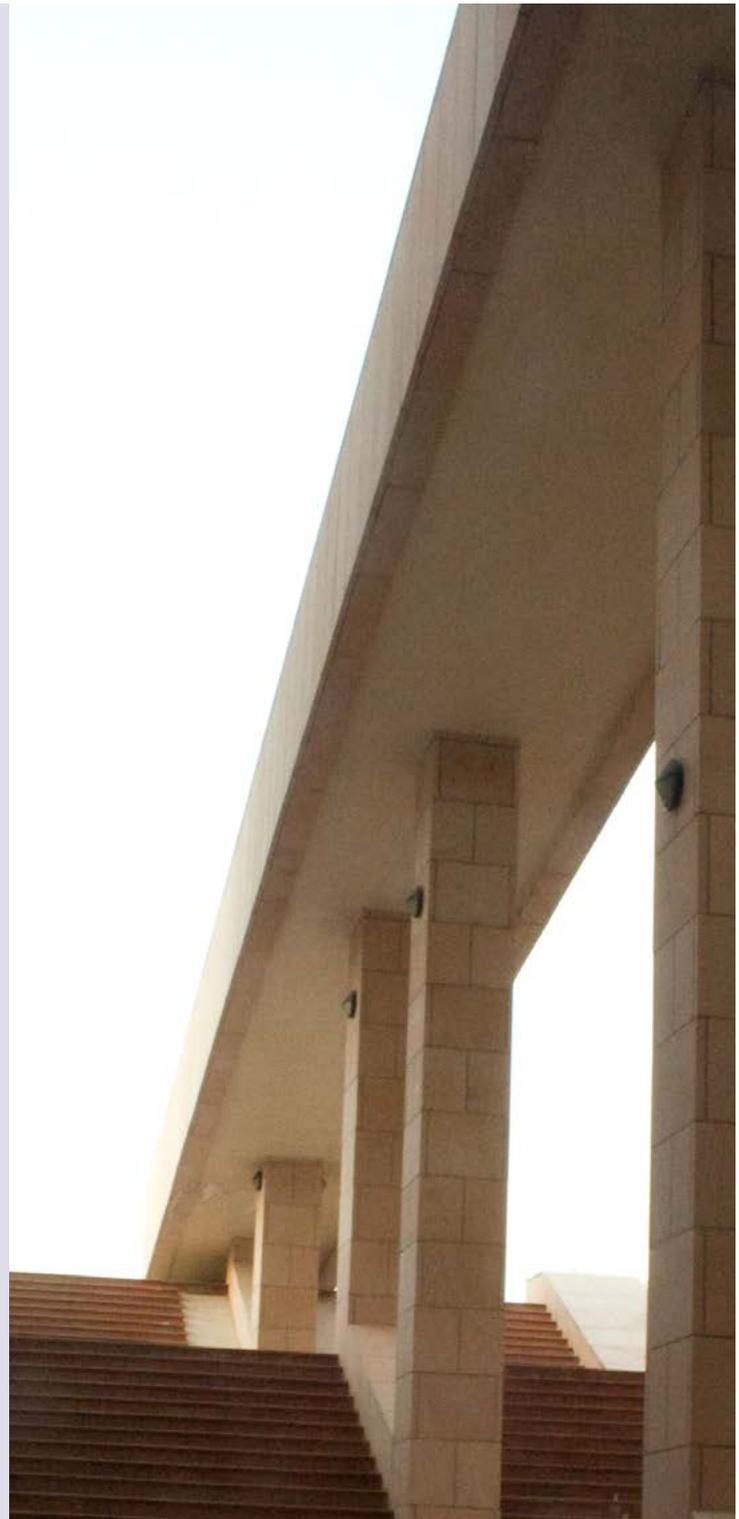
The Australian Government's Chief Innovation Officer of the Department of Foreign Affairs and Trade, Sarah Pearson, visited the ISB, Hyderabad campus to discuss the work of D-Labs and ISB, and potential connections with Australia.

D-Labs, in collaboration with the Net Impact Club of ISB students at Hyderabad, organised the Changemakers League to provide a platform for impact investors to meet with budding social entrepreneurs. The Telangana State Rural Innovation Cell also invited rural innovators who showcased their products/solutions.



Achievements of D-Labs' start:

- Jai Kisan (Envision 2019 Cohort): Winner at India Fintech Day awards, 2019
- A2P Energy Solution (WWF 2019 Cohort): Among top 5 for Social Impact Challenge at the Annual Conference of Action for India, 2019
- Pee Buddy (Envision 2017 Cohort): Winner of the 'National Entrepreneurship Award 2019' given by the Ministry of Skill Development and Entrepreneurship, Government of India and Economic Times 'Start-up of the Year': Social Enterprise, 2019
- FtCash (JumpStart Social Enterprise Accelerator 2017): Raised \$7.17 mn in Series A funding from FMO, Accion and IvyCap Ventures and won NASSCOM for Start-ups India Fintech awards in the lending category, 2019
- Centre for Learning, Knowledge and Services (COLKS) - JumpStart Social Enterprise Accelerator 2017 won gold award in SIAL innovation awards, 2019



EXTERNAL RELATIONS

The External Relations (ER) department organised the second edition of Deccan Dialogue in August 2019, at the Hyderabad campus, in collaboration with the Ministry of External Affairs. The Honourable Vice President of India, Venkaiah Naidu inaugurated the day-long conference in the presence of several high-profile dignitaries and more than 650 delegates.

The Young Thinkers' Conference (YTC) was hosted at the Mohali campus in partnership with the British Deputy High Commission Chandigarh for the fourth consecutive year. YTC 2019, with 10 panellists and about 100 participants, conducted two-panel discussions, each covering a thematic topic: Strengthening Multiculturalism through Soft Power Diplomacy and Para Diplomacy - Decentralised Dimension to Foreign Policy.

The department invited Abhay Jere, CIO of MHRD, and Payal Malik, Advisor of Competition Commission of India, New Delhi, for SRITNE's Workshop on Digital Transformation. ER also invited Karan Avtar Singh, IAS, Chief Secretary - Government of Punjab, to deliver the inaugural keynote address and Manish Sharma, IPS, ADGP of Madhya Pradesh, to interact with the fourth batch of ISB's Advanced Management Programme in Public



Honourable Vice President of India, Venkaiah Naidu inaugurating the second edition of Deccan Dialogue

Policy (AMPPP). ER also invited chief guests Rajinder Gupta, Chairman of the Board of Trident Group, and Katherine Hadda, US Consul General Hyderabad, to the graduation ceremonies of both Advanced Management Programme (AMP) and Certificate Programme in Business Analytics (CBA) respectively.

ER also engaged with ISB faculty with Confederation of Indian Industry (CII) and the US Embassy New Delhi via masterclasses and ConnectUS sessions. The department hosted a day-long workshop on 'Electric and connected mobility in Punjab', in partnership with World Economic Forum and Invest Punjab, at the Mohali campus.

Members of Team ER, along with Dean Srivastava and Professor Sanjay Kallapur, met the Honourable HRD Minister, R P Nishank in New Delhi to present the School's recommendations on the draft National Education Policy.

Efforts of the team also resulted in the Dean's membership to the Punjab State Advisory council and continued engagement with the Government of Punjab on key policy issues.



Dean Srivastava, Professor Sanjay Kallapur and Kumara Guru : Director of External Relations with Honourable HRD Minister Dr R P Nishank in New Delhi

FACULTY DEVELOPMENT OFFICE (FDO)

Professors Shashwat Alok, Raghu Bommaraju, Deepal Basak, Abhishek Kathuria, Nitin Kumar, Nikhil Madan, Prasanna Tantri, Madhu Viswanathan and Sudhir Voleti published articles in several journals.

Faculty News

Dean Rajendra Srivastava was selected as a 2020 AMA Fellow. The distinction of 'AMA Fellow' is given to those who have made significant contributions to the research, theory and practice of marketing, and/or to the service and activities of the AMA over a prolonged period.

Awards and Grants

Professors Raghu Bommaraju and Kiran Pedada were awarded for their exemplary dissertations:

- Professor Raghu Bommaraju won the 2019 Doctoral Dissertation Award sponsored by the Stephen Stagner Sales Excellence Institute at the University of Houston for his dissertation titled 'The Impact of Mergers and Acquisitions on the Sales Force'
- Professor Kiran Pedada won the 2019 AMS Mary Kay Dissertation Award

Professors Prasanna Tantri and Ramabhadran Thirumalai won the following grants for their research proposals:

- Professor Prasanna Tantri's research proposal titled 'Do Social Ties Trump Collateral in Determining Loan Performance? Evidence Using Same Day Loan Repayments' co-authored with Professor Sumit Agarwal, National University of Singapore and Nitin Vishen, FPM Student has been selected for the 2019 NSE-NYU Stern Initiative on the Study of Indian Financial Markets grant

- Professor Ramabhadran Thirumalai's proposal titled 'Textual Disclosures and Retail Trading' co-authored with Ankit Jain and Abdul Khizer is one of six papers selected for the 2019 NSE-NYU Stern Initiative on the Study of Indian Financial Markets grant

Events

- The 2nd India Conference on Innovation, Intellectual Property and Competition (IIPC) was held in July 2019
- Professor Sumit Agarwal, Professor of Finance, Economics and Real Estate; Head of Department, Finance; Low Tuck Kwong Distinguished Professor, National University of Singapore, conducted a publishing session on 'Research in Asia' for new faculty in August 2019
- A faculty orientation programme was conducted for new faculty in August 2019 followed by a research workshop in November 2019



HUMAN CAPITAL AND LEADERSHIP INITIATIVE (HC&LI)

Human Capital and Leadership Initiative (HC&LI) will be organising the next 'Thought Leaders' Summit in January 2020. The much-awaited event will discuss the theme: 'Leading Human Capital into the 2020s: Decoding the Digital Discourse'. Professor Madan Pillutla of London Business School (LBS) will inaugurate the event by engaging a well-known industry leader in a stimulating conversation around the broad themes of organisational agility, cross-border management, reimagining leadership development, digital transformation of traditional organisations, and fostering diversity by handling 'biases'. An edited volume of articles around the key themes of the summit is being put together by Professor Chandrasekhar Sripada, Clinical Professor - OB and Strategic Human Capital, and will be released during the event.



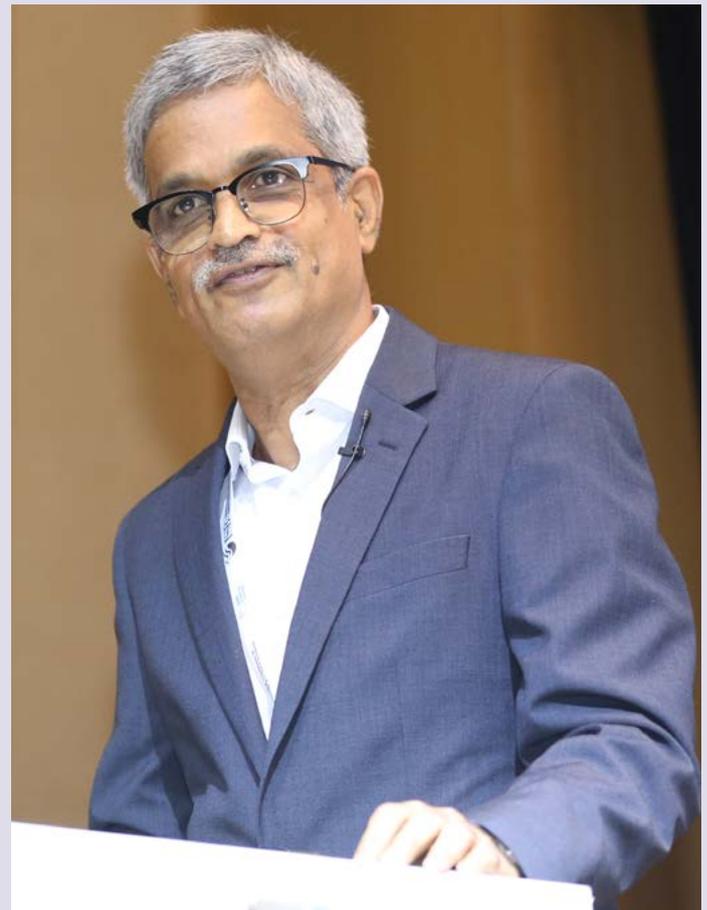
ISB INSTITUTE OF DATA SCIENCE (IIDS)

IIDS launched the book titled 'Essentials of Business Analytics' in July 2019. Twenty-six authors from 17 different universities across the world contributed towards this book which has been edited by (Late) Professor Bhimasankaram and Professor Sridhar Seshadri. The Institute also organised the Omni Channel Retail Analytics Round Table in July 2019. IIDS also collaborated with State Bank of India (SBI) on the SBI YONO app, an omni channel experience that help maximise investments.

IIDS is collaborating with industry leaders in knowledge-sharing sessions pertaining to digital technologies and transformation, advanced analytics, operations research, process optimisation and change management. The centre has also participated in regional and national-level digital theme-based competitions.

IIDS organised a Data Science Summit in November 2019. The summit provided unique insights into creating a data-driven culture in organisations, and into the benefits of using data and analytics to drive the decision-making process. More than 450 delegates comprising of senior management officials, data scientists, developers and researchers attended the summit to discuss state-of-the-art artificial intelligence, data science, applied machine learning and predictive applications. The focus of the summit was on the challenges of artificial intelligence and machine learning models pertaining to retail marketing, fintech, healthcare and governance, and how they apply to the real world. The summit hosted eight speaker sessions and talks by 30 industry experts.

Professor Manish Gangwar, Associate Professor and Executive Director of Business Analytics Programme was named one of the 10 most prominent Data Scientist Academicians of 2019 in India by Analytics India Magazine for his exceptional work and out-of-the-box teaching methodologies.



VLK Laxmikanth, MD at Broadridge India: Speaker at the Data Science Summit 2019

MAX INSTITUTE OF HEALTHCARE MANAGEMENT (MIHM)

MIHM has been focused on tackling the challenge of noncommunicable diseases, the costing of health services and researching incentives in various healthcare settings.

In July 2019, the institute submitted the final report on devising facility-based costing of family planning methods to arrive at the resource requirement at the national level to meet family planning goals outlined in Family Planning 2020 policy documents. The report was based on a grant-funded research project with Population Foundation of India (PFI). A similar study is being funded by the Centre for Disease, Dynamics, Economics and Policy (CDDEP) and is in the final stage of completion.

A two-year project is underway with the London School of Hygiene and Tropical Medicine (LSHTM) on drivers for food

choice on incentivising consumers and producers, and mapping of supply chains for increasing fruits and vegetables consumption in the peri-urban areas of India.

Some of the new projects initiated by MIHM:

1. Karma Healthcare Private Limited under Grand Challenge Canada (GCC) on 'Independent monitoring and evaluation of improvements in health outcomes of women and child owing to provision of RMNCH+A services'
2. ACCESS Health International on 'Health Systems Research - Primary Healthcare Financing'
3. PATH Foundation on 'Estimating the unit cost for patients under the Public Private Support Agency (PPSA) scheme for Tuberculosis care'



STUDENT ENGAGEMENT AND APPLIED LEARNING (SEAL)

A large number of initiatives were planned and successfully executed by SEAL to ensure holistic development of students, one of the top priorities of the School. Some of the initiatives are detailed below.

SEAL MARQUEE EVENTS

Product Conclave

A first-of-its-kind event focussed around technology and innovation in product management at ISB was held in August 2019 at both the campuses. Product Conclave featured industry heads discussing the emerging trends in technology, such as 'Product for the Next Billion Users'; 'Hyper-Personalisation: The Good and The Bad'; and 'Intelligent Economies: AI Products for Transforming Industries and Society'.

ISB Leadership Summit (ILS)

The 17th edition of ILS was held in September 2019 at both campuses. The three-day summit hosted 60 eminent leaders from different domains including business, academia, sports, public policy, entertainment and politics. Noted personalities from various spheres attended and spoke at the Summit.



Artha

This event was held in October 2019 at the Hyderabad campus. The overarching theme for Artha was 'Discover Decode and Disrupt'. Segments such as Mergers and Acquisitions, Policy, Private Equity, Venture Capital, Fintech and Markets and Economy were discussed during the two-day conclave.

Advaita

Advaita was hosted by SEAL in November 2019 with 18 events across both the campuses. Seventeen professional clubs and a team of 20 worked for three months to pull off this two-day event and came up with a variety of case competitions. The finalists from top B-schools competed for prizes of INR 1 Mn and over a dozen PPIs (Pre-Placement Interviews) from corporates.

Bandhan

Net Impact club's annual flagship event: Bandhan was organised at both the campuses in August 2019. Total funds raised for the event at both Mohali and Hyderabad campuses were INR 3.75 lakhs and INR 7.9 lakhs respectively.

Udaan

This is a unique initiative by the Net Impact Club at Mohali campus in association with the Can and Will Organisation. This year-long engagement focuses on skill development and career awareness for students from low-income families. As a part of this initiative, the first workshop by PGP Class of '20 was organised in August 2019.

SRINI RAJU CENTRE FOR IT AND THE NETWORKED ECONOMY (SRITNE)

SRITNE partnered with CSC e-Governance Services in the Ministry of Electronics and Information Technology on diverse initiatives. In partnership with their skill-development arm - CSC Academy, SRITNE proposed two programme designs: 'Digital Literacy for VLEs' and 'Entrepreneurial Literacy for VLEs' and their corresponding impact-assessment studies. SRITNE conducted an impact assessment of the CSC e-Governance Services scheme on rural communities collecting data from 1000+ Village Level Entrepreneurs (VLEs) and 5000+ citizens. The Centre also conducted an impact assessment, specifically capturing the longitudinal impact of the Udyam Abhilasha Entrepreneurship Awareness Campaign in Common Services Centres (CSCs).

For the Telangana State Computer Literacy and Skills in Schools (TS-CLASS) programme that promotes digitisation of education in government high schools, researchers at SRITNE are seeking to provide insights into the impact of digitisation on education, heterogeneity in such impact and the mechanisms underlying the impact.

To study the impact of various interventions implemented by the police department on citizen satisfaction and different parameters of police efficacy such as crime reporting, responsiveness, crime resolution rate and trust with the public, SRITNE is conducting impact-assessment studies with both the Hyderabad Police and the Pune Police departments. SRITNE has

initiated a study with Intel Ltd. to understand future shifts in the nature of work in firms because of artificial intelligence and the capabilities that firms must build in response to this shift.

Researchers at SRITNE also provided a detailed assessment of the state of innovation for a large pharmaceutical firm by assessing its innovation strategy, culture, and metrics, amongst other parameters to understand the nature of innovations in the firm and the magnitude of its contribution.

SRITNE sourced real-world problems for Advaita - ISB's annual international B-school competition. This event saw over 250 students participate from various colleges across the country.

SRITNE also hosted a two-day annual workshop on Digital Transformation at the Hyderabad campus in October 2019. The workshop was attended by policy makers, academicians and industry leaders from diverse sectors.

'Leading Digital Business Transformation and Innovation' was a six-month multi-module, immersive learning programme designed for mid to senior-level executives. The programme enabled the executives to understand and leverage digital technologies and implement ready-to-learn, innovative and transformative business models.

THOMAS SCHMIDHEINY CENTRE FOR FAMILY ENTERPRISE (TSCFE)

A research paper on 'Spirituality and Corporate Philanthropy in Indian Family Firms - An Exploratory Study' has been conditionally accepted for publication by the Journal of Business Ethics, an A* journal. Five research papers have been presented at international conferences.

Case studies on the prominent family business Hilti have been published by Harvard Business Publishing and two cases, on Emami and Deccan Chronicle have been accepted for publication by SAGE. A case on the legacy of the famous Telugu film actor, Akkineni Nageswara Rao has been completed and an interactive session with his son and actor: Nagarjuna was held in September 2019 with Post-Graduate Programme in Management for Family Business (PGP MFAB) students. Three book chapters are under publication.

The Centre collaborated with CEE in offering short duration programmes which were offered exclusively for senior members from PGP MFAB. The programmes included 'Family Business: Managing Growth and Transformation' and 'Women in Family Business' held between July to October 2019.

A special issue of ISBInsight 'Family Businesses: Spreading Roots and Wings' carried face-to-face interviews with prominent family business leaders - Thomas Schmidheiny from Spectrum Value Management, Professor Frank Stangenberg Haverkamp from E Merck KG, Germany and Deepak Parekh from HDFC.

The Centre conducted STEP 2019 Global Family Business Survey in India to assess the changing demographics of India and its impact on family business governance, succession, entrepreneurial orientation and performance.

The Centre organised a seminar on 'Opportunities in Family Business Research' for resident faculty members at ISB and discussed challenges faced by family businesses and the strategies used to overcome these challenges at CII-Kerala and KLS Institute of Management Education.

The Centre also conducted a masterclass on family business for prospective PGP MFAB students at Hyderabad and Ranchi.







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