

# XIME News

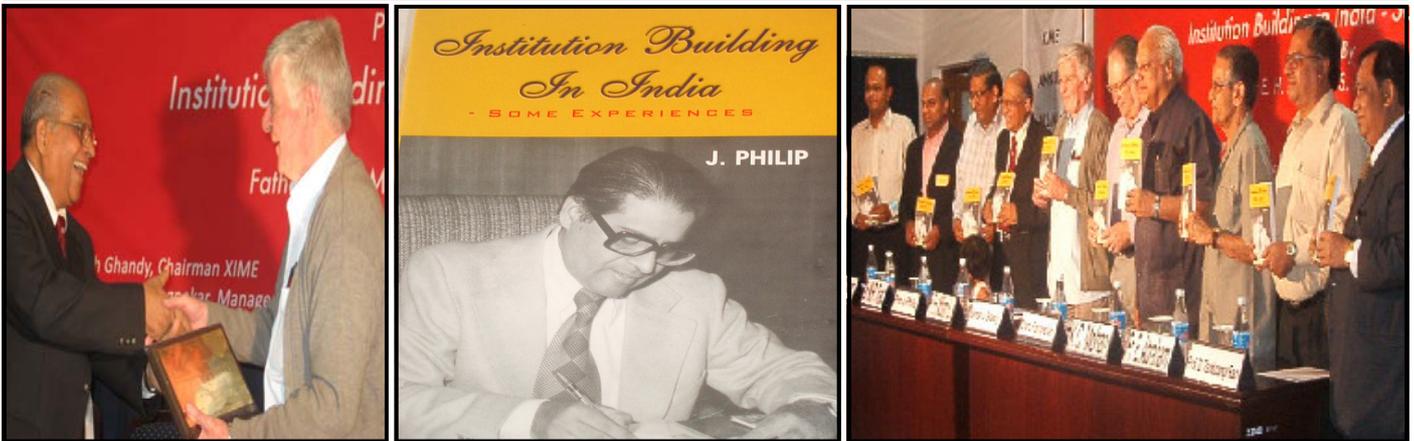
VOLUME XVIII

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## Book Release - Institution Building In India

*An Illustrious Life Unveiled.....*



*The Unveiling ( from Left to Right ) : President J Philip shares a light moment with Fr. Mc Grath , the book "Institution Building in India—Some Experiences", the distinguished guests at the Release function*

Prof. J. Philip's much anticipated book "Institution Building In India-Some Experiences" was released on 4th February 2007 at the XIME campus in Bangalore. Fr. E.H Mc Grath SJ, former Director, XLRI and Prof. Philip's mentor performed the formal act of releasing the book.

In his speech , Fr. McGrath recollected the close connection he has had with Prof. J Philip over the years as a student, faculty and Dean at XLRI. The book releasing function saw an impressive array of eminent . Among those present were Mr. Bijou Kurien, Head, Reliance Retail; Mr Sarosh J Ghandy, Chairman, XIME; Mr Sharu Rangnekar, Management Educator; Fr Abraham, Director XIMB and Prof.M.R.Rao, Dean of ISB, Hyderabad and several XLRI Alumni.

The book details Prof. Philip's distinguished career in the corporate world becoming Director at IIM-B and finally starting XIME. It chronicles the experiences of a determined and visionary academician who had the opportunity and the blessing to be associated with the best educational and training institutes in the country. Published by Himalaya Publishing House, the book narrates the tragedy that changed his life, his time at one of the prestigious institutes in the country, XLRI, the founding of the Association of Indian Management Schools (AIMS) and the setting up of the Xavier Institute of Management and Entrepreneurship among many others.

Referring to the setting up of XIME as "fulfilling Maria's( his daughter) dream", the book goes on to explain the obstacles faced when it came to finding land for the campus, the agonizing and exciting process of fund raising and infrastructure development. Today, XIME is considered to be one of the best in India holds the unique position of being the only B school to have admission that is merit- based.

Prof. Philip also enumerates his concern for the Indian management education that is currently the second largest in the world. Citing the lack of qualified faculty, falling standards and commercialization of the sector as only "half truths", Prof. Philip seeks to paint a broader picture of the issues and provide solutions for the same. The overwhelming theme of the book is the vision, passion, perseverance and quality of a remarkable person straddling the course of history of Indian management education.

## *Old Times Calling*



*Old times calling*

Old times were calling at Xavier Institute of Management & Entrepreneurship (XIME), Bangalore as the alumni from all the previous batches of the institute met for their Annual Alumni Meet on 4<sup>th</sup> February, 2006.

Fun, Frolic, Games, Laughter and recalling nostalgic memories of XIME was the theme of the day. The present batches studying at XIME 'broke the ice' with the alumni through a game, which was, as expected, played with infectious zeal.

Performing live at the campus was an international band, that dished out some foot-tapping numbers on their Hawaiian Guitar, Drums and Keyboards.

The scrumptious lunch that followed on the college lawns only added to the zeal and enthusiasm of all present. The present batches of XIME took this opportunity to uphold and forward a few social causes, with students setting up stalls exhibiting Sumanahalli products -Sumanahalli being a institution which looks after the economic and social welfare of those who have been afflicted by leprosy. The effort of the students paid off when the alumni responded with a huge amount of enthusiasm and wholeheartedly supported the cause.

What followed next was the Batch parade with, now eminent personalities of the corporate world, taking to the stage and introducing themselves. The Parade which included a Red-carpet welcome for the alumni, (some of whom had flown in from the UK, China and Australia) had all the razzmatazz associated with the Oscars. It was only obvious that the colours of personalities of the alumni spilled onto the audience. As the ex-XIME students introduced themselves in interesting ways the audience soaked in the humour, amidst continuous applause.

All in all, as the day came to a close, alumni and students alike were left asking for more. What they ask will be delivered to them of course, in XIME Alumni Meet 2008!



*XIME family share a light moment together*

*From the President's desk*



*Prof. J Philip with Hon. Mr. Kenneth Kaunda, former President, Zambia at the Madras Medical Mission Summit*

**January**

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|-----------------|--|
| <i>Jan - 11</i> | ▶ Prof. J. Philip, President XIME, was one of the discussants in the session on Leadership and Governance at the International Leadership summit on Health Care at Madras Medical Mission.                               |
| <i>Jan - 12</i> | ▶ He participated as a Member of the Jury in the Madras Medical Mission's Excellence Award Ceremony for the best managed non-profit hospital in Asia. The Award went to the Christian Medical College Hospital, Vellore. |

**February**

- |                 |   |
|-----------------|---|
| <i>Feb - 3</i>  | ▶ He was the keynote speaker at the Assembly of the Catholic colleges at Stella Maris College on the theme : " <i>Lay partnership in policy formulation and administration vis-à-vis Catholic identity</i> ". |
| <i>Feb - 12</i> | ▶ Prof. Philip was the key resource person in the KMA programme on 'Managerial Effectiveness' at Management House, Cochin.  |

**March**

- |                 |   |
|-----------------|---|
| <i>Mar - 4</i>  | ▶ Delivered a lecture at the General Assembly at the Conference of Religious of India on "A call to partnership: Learnings from the Corporate Sector" at Vidya Deep College, Bangalore. |
| <i>Mar - 9</i>  | ▶ Continued his advisory role as a process consultant for the OD effort of TAFTEE   |
| <i>Mar - 17</i> | ▶ Presided over the First Graduation Ceremony of the St. Francis de Sales College, Hosur Road, Bangalore.   |
| <i>Mar - 20</i> | ▶ On the invitation of the PSG Institute of Management gave a session on 'Effective Time Management' to the Heads of PSG Institutions.  |

**Industry - B-schools Interaction Conference**



**Dr. R Natarajan, Former Chairman, AICTE, Mr. Vinay Deshpande, Chairman, Encore Software Technologies, Prof. J. Philip, President, XIME and Dr. Pallab Bandyopadhyay, Chief People Officer, Scandent Group**

The 2<sup>nd</sup> 'Industry - B-Schools Interaction' Conference organized by XIME in a joint initiative with AICTE and CII was held on 17<sup>th</sup> March 2007 in Bangalore. The conference was attended by senior delegates from the Industry and Management Schools. The Chief Guest for the event was Dr. R. Natarajan, former Chairman of AICTE. Other distinguished guests included Prof. J. Philip, President and Director Emeritus, XIME, Dr. Panduranga Rao, Director, XIME, Mr. Vinay Deshpande, Chairman, Encore Software Technologies, Dr. Pallab Bandyopadhyay, Chief People Officer, Scandent Group, Mr. M.S. Zahed, former Chairman HMT, Mr. Sudheesh Venkatesh, Director HR, TESCO and several alumni from leading B-schools including IIMs.

The conference was held with a view to discuss, debate and recommend ways to bring about greater Industry B-School interface. There was unanimous agreement among the speakers at the conference that the need of the hour was to find a matchmaker between industry and management schools which would facilitate the preparation of a dynamic curriculum which would cater to the ever changing needs of the industry.

Among the notable issues raised during the conference were the lack of practical application of management practices in B-Schools themselves and insufficient focus on R&D.

An action plan was also drafted emphasizing the need for entrepreneurship courses in management institutes, anticipatory decision making to be given more priority and the need to work out a model which would help in "documenting reality". Mr. Vinay Deshpande also suggested formation of a high level committee which would collectively work towards achieving a greater degree of Business- B-School interaction.



**Pro. P Sudarshan, Alumnus IIM-A, Alumni Panel, Mr. Ravindra, Infosys Technologies**

### ***Managing Management Schools Workshop***

The three-day workshop on “Managing Management Schools” from 29 to 31 January, 2007 held at the XIME campus saw participation from some of the best management minds in the country. The main objective of the workshop, which was sponsored by AIMS, was to provide a platform for top level executives to enhance their managerial skills. The Chief Guest, Dr. Prakash G Apte, Director, IIM-B inaugurated the event.

Dr. R. Natarajan, former Chairman of AICTE, spoke on the topic “Vision Development for Business Schools”. The afternoon session commenced with Prof. J. Philip, President, XIME, speaking on “Institution building in India – Some Experiences”. Incidentally, this is also the title of his new book subsequently released on 4 February 2007. This was followed by a session where the participants shared experiences regarding administrative practices at various B-schools. The session was coordinated by Prof. Panduranga Rao, Director, XIME. Prof. R Mohan, former MD,



***Prof. Prakash G Apte, Director, IIM-B speaking at the Managing Management Schools Workshop***

HTMT Limited, dealt with the extensive application of IT in B schools and stated how it has become an indispensable part of business today.

The second day commenced with Dr. Mathew Manimala, Professor, IIM-B highlighting the importance of research and case development in B-schools. He stressed on the use of case studies being crucial to the proper understanding of current management issues. The need to assure quality in B schools, which formed the crux of the talk by Prof. D Nagabrahman, Director, TAPMI, Manipal. Prof. S Jagadish concluded the session on the second day by speaking on the topic “Curriculum development and Pedagogy”.

On the last day of the workshop, Prof Aramvalarthan, Dean, XIME chaired the Syndicate Discussion on Curriculum Development. A Dialogue session conducted by Prof. R Nandagopal, Director PG College of Management, Coimbatore followed where participants exchanged views on vital issues concerning management schools. Prof C P Ravindranathan concluded the workshop with an address to the participants on the main issues of management exercising B-Schools at the present moment.

### *Team from Israeli Corp*

The month of January saw XIME being visited by top business tycoons from Israeli Corp. The thirty two member team from Israel was in Bangalore from January 18 – 20, 2007. The main purpose of their visit was to obtain an overall view of the Indian economy. An attempt was made to understand the challenges and opportunities of doing business in India and to gain an insight into the Indian entrepreneurship arena by visiting leading companies in Bangalore. The Israeli team was also addressed by several leading industry experts and academicians.

### *Team from La Salle University, USA*



*The La Salle Team*

The team from La Salle University, U.S.A comprising of twelve students and one faculty member visited the XIME Campus on March 5, 2007. Their visit was marked with talks on varied topics like 'Indian Culture' and 'Intercultural issues in US-India relations' by eminent personalities like Dr. Subhash Sharma, Dean, Indian Business Academy and Prof. S.Bhargavan of Wipro. The team also visited leading IT companies like IBM and Infosys to gain valuable insights into the competitive advantages of the Indian IT industry. Visits to Nritya Gram and Shanti Bhavan, a school for disadvantaged students and community development added more meaning to their visit. On March 9, 2007 the team returned to U.S. In his letter to Prof. J. Philip, President, XIME, Prof. Robert Vogel, head of the visiting team and senior faculty, La Salle University said, "The warmth demonstrated by the faculty and students and their attentiveness to details are greatly appreciated. You should be proud of your students and the way they represented your fine institution."

### *Other prominent guests at XIME :*

- \* **F.Javier Cevallos**, President, Kutztown University, USA
- \* **Dr. K.P.K Nair**, Former Dean, Faculty of Admission, University of Brunswick
- \* **Beth Rascoe**, Manager, Faculty Programs, Council on International Education Exchange, Maine
- \* **Prof. Dr. Manfred Kiesel**, Vice President, FHWS, Wurzburg University of Applied Sciences
- \* **Dr. Susan Horner**, Principal, Lecturer and International Coordinator, Scheffield Hallam University visited XIME on March 2, 2007 **Mr. Mar Cluy Auroville** visited XIME to know more about XIME's Leadership Programme.
- \* **Prof. Arumoogam Sawmy**, Prof. of Culture and Technology, Negocia University, France was in XIME, to further the ongoing talks on student-exchange programme between Negocia and XIME.

## Guest Lectures

### *Mr Rakesh Jinsi, MD Tatra Vectra*



*Mr. Rakesh Jinsi*

The students of XIME get to learn from various industry leaders and academicians on varied topics when they come on campus visits and give guest lectures. These guest lectures have achieved their objectives of giving industry Perspective to the students a component that the classroom lectures fall short of. These fulfill the Adage 'From the Horses Mouth'.

XIME had Rakesh Jinsi, MD Tatra Vectra, India who delivered a lecture on the marketing strategies of the company. As he was involved in the commercial vehicle business he talked on the importance of after sales service as a key component of their Marketing strategy. He also talked on product positioning and the price-quality dilemma. At the end of the session the students had a very interactive question and answer session. The whole session was very informative and the students gained a lot in terms of real-time industrial exposure.

## *XIME welcomes new Faculty*

### *Prof K M A Koshie*



*Prof. K M A Koshie*

XIME welcomes Prof. K. M. A. Koshie who has been appointed the new Dean (Administration) of XIME. Prof. Koshie retired in July 2006 as General Manager (Personnel), Southern Region, Indian Airlines. He has held positions in HR/Industrial Relations/Training functions at different levels of the hierarchy, at IA. He has also designed and led a team to create a computerized Compendium of service and wage agreements spanning 49 years and was instrumental in initiating and developing a Personnel Repository Management System. At present, Prof. Koshie is actively involved in designing and formulating a HR Policy for a Board set up by the Central Government as a national mission.

### *Prof. V Suresh Chandra*

Joining us as faculty for Productions and Operations Management is Prof. V Suresh Chandra. Prof Chandra who completed his B.Tech from IIT Kharagpur and M.Tech from IIT Chennai has more than thirty years of industry experience in areas of Operations Management and General Management. He has previously worked as Research Associate for 6 months at IIM Ahmedabad and has also conducted several in-house training programs on general management subjects. He was also visiting faculty at National Institute of Technology, Trichy and a guest speaker at Indian Business Academy



*Prof. V Suresh Chandra*

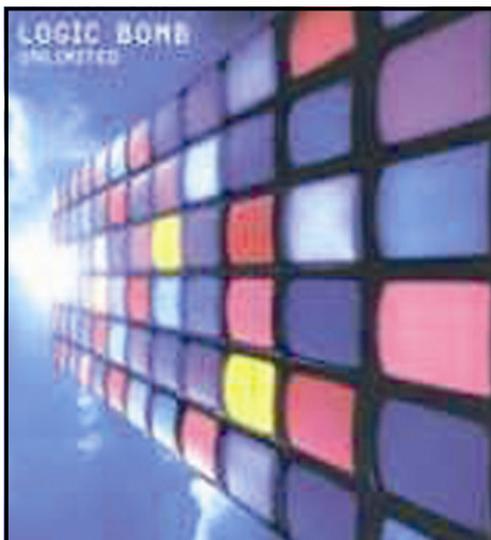
### *Mr. E. Peter Ravi Kumar*



*Mr. E. Peter Ravi Kumar*

Joining us as Assistant Professor in Systems is Mr. E. Peter Ravi Kumar. Mr. Kumar is an M.Tech and holds a M.Phil degree in Computer Science from Madurai Kamaraj University. He has more than Seventeen Years of Corporate and teaching experience in various positions to his credit. He has conducted several Training programmes and has developed several commercially oriented Software packages for Financial Accounting System, Inventory Control System, HRM and the like. He has also coordinated several MDPs.

### Logicticks



To test the intellectual ability of the students and bring out the risk taking ability in them, Team Catalyst organized LOGICTICKS, a game organized on the theme of a Dutch auction. The game which was spread over a period of three days saw a total of 25 teams participate in the event. The game required the teams to purchase raw materials for their products at the least price possible. The teams were each given a basic allotment of funds, beyond which they could take a debt. The main idea of the game was to try to get the teams to purchase as much raw materials possible and also minimize costs at the same time. The team which walked away with the honors comprised Reshma Aurangabadkar and Purnima Nandy of Batch 12.

### Prayaas

Prayaas is an in-house Mutual Fund by the students of Batch 12. This initiative was launched with a view to giving the students an insight into and a feel of the workings of the stock market. All the investors in the fund have been allocated a minimum of 40 units at a face value of Rs 10 each. As the market appreciates, the investors NAV (Net Asset Value) increases and they are given the choice of either withdrawing their money or investing it further. The NAV is calculated at the end of each week and displayed to the investors. The current NAV stands at Rs. 10.85.

Prayaas was started as a not-for-profit forum and is managed by a Core Committee of 10 members selected from amongst the students.

### Admissions 2007-2009



The admission process for PGDBM Batch 13 was kick-started with XIME receiving overwhelming number of applications for its 120 odd seats. The entire admission process which lasted more than a month saw an extremely good turnout of candidates with GD/PI being held in 4 centers – Cochin, Chennai, Hyderabad and Bangalore with the top 500+ short-listed applicants.

As in the past, the entire admission process was extremely well organized and went off without a glitch. The first list of selected candidates along with a tentative waiting list was announced on the 5<sup>th</sup> of March, 2007.

### ***Budget discussion***

February is a month that stirs up quite some interesting theories courtesy the “Annual Budget” presented by the finance minister. It’s quite a phenomenon considering the repercussions and the ripples it creates in the economy and the stock market crashing by over 500 points, and the corporate world crying foul over various issues.

Are all these the symptoms of a politically correct and economically incorrect budget? To find the answers for this question the students at XIME organized a panel discussion on the budget session. The panel members consisted of Prof. Panduranga Rao, Mrs. Rukumini Menon who spoke on Indirect Taxes, Mr. Shankar who dealt with Direct Taxes, he was followed by Prof. S. P. Srinivasan who gave an overview of the budget followed by a budget analysis by Ms. Lavaya.M.A. and Abhijit Sinha. Mr. K. S. Madhav Moorthy concluded the session with a summary of the budget highlighting its salient features. The session was very helpful for the students of XIME as it provided insights into the working of the financial machinery of a country.



### ***Summers in France***



In continuation of XIME’s constant pursuit for excellence, the ongoing talks between XIME and NEGOCIA University of France for facilitating summer internships of XIME students in French industries are steadily progressing. The internship will be divided into two parts wherein the month of May will be dedicated to Project Research upon competitiveness in European Union and June will be dedicated to pursuing Negotiation/Business courses of the Master Degree of Negocia. Sriram Ganesh and Siddharth Prakash, First Year PGDBM , have been selected for the internship.

### ***Kuber- An Online Stock Game***

Kuber, an online stock trading game, named after the Indian god of wealth, was conducted to assess the proficiency of the students in managing money through stock trading. The game was divided into two rounds namely the Online and Offline trading rounds.

The Online Trading round made use of XIME's extensive Wi-Fi network and a software developed by Malhar Pujar of Batch 11. Twenty seven teams took part in the event. As per the market simulation of current news, five trading days were simulated with each day having four trading sessions.

Each team was allotted Rs. 10 lakh as opening balance and the winner was determined on the basis of the net worth at the end of the trading sessions. In the second round, team was allotted Rs. 25 lakh and the team members were required to shout the prices on the floor to buy or sell stock . The wave of adrenaline was high as each team did their best to win.



Satish, Sachin and Bharat of Batch 11 walked away with the first prize. Alok, Vinita and Nirmal won 2nd prize and Gopakumar, Haris and Irene of Batch 12 claimed the 3rd prize. The game was greeted with much enthusiasm and widely appreciated for its professionalism. It was good learning experience for one and all.

Recruiters

*"The heights by great men reached and kept  
Were not attained by sudden flight,  
But they while their companions slept  
Were toiling upwards in the night."*

*Henry Wadsworth Longfellow  
American Poet, (1807-1882)*



At XIME, the Placement Week 2006 in January proved to be the days when the aspirations of each and every student were fulfilled by the stupendous success story of placements. With benchmarks getting raised to unprecedented heights, the joy of success was in the air. 112 students getting placed within three days of the Placement Week highlighted the increasing demand in the corporate world for XIME students.

The highest compensation reached an all time high of Rs. 7.5 lakhs per annum. The average compensation stood at Rs. 5.05 lakhs per annum. Fortune 500 companies like Ingram Micro, IBM, HP, Hutch and Citigroup participated in the placement process. The companies that participated for the first time included Ingram Micro, IBM, HP, Ashok Leyland, Mahindra & Mahindra, Kotak Group and Tech Mahindra among others. In total, 35 companies have recruited so far.

The major recruiters this year are: Infosys, IBM, TCS, Satyam, HCL Technologies, Ingram Micro and Genpact. Over half the batch was placed in day zero itself. The faith shown by the corporate world in XIME students once again came to the fore.

COMPANY NAME	INTAKE
TCS	13
Satyam	13
Infosys Technologies Ltd.	11
IBM	10
HCL Technologies Ltd.	10
Ingram Micro	5
Genpact	5
Tech Mahindra	5
Kotak Group( Kotak Securities, Kotak Bank and Kotak Life Insurance)	4
Mahindra & Mahindra Auto	4
CitiGroup Global Services Ltd	3
Fidelity Investments	3
HP	3
Sonata Software	3
UB Group	3
Ashok Leyland	2
MindTree Consulting	2
HTMT	1
Hutch	1
MeritTrac	1
Infosys BPO	1
Infiniti Research	1
Performance Consulting International	1
Henkel	1
Avtech	1
EVAM Entertainment	1
I-flex Solutions	1
Akzo Novel	1
ICICI Prudential	1
BP Ergo	1
Metro Cash and Carry Retail	1
CISCO	1
Amba Research	1
SkyTECH solutions ltd	1
TELCON	1



POWERED BY INTELLECT  
DRIVEN BY VALUES



Top Recruiters



## Student Accolades

### SDM-IMD , Mysore

▶ **Over All Runners Up**

▶ **First Prize in Finance event**

▶ **First Prize in Marketing game**

▶ **Second prize in Business Quiz**

XIME students proved their mettle once again at Naissance, the annual fest of SDM-IMD, Mysore. The fest saw XIME students emerge as the overall Runners Up. The winning team comprised of Ramya.S, Gayathri.B, Kousthub.M, Julie John, Jasmine.Patra, GopaKumar.K, Bhavik.B, Arkadev Ghosh, Krishna Golla and Avijit Chander. The team won the 1<sup>st</sup> prize in the Marketing Game, 1<sup>st</sup> prize in the Finance event and 2<sup>nd</sup> prize in the Business Quiz competition. The other participating teams included students from TAPMI, Amrita School of Business- Coimbatore, Christ College-Bangalore etc.



### Christ College, Bangalore

▶ **2nd Runners up at "Pioneer 2007"**

XIME students emerged second runners up at a National level B-plan contest "Pioneer 2007" organized by Christ College on 20<sup>th</sup> January, 2007. The team which comprised Sandipan Nandi, Sandipan Mitra and Ujala Dalmia, presented the Business Plan of an online portal called "HungryBangalore.com" which has been running successfully across the city. This

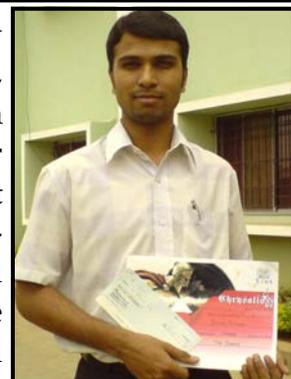


portal which is an On-line food ordering site has a tie up with over 200 restaurants in the city of Bangalore, it assists visitors to select and order food online from any of these restaurants. This initiative is the first of its kind in whole of Southern India and the ingenuity of the plan has been proved by the immense success of the portal.

### LIBA, Chennai

▶ **Second prize in Case Study Analysis event**

CHRYSALIS, the management fest conducted by Loyola Institute of Business Administration (LIBA), Chennai, saw the students of XIME excel yet again. In the Case study analysis event 'Oracle', Bhavik Bochar and Saikat Paul won the 2<sup>nd</sup> prize for their Pitch report for CitiBank Corp. This involved analyzing a loss making companies' need for additional investment and making suggestions on their capital restructuring. The other competitors included SIBM, IFMR, NITIE and IIFT.



**Editorial board wishes Hannah & Suma all the best for there career**

**&**

**Thanks them for being a pillar of tremendous support to this Newsletter**

# XIME Wishes Batch 11



**All The Very Best in Life  
Go on ... make us all proud !**

**Editorial Board:**

**Annie Mary R| Merin Raju Phillips| Pooja Palchaudhuri | Sandipan Mitra**

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TO,

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