



BIMTECH
BIRLA INSTITUTE
OF MANAGEMENT TECHNOLOGY

**Industry Academia Council Meeting
(22nd April, 2017)
PGDM (International Business)
Academic Year (2016-17)**

- 1. List of Members**
- 2. List of Members (Group Wise)**
- 3. Registration Sheet**
- 4. Minute – Minute Schedule /
Presentation**
- 5. Minutes of the Meeting**
 - a. IAC – GroupWise (Group-1 & 2)**
 - b. Program Internal Meeting regarding
IAC Meeting (2017)**
- 6. Summary of Courses added / Deleted
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- 7. Write-up of IAC**
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**LIST OF INDUSTRY - ACADEMIA COUNCIL MEMBERS OF CENTRE FOR
INTERNATIONAL BUSINESS AND POLICY OF BIRLA INSTITUTE OF
MANAGEMENT TECHNOLOGY (2016 – 17)**

A. Members from Embassies / Consulates

1. H E Asfaw Dingamo, Ambassador, Embassy of Federal Democratic Republic of Ethiopia
2. H.E. Elizabeth Napeyok, High Commissioner, Uganda High Commission
3. H. E. Dalton Sembring, Minister / Deputy Chief of Mission/ Charge D' Affairs
4. H.E. Mohamed Ali Osman, Counsellor Education, Kenya High Commission
5. Dr. Iwan Pronoto, Office of Education Attache, Embassy of the Republic of Indonesia
6. Ms. M M M Makgoba, Counselor, High Commission of South Africa

B. Sr. Management Corporate Members

1. Mr. Ajay K Agarwal, Director-Operations, Nokia Corporation
2. Mr. Anil Gupta, VP Apps & Platform Strategy, DataWind Innovation
3. Mr. Anish Agarwal, National Head - Dealer Development, Hyundai Motors India Limited
4. Mr. Avinash Arora, Director - Supply Chain Management, New Holland Tractors Pvt. Ltd.
5. Mr. G.C.Mondal, Director - Finance & Co. Secretary, IDFC Foundation
6. Mr. Harish Vaid, Sr. Vice President (Corporate Affairs) & Company Secretary, Jaiprakash Associates Ltd.
7. Mr. Jairam Shetgaonkar, VP –International, Godfrey Phillips India ltd
8. Mr. Jaydip Sinha, Managing Director, Madison Capital Street India Pvt Ltd
9. Mr. Malik Sha, Vice President - Commercials and Supply Chain, PI Industries Ltd.
10. Mr. Praveen Tandon, Head- Exports & Business (Consumer Durables), LG Electronics,
11. Mr. Rajiv Wahi, Head-International Business, Escorts Agri Machinery
12. Mr. Ramesh Krishnan, President, Distribution, Logistics, Infrastructure Ltd.
13. Mr. Rajiv Kumar, ED, BSL Gulf
14. Mr. S C Pradhan, CEO, S4 Enterprises
15. Mr Vijendra G. Gupta, Senior Associate Vice President, Spare Parts & International Business, Eicher Tractors
16. Y K Lee, CEO, Korea India Business Development Centre Pvt Ltd (KIBC)

C. Academia Members

1. Prof. Cherian George, Professor & Head – MDP Cell, Jagan Institute of Management Studies, Rohini
2. Dr. Ram Upendra Das, Professor & Sr. Fellow, Research & Information System for Developing Countries.

D. Trade Council / Autonomous / Govt. Bodies Members

1. Dr. Amiya Chandra, Joint Director General of Foreign Trade - North Zone, Directorate General of Foreign Trade
2. Mr. Nirmal Sinha, CMD, The Handicrafts & Handlooms Exports Corporation of India Ltd.
3. Mr. Pranav Kumar, Director & Head International Trade, Confederation of Indian Industry
4. Dr. S. P. Sharma, Chief Economist & Head of Research, PHD Chamber of Commerce & Industry

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2. H.E. Dalton Sembiring, Minister, Deputy Chief of Mission, Embassy of the Republic of Indonesia
3. Mr. Asalf Habtegiorgis, Minister Counselor I (Education), Embassy of Federal Democratic Republic of Ethiopia
4. Prof. Iwan Pronoto, Education and Cultural Attache, Embassy of the Republic of Indonesia
5. Mr. Anil Gupta, Head: Strategic Alliances & Client Engagement, Arthimpart Finserv
6. Dr. Amiya Chandra, Joint Director General of Foreign Trade - North Zone, DGFT
7. Mr. Anish Agarwal, National Head - Dealer Development, Hyundai Motors India Ltd.
8. Mr. Avinash Arora, Director - Supply Chain Management, New Holland Fiat (India) Pvt. Ltd.
9. Prof. Cherian George, Professor & Head – MDP Cell, Jagan Institute of Management Studies, Rohini
10. Mr. Jairam Shetgaonkar, VP –International, Godfrey Phillips India Ltd
11. Mr. Rajiv Kumar, Executive Director, BSL Gulf
12. Mr. Rajiv Wahi, Head-International Business, Escorts Agri Machinery
13. Dr. S. P. Sharma, Chief Economist & Head of Research, PHD Chamber of Commerce & Industry
14. Mr Vijendra G. Gupta, Senior Associate Vice President, Spare Parts & International Business (Tractor & Engine), Eicher Tractors
15. Mr. Y. K. Lee, CEO, Korea India Business Development Centre Pvt Ltd (KIBC)

FACULTY MEMBERS OF BIMTECH

1. Dr. Anuj Sharma, Chairperon, Centre for International Business & Policy, BIMTECH
2. Dr. G N Patel, Professor, BIMTECH
3. Dr. Mohd. Amin Usta, Professor, BIMTECH
4. Dr. Sanjeeva Shankar Dubey, Professor, BIMTECH
5. Dr. Meena Bhatia, Associate Professor, BIMTECH
6. Dr. Gagan Katiyar, Associate Professor, BIMTECH
7. Ms. Rupali Singh, Sr. Manager, Centre for International Business & Policy BIMTECH

LIST OF INDUSTRY - ACADEMIA COUNCIL MEMBERS OF CENTRE FOR INTERNATIONAL BUSINESS AND POLICY OF BIRLA INSTITUTE OF MANAGEMENT TECHNOLOGY (2016 - 17)

Group 2

1. H.E. Elizabeth Napeyok, High Commissioner, Embassy of Republic of Uganda
2. H.E. Mohamed Ali Osman, Counselor Education, Kenya High Commission
3. Ms. M M M Makgoba, Counselor Political, High Commission of South Africa
4. Mr. Ajay Agarwal, Director-Operations, Alcatel–Lucent India Ltd.
5. Mr. G.C. Mondal, Director – F&A, Company Secretary, IDFC Foundation
6. Mr. Harish Vaid, Sr. President (Corporate Affairs) & CS, Jaiprakash Associates Ltd.
7. Mr. Jaydip Sinha, Sr. Managing Director, Madison Capital Street India Pvt. Ltd.
8. Mr. M. R. Rajaram, Advisor, Akzo Nobel India
9. Mr. Malik Shah, Vice President - Commercials and Supply Chain, PI Industries Ltd.
10. Mr. Nirmal Sinha, ex CMD, The Handicrafts & Handlooms Exports Corporation of India Ltd.
11. Mr. Praveen Tandon, Head- Exports & DGM, LG Electronics India Pvt. Ltd.
12. Mr. Pranav Kumar, Director & Head International Trade, Confederation of Indian Industry
13. Mr. Ramesh Krishnan, President, Distribution, Logistics & Infrastructure Ltd.
14. Dr. Ram Upendra Das, Professor, Research & Information System for Developing Countries
15. Mr. S. C. Pradhan, CEO, S4 Enterprises

FACULTY MEMBERS OF BIMTECH






1. Dr. Anupam Varma, Deputy Director & Dean Academics, BIMTECH
2. Dr. A V Shukla, Professor, BIMTECH
3. Dr. Girish Jain, Associate Professor, BIMTECH
4. Prof. Rajeev Sharma, Course Co-ordinator, Centre for International Business & Policy
BIMTECH
5. Dr. Ritu Srivastava, Asst. Professor, BIMTECH
6. Prof. Saloni Sinha, Asst. Professor, BIMTECH
7. Prof. Chanchal Kushwaha, Asst. Professor, BIMTECH

REGISTRATION LIST

Attendees of Industry - Academia Advisory Council Meeting of International Business Programme (2016-17)

Venue :- BIMTECH, Greater Noida

Date :- 22nd April 2017

Sl.No.	Name of Members	Designation	Organisation	Signature
1	H.E Elizabeth Napeyok	High Commissioner	Embassy of Republic of Uganda	
2	H.E. Mr. Asfaw Dingamo Kame	Ambassador, Extraordinary and Plenipotentiary	Embassy of Federal Democratic Republic of Ethiopia	
3	H.E. Ton Sinh Thanh	Ambassador	Embassy of the Socialist Republic of Vietnam	
4	H. E. Dalton Sembiring	Minister / Deputy Chief of Mission/ Charge D' Affairs	Embassy of the Republic of Indonesia	
5	Dr. Iwan Pronoto	Cultural & Education Attache'	Embassy of the Republic of Indonesia	
6	Mr. Mohamed Ali Osman	Counsellor Education	Kenya High Commission	
7	Mr. Suprio Bose	Managing Director	Catalonia Trade & Investment	
8	Amritpal S. Bedi	Country - Supply Chain Head	Johnson S C	
9	Ajay K Agarwal	Director-Operations	Nokia Corporation	
10	Ajay Sahai	Director General	Federation of Indian Export Organisation (FIEO)	
11	Ambika Sharma	Director General (International)	Federation of Indian Chambers of Commerce and Industry (FICCI)	
12	Amiya Chandra	Joint Director General of Foreign Trade - North Zone	Directorate General of Foreign Trade (DGFT)	

13 Anshu H George's
Minister Counselor I
European Embassy





REGISTRATION LIST

Attendees of Industry - Academia Advisory Council Meeting of CIBP (2016-17)

Venue :- BIMTECH, Greater Noida

Date :- 22nd April 2017

Sl.No.	Name of Members	Designation	Organisation	Signature
13	Anil Gupta	Head: Strategic Alliances & Client Engagement.	Arthimpact Finserv	
14	Animesh Gupta	Head - Commercial	Indo Rama	
15	Anish Agarwal	National Head - Dealer Development	Hyundai Motors India Limited	
16	Arbind Prasad	Ex Director General	FICCI	
17	Avinash Arora	Director - Supply Chain Management	New Holland Tractors P Ltd.	
18	C.George	Professor	JIMS, Rohini	
19	G.C.Mondal	Director - Finance & Co. Secretary	IDFC Foundation	
20	Harish Vaid	Sr. President (Corporate Affairs) & Company Secretary	Jaiprakash Associates Ltd	
21	Jairam Shetgaonkar	VP -International	Godfrey Phillips India ltd	
22	Jaydip Sinha	Sr. Managing Director	Madison Street Capital India Pvt Ltd	
23	M.R. Rajaram	Advisor	Akzo Nobel India	

Prof. M. R. Rajaram, Embassy, Ludhiana, Punjab

REGISTRATION LIST

Attendees of Industry - Academia Advisory Council Meeting of International Business Programme (2016-17)

Venue :- BIMTECH, Greater Noida

Date :- 22nd April 2017

Sl.No.	Name of Members	Designation	Organisation	Signature
24	Naveen Aldangady	Principal - Supply Chain Officer & Vice President	Bharti Airtel Ltd	
25	Nirmal Sinha	ex-CMD	HHEC	
26	Nitin Gupta	Head - India Rice Business	Olam Agro India Pvt Ltd	
27	Nitin Juneja	Chief Corporate Planner	Yamaha Motors	
28	Pranav Kumar	Director & Head - International Trade	CII	
29	Praveen Tandon	Head- Exports & Business (Consumer Durables)	LG Electronics	
30	R.M.Joshi	Professor & Chairperson - PGPM	Indian Institute of Foreign Trade	
31	Rajiv Bajaj	Company Secretary & Associate Director - Finance	Panasonic AVC Networks India Co Ltd	
32	Rajiv Kumar	Executive Director	BSL Gulf	
33	Rajiv Wahli	Head-International Business	Escorts Agri Machinery	
34	Rakesh Kumar	Executive Director	Export Promotion Council for Handicrafts	

M. Makopba

Counsellor Polibes 1

South African
Flag Commission

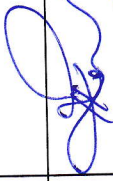




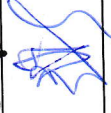
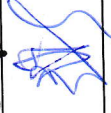



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Date :- 22nd April 2017

Sl.No.	Name of Members	Designation	Organisation	Signature
35	Ram Upendra Das	Professor	Research and Information System for Developing Countries (RIS)	
36	Ramesh Krishnan	President	Distribution, Logistics & Infrastructure Ltd.	
37	S C Pradhan	CEO	S4 Enterprises	
38	S P Sharma	Chief Economist & Head of Research	PHD Chamber of Commerce & Industry	
39	Sanket Sinha	Vice President, Asia Capital Markets	Eidelwiess	
40	Shashank Srivastava	Executive Director	Maruti Suzuki India Ltd	
41	Sumeet Jerath	Addl Secretary and Financial Adviser	Ministry of External Affairs, GOI	
42	Videh Jaipuria	Managing Director	Jubilant Industries Limited	
43	Vijendra G. Gupta	Senior Associate Vice President, Spare Parts & International Business	Eicher Tractors	
44	Y K Lee	CEO	Korea India Business Development Centre Pvt Ltd (KIBC)	
45	Yogesh Bellani	Chief Operating Officer	Bharti Delmonte	

MAHILK SHAM V.P. SCM

V.P. Prakash's LG

WITNESS NGWENYA COUNSELLOR EMB. ZIMBABWE







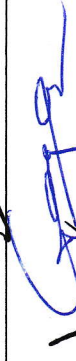





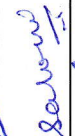



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Venue :- BIMTECH, Greater Noida

Date :- 22nd April 2017

Sl.No.	Name of Members	Designation	Organisation	Signature
1	1. Dr. Anupam Varma	Deputy Director & Dean Academics	BIMTECH	
2	Dr. A V Shukla	Professor & Chairperson - Chairperson Center for Research Studies	BIMTECH	
3	Dr. G N Patel	Professor & Area Head - Operations & Decision Science	BIMTECH	
4	Dr. Sanjeeva Shankar Dubey	Professor & Area Head - IT	BIMTECH	
5	Dr. Mohd. Amin Usta	Professor	BIMTECH	
6	Dr. Anuj Sharma	Chairperson, Centre for International Business & Policy	BIMTECH	
7	Dr. Gagan Katiyar	Associate Professor	BIMTECH	
8	Dr. Meena Bhatia	Associate Professor	BIMTECH	
9	Dr. Girish Jain	Associate Professor & Area Head Finance Area	BIMTECH	
10	Prof. Rajeev Sharma	Course Co-ordinator, Centre for International Business & Policy	BIMTECH	
11	Prof. Chanchal Kushwaha	Asst. Professor	BIMTECH	
12	Dr. Ritu Srivastava	Asst. Professor	BIMTECH	
13	Prof. Saloni Sinha	Asst. Professor	BIMTECH	
14	Ms. Rupali Singh	Sr. Manager, Centre for International Business & Policy	BIMTECH	

Centre for International Business & Policy (CIBP), BIMTECH

Minute to Minute Schedule of Industry-Academia Council Meeting (April 22, 2017)

10.00 -10.30 High Tea

10.30-10.45 Corporate Movie

10.45 -10.55 Welcome address (Dr. H. Chaturvedi, Director, BIMTECH)

10.55 -11.15 Annual Performance Report –CIBP (Dr. Anupam Varma, Dean Academics & Dr. Anuj Sharma, Chairperson, CIBP)

1. Highlight of the Centre
2. Our System of Curriculum Revision
3. Action taken report of Last Academic Advisory Committee Meeting
4. Proposed changes in curriculum for next academic year
5. Mapping Skills of Students – Reflect (Dr. Ritu Srivastava)

11.15-12.45

Agenda 1.1 Review of course curriculum

Agenda 1.2 Bridging the gap between industry expectations and students readiness.

Agenda 1.3 How to bring industry practices into the class room and improve industry-institute engagement.

12.45 -13.00 Summarizing the discussion of Group I & II

13.00-13.05 Vote of thanks (Prof Rajeev Sharma)

13.05-13.15 Group Photograph

13.15 onwards Lunch

Two Groups will be formed for discussion on Agenda item 1.1, 1.2 & 1.3

Group I (Dr. Anupam Varma, Dr. A.V.Shukla, Dr. Abha Rishi, Prof Rajeev Sharma, Prof Arindam Banerjee & Dr. Ritu Srivastava)

Group II (Dr. Anuj Sharma, Prof. K.R. Chari, Prof. Sunil Sangra, Dr. Girish Jain, Dr. Sangeeta Shukla & Ms Rupali Singh)

Anchoring to be done by Dr. Ritu Srivastava

POINTS OF DISCUSSIONS – GROUP 1 (T-1 Classroom)

Industry - Academia Council Meeting of International Business Programme of Birla Institute of Management Technology (2016 – 17) held on April 22, 2017 at Bimtech Campus, Greater Noida

Members present :-

1. H E Asfaw Dingamo, Ambassador, Embassy of Federal Democratic Republic of Ethiopia
2. H.E. Dalton Sembiring, Minister, Deputy Chief of Mission, Embassy of the Republic of Indonesia
3. Mr. Asalf Habtegiorgis, Minister Counselor I (Education), Embassy of Federal Democratic Republic of Ethiopia
4. Mr. Anil Gupta, Head: Strategic Alliances & Client Engagement, Arthimpart Finserv
5. Prof. Cherian George, Professor & Head – MDP Cell, Jagan Institute of Management Studies, Rohini
6. Mr. Jairam Shetgaonkar, VP –International, Godfrey Phillips India Ltd
7. Mr. Praveen Tandon, Head- Exports &DGM, LG Electronics India Pvt. Ltd.
8. Mr. Rajiv Kumar, Executive Director, BSL Gulf
9. Mr. Rajiv Wahi, Head-International Business, Escorts Agri Machinery
10. Dr. S. P. Sharma, Chief Economist & Head of Research, PHD Chamber of Commerce & Industry
11. Mr. Vijendra G. Gupta, Senior Associate Vice President, Spare Parts & International Business (Tractor & Engine), Eicher Tractors
12. Mr. Y. K. Lee, CEO, Korea India Business Development Centre Pvt Ltd (KIBC)

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3. Dr. Mohd. Amin Usta, Professor, BIMTECH
4. Dr. Sanjeeva Shankar Dubey, Professor, BIMTECH
5. Dr. Meena Bhatia, Associate Professor, BIMTECH
6. Dr. Gagan Katiyar, Associate Professor, BIMTECH
7. Ms. Rupali Singh, Sr. Manager, Centre for International Business & Policy BIMTECH

MAIN POINTS OF DISCUSSION :-

Dr. Anuj Sharma welcomed all members present in the room and requested everyone to introduce themselves for the benefit of other members and start discussions related to the five main agenda points set for the meeting.

1. H E Asfaw Dingamo, Ambassador,

Embassy of Federal Democratic Republic of Ethiopia

- He said that Flexibility of the program and benchmarking with other Institutes was a very good initiative and required so as to make it excellent. He suggested that Programme should identify the areas of improvement during benchmarking.
- Program should have strong industry linkage as done in Technical and vocational courses in Germany.
- In dynamic environment subjects like Geopolitics and Global Business Environment should be constantly updated.

2. H.E. Dalton Sembiring, Minister, Deputy Chief of Mission,

Embassy of the Republic of Indonesia

- He laid emphasis on Cultural aspects of business.
- Students should be exposed to the nuances of culture and sub-culture of important countries with which India has business relations.

3. Mr. Asalf Habtegiorgis, Minister Counselor I (Education),

Embassy of Federal Democratic Republic of Ethiopia

- He laid emphasis on conducting guest lectures' from Embassies.
- He offered to link Institute with Industry for doing activities like Short Term Projects, Summer Internship Programme etc.
- He also added that we should have faculty exchange and student exchange with African Countries.

4. Mr. Anil Gupta, Head: Strategic Alliances & Client Engagement, Arthimpart Finserv

- He stressed on Entrepreneurship and Start-Ups. Focus should also be on knowing why Startup's fail! One should go deeper as we are still in ideation stage and need to move faster on the same. He stressed that students should be exposed to factors that leads to failures of Startups.
- IB programme should develop a niche for itself so that students and faculty would wish to come here as they aim for Harvard or IIM's.
- IB Programme should increase collaborations with industry for activities like MDP's and Consultancy.
- IB Programme should collaborate with Universities and Institutes in different countries for conducting joint research, seminars etc.
- IOT should be dealt in detail so that students are ready to use its tool when they enter into the industry.

5. Prof. Cherian George, Professor & Head – MDP Cell,

Jagan Institute of Management Studies (JIMS), Rohini

- He focused on having a proper structure for doing and evaluating Summer Internship Programme.
- SIP's and live projects should also be explored with bodies like Ministry of Commerce, DGCIS, DGFT, MEA, FIEO and Embassies and Consulates.

6. Mr. Jairam Shetgaonkar, VP –International,

Godfrey Phillips India Ltd

1. He stressed on creating entrepreneurs.
2. He emphasized on Persuasive Leadership and communication skills in international context
3. Focus should be on building effective international teams that consistently delivers
4. He stressed on building key essential international managerial skills and transformational decision making
5. Students should develop skills on how to deal with Conflict in international context and its resolutions.
6. On roadmap for future, he said that students should be exposed to International startups.

**7. Mr. Praveen Tandon, Head- Exports & DGM,
LG Electronics India Pvt. Ltd.**

- Students should be thoroughly prepared before taking Summer Internship. This may help student in getting Pre-Placement Offers.
- He emphasised on understanding culture of different countries to be able to operate successfully in those markets.
- He offered to give real case-studies to help students to work and propose possible solutions.

**8. Mr. Rajiv Kumar, Executive Director,
BSL Gulf**

- Students should be able to analyze the factors for success and failure of businesses and startups.
- Focus should be given more on Africa as there are immense opportunities available in African markets.

**9. Mr. Rajiv Wahi, Head-International Business,
Escorts Agri Machinery**

- Digital Marketing is need of the day in every industry and should be focused and emphasized for students.
- Through curriculum, students should also be trained to have entrepreneurial mindset, which may help them in understanding entrepreneurial activities in future.

**10. Dr. S. P. Sharma, Chief Economist & Head of Research,
PHD Chamber of Commerce & Industry**

- He stressed on sharing Summer Internship Reports with Industry. He offered to support this through PHD Chamber of Commerce & Industry.
- Students should be encouraged to write policy related case-studies.

- Should increase interface with Industry for of Short term projects and Summer Internships. He offered to take students for Short Term Projects and Research projects at PHD Chamber of Commerce & Industry for training students.
- Industry experts should be invited for exposing students on contemporary issues in area of International Business & Trade.

**11. Mr. Vijendra G. Gupta, Senior Associate Vice President, Spare Parts & International Business (Tractor & Engine),
Eicher Tractors**

- He focused on practical knowledge for students.
- Students should be thoroughly prepared for Summer Internships to get the desired results.
- Students should be prepared for a career rather than first job.
- He emphasized on imparting IOT knowledge to students.

12. Mr. Y. K. Lee, CEO,

Korea India Business Development Centre Pvt Ltd (KIBC)

- He said that Korean's manufacturing is strong and are keen on having tie-up with Indian Companies. Also South Korean academic Institutions are keen on forging relations with India. He offered to help in collaboration of IB Programme with Korean Universities and Industry.
- BIMTECH can look for Student and Faculty Exchange with industry and South Korean Universities.
- South Korean companies are presently focusing on areas like Robotics, ICT and Biotech. IB Programme can be involved in management of these key areas through programmes, seminars, research etc.

The discussions ended with a vote of thanks by Dr. Gagan Katiyar, Associate Professor, BIMTECH.



Rupali Singh

Sr. Manager - CIBP

POINTS OF DISCUSSIONS – GROUP 2 (Conference Room)

Industry - Academia Council Meeting of International Business Programme of Birla Institute of Management Technology (2016 – 17) held on April 22, 2017 at Bimtech Campus, Greater Noida

Members present :-

1. H.E. Elizabeth Napeyok, High Commissioner, Embassy of Republic of Uganda
2. H.E. Mohamed Ali Osman, Counselor Education, Kenya High Commission
3. Ms. M M M Makgoba, Counselor Political, High Commission of South Africa
4. Mr. Witness Ngwenya, Counsellor, Embassy of the Republic of Zimbabwe
5. Mr. Ajay Agarwal, Director-Operations, Alcatel–Lucent India Ltd.
6. Mr. G.C.Mondal, Director – F&A, Company Secretary, IDFC Foundation
7. Mr. M. R. Rajaram, Advisor, Akzo Nobel India
8. Mr. Malik Shah, Vice President - Commercials and Supply Chain, PI Industries Ltd.
9. Mr. Nirmal Sinha, ex CMD, The Handicrafts & Handlooms Exports Corporation of India Ltd.
10. Mr. Pranav Kumar, Director & Head International Trade, Confederation of Indian Industry
11. Mr. Ramesh Krishnan, President, Distribution, Logistics & Infrastructure Ltd.
12. Mr. S. C. Pradhan, CEO, S4 Enterprises

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16. Prof. Rajeev Sharma, Course Co-ordinator, Centre for International Business & Policy, BIMTECH
17. Dr. Ritu Srivastava, Asst. Professor, BIMTECH
18. Prof. Saloni Sinha, Asst. Professor, BIMTECH
19. Prof. Chanchal Kushwaha, Asst. Professor, BIMTECH

MAIN POINTS OF DISCUSSION :-

Dr. Anupam Varma welcomed all members present in the room and requested everyone to introduce themselves for the benefit of other members and start discussions related to the five main agenda points set for today's meeting.

1. H.E. Elizabeth Napeyok, High Commissioner, Embassy of Republic of Uganda

- She pointed out that Exchange students from Africa should be extended from PhD students to MBA program students.
 - She was looking at study exchange programmes for students from Uganda so as to know India and its trade / economy.
- 2. H.E. Mohamed Ali Osman, Counsellor Education, Kenya High Commission**
- He also added that we should have faculty exchange and student exchange with African Countries.
- 3. Ms. M M M Makgoba, Counsellor Political, High Commission of South Africa**
- She was of the view that the institute should be ready for random visits of education delegations of foreign countries.
- 4. Mr. Witness Ngwenya, Counsellor, Embassy of the Republic of Zimbabwe**
- He stressed that BIMTECH should encourage engagement with Zimbabwe and invite academicians and students to the institute. He said that several higher educational institutes can be approached for collaborations.
- 5. Mr. Ajay Agarwal, Director-Operations, Alcatel-Lucent India Ltd.**
- He raised his concern with respect to the effectiveness of Short Term Projects.
 - He emphasized on involvement of rigor and quality of interaction during Short Term and live projects.
 - He also recommended a regular industry interaction and involvement for better results.
- 6. Mr. G.C.Mondal, Director – F&A, Company Secretary, IDFC Foundation**
- He recommended for exposing students to GST and its applications.
 - He also suggested including GST as core subject or modules of GST in finance and operations specialization.
 - He emphasized that the relevance of GST in international business should be told to students.
- 7. Mr. M. R. Rajaram, Advisor, Akzo Nobel India**
- He stressed on including feedback from alumni to measure the gap in courses.

- He was of the view that greater emphasis should be given on ethics and compliances.
- He pointed out that outgoing students in exchange programs should be aimed at 20%.

8. Mr. Malik Shah, Vice President - Commercials and Supply Chain, PI Industries Ltd.

- He emphasized the role of short term projects in experiential learning and continuous monitoring for better results.

9. Mr. Nirmal Sinha, ex CMD, The Handicrafts & Handlooms Exports Corporation of India Ltd.

- He was of the view that participation in global competitions for better visibility of program, interaction with industry leaders for developing communication skills, STPs should not be half-cooked and should have better monitoring mechanisms.
- He further said that focus should be made on country "Africa" in terms of modelling the curriculum and getting students and faculty from Africa. The institute's nodal person should be communicated with all the embassies in Africa.
- He said that there are two views on policy changes – government and Chambers & Consultants

10. Mr. Pranav Kumar, Director & Head International Trade, Confederation of Indian Industry

- He recommended involvement of courses on Standards & Sanctions in international business with focus on scenario e.g. Quality standards/BIS/DOC/FSSAI and changes in standard value chains.
- He also extended a helping hand to support PGDM IB by connecting the program students with standard setting agencies wherein BIMTECH could partner with Government of India in their various campaigns.
- He further stated that Department of Commerce Officials should be contacted for education specific trade fairs; Engagement with United Nations for Africa engagement.
- His views were also on more guest lecturers from Government bodies like Ministry of Commerce, IIFT, RIS for enhanced engagement with policy making bodies which keep an eye on the global developments. Project/report writing and research by students is preferred.

11. Mr. Ramesh Krishnan, President, Distribution, Logistics & Infrastructure Ltd.

- He suggested enhanced involvement of students with industry and more application oriented exposure.

- He recommended six months of internship with industry on live projects.
- He also recommended involvement of students on regular or part time projects in consultancy projects and research.

**12. Mr. S. C. Pradhan, CEO,
S4 Enterprises**

- In his view students should be exposed to projects based on product standards and quality and that interaction with business houses and institutions should be initiated in this regard.
- The Best practices of CSR [as mentioned in the company law as social responsibility of business] should be shared with the students.
- Students should be encouraged for studying Trade Agreements with specific regions should be studied for business start-ups in future. Students should be given
- Certain industry players like PWC have a strong connect with policy changes, EXIM Bank, RBI and trade division of embassies should also be contacted and involved for developing different platforms for students to learn and exchange information.

Dr. Ritu Srivastava

Assistant Professor

MINUTES OF THE MEETING OF CIBP HELD ON 23rd March, 2017

Members present :-

- | | |
|-------------------------|---------------------|
| 1. Dr. Anupam Varma, | Dy. Director |
| 2. Dr. Anuj Sharma, | Chairperson – CIBP |
| 3. Prof. Rajeev Sharma, | Co-ordinator - CIBP |
| 4. Dr. Ritu Srivastava | Asst. Professor |
| 5. Ms. Rupali Singh | Manager - CIBP |

Dr. Anuj Sharma welcomed all members present to the CIBP meeting and was thankful to Dy. Director Sir for having spared his valuable time.

Action Taken Report of the last Academic Council Meeting was circulated to all which contained the suggestions given by advisory members and the actions taken by the Centre over them.

The Program Design of PGDM-IB was also shared by all for 2017-19, so as to understand the courses being proposed for the new batch.

Points Discussed:-

Points of discussions	Action Taken / To be taken by
<p>1. <u>Review of Existing Syllabus</u></p> <ul style="list-style-type: none"> - Core courses, electives and modules being taught for international business programmes were reviewed. - Analytics to be added for Marketing and to be discussed with Area Head. - Existing courses like WTO to be re-visited and nomenclature changed so as to offer it in 4 or 5 trimesters. - In order to reduce load, papers like BC2, ITO and BRM to be reviewed. 	<ul style="list-style-type: none"> - Dr. Ritu Srivastava / Prof. Rajeev Sharma

<p>2. <u>Addition of Ambassadors in AAC</u></p> <ul style="list-style-type: none"> - Letters to be sent to existing and some new selected Ambassadors and appointments taken for visits. 	<ul style="list-style-type: none"> - Ms. Rupali Singh
<p>3. <u>Existing members confirmation and addition of new members</u></p> <ul style="list-style-type: none"> - Confirmations have started flowing and received from quite a few existing members. - Invitations sent to new members from academia and industry as well. <p><u>(List of confirmations and new members added circulated to all members present)</u></p>	<ul style="list-style-type: none"> - Dr Anuj Sharma & Prof. Rajeev Sharma
<p>4. <u>Action Taken Report of last meeting</u></p> <ul style="list-style-type: none"> - Some papers were to be re-visited and suggestions/ modifications to be made in the course content. - Respective HOD's have been requested to revert with the same 	<ul style="list-style-type: none"> - Dr. Anuj Sharma, Prof Rajeev Sharma & Ms. Rupali Singh

Dr. Anuj thanked everybody for their presence once again.

Best regards,



Rupali Singh

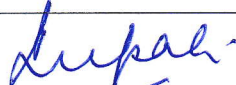
Manager – CIBP

Minutes of the meeting of Centre for Business and Policy (CIBP)
held on 11th February 2017

Members Present:

1. Dr. Anuj Sharma, Centre-Chairperson
2. Prof. Rajeev Sharma, Programme- Coordinator
3. Dr. Ritu Srivastava, Assistant Professor
4. Ms. Rupali Singh, Academic Manager

Minutes of the Meeting	Action to be taken
<u>Academic Advisory Meeting of IB Centre</u>	
<ul style="list-style-type: none"> - Proposed advisory meeting of Centre is for 22nd April 2017. - Total list of existing and present members was discussed. - Those who are not participating maybe removed from the advisory. - New members may be tapped. - Subject Benchmarking to be continued keeping in mind the top universities / colleges teaching IB in India and abroad - Some papers of IB may be simplified to smaller modules, if required. - Invitation Letters to be sent to all present members informing them about the proposed dates of meeting so that they can block their dates - Next meeting proposed on 13th March 2017 	<ul style="list-style-type: none"> - Dr. Anuj Sharma - Prof. Rajeev Sharma - Dr. Ritu Srivastava - Ms. Rupali Singh


Rupali Singh

Manager - CIBP

WRITEUP

Industry-Academia Council Meeting of International Business Programme held at BIMTECH Campus on April 22, 2017

International Business Programme of The Centre for International Business and Policy (CIBP) of BIMTECH has been striving to be a leader in providing students and business managers with the skills to understand foreign cultures and the management challenges faced by companies in a global geopolitical environment. The emphasis is to create a programme which will not only have a global appeal but also at the same time will make sure that the students are grounded to their basics. In pursuit of this and in the context of the present and future needs of the International Business Industry, International Business Programme has constituted Industry-Academia Council.

On April 22, 2017 fifth Industry-Academia Advisory Council Meeting for Centre for International Business & Policy was held and was second in a row at our Campus in Greater Noida. The Council Meetings advise the respective Academic Centers about the curriculum modifications in accordance to the expectations of the industry. In-depth deliberations are held by the members of the Council about the different facets of the programmes. Accordingly, this time the Programme had set a broader agenda which would help the Programme achieve even higher scales and a perfect roadmap to be amongst one of the top International Business programmes in Asia.

The Council comprises of Ambassadors and Minister Counselors' of various Embassies, CEO's, VPs, GMs, CxOs of top companies into international business and senior Academicians in the area of international business and trade as the members of the Council. The meeting is usually held once in a year.

The preparation of the meeting started much in advance. CIBP team comprising of Dr. Anupam Varma, Dr. Anuj Sharma, Prof. Rajeev Sharma, Dr Ritu Srivastava, Ms Rupali Singh and, Arun V S held several rounds of discussions. New Council members were inducted, visits to the council members were made, agenda was finalized and roles and responsibility of each member of CIBP was defined.

The meeting was held on April 22, 2017 at Bimtech Campus with around 24 members attending the same. The Council had representation from the Embassies, IT, Retail, Electronics & Consumer Durables, Investment & Banking, Operations & Manufacturing, Service Industry, Government organizations, Trade & Councils and academics.

Diplomats and Ambassadors from Uganda, Ethiopia, Indonesia, Zimbabwe, South Africa and Kenya participated in the discussions. Head – International Business, Director, Managing Director, Head-Exports & Business, President- Commercial, Country Head, President and Senior Associate Vice President of various well known companies like Nokia, Godfrey Philips, Gulf Ispat, LG Electronics, Escorts, P I Industries, Eicher,

BSLGulf etc. took time out of their busy schedule to meet up and give their valuable comments towards the growth of the Centre. CEO of Korea India Business Development Centre Pvt Ltd (KIBC), Former CMD of Handicrafts & Handlooms Exports Corporation of India Ltd., Head – International Trade of CII and Chief Economist of PHD Chamber of Commerce & Industry added the perspective from the government side and policies towards trade and investment relevant for students and research of CIBP. Senior Academicians from leading International business institutions of India alongwith BIMTECH faculties were a part of the meeting who added their views on the revamping of syllabus for the upcoming batch of international business.

Broadly the **agenda of the meeting** included:-

1. Integration of best practices of Industry in Curriculum
2. Globalization of IB program
3. Engagement of CIBP with policy making bodies in the area of International Trade.
4. Enhancement of Industry – Program Interface (Consultancy, Training, Projects, Case writing etc.)
5. Roadmap for 2022 –BIMTECH's PGDM (IB) program to be known as one of the top IB programs in Asia.

Soon after high tea, meeting was started with a film of CIBP made by students of previous batch of PGDM (IB) giving facets of various activities conducted in the Programme and Institute. The proceedings started with welcome address of Dr. H Chaturvedi, Director, BIMTECH. This was followed by the Annual performance report of CIBP presented by Dr. Anupam Varma, Deputy Director & Dean Academics. Highlights of the Centre of last one year, Action taken report of last Academic Advisory Committee meeting and benchmarking with other leading Institutes of India and Abroad offering International Business programme was presented by Dr. Anuj Sharma, Chairperson, CIBP.

Soon after this the members present were divided into two groups for in-depth discussions on agenda points. The members participated in discussions with full energy and excitement and gave very valuable comments on the various agenda items. Leaders of corporate were very kind to extend their full support in terms of projects, internships and guest lectures' for the students and faculties. Even tie ups with foreign land universities came up in discussions by the Ambassadors of different countries in terms of faculty and students exchange, joint research and higher studies.

The recommendations made were accepted by all the esteemed members of the Council. The meeting concluded with vote of thanks proposed by Dr. Gagan Katiyar and Prof. Rajeev Sharma, Course Co-ordinator – CIBP to their respective groups. Group

photograph as a memoralia was also taken which was followed by lunch. Anchoring for the event was done by Ms. Rupali Singh, Sr. Manager – CIBP.

Industry-Academia Council meet proved to be very fruitful and it paved path for future growth of CIBP in terms of setting a roadmap for PGDM (IB) to be known as one of the best programmes in Asia and tie-ups with industry and academia, bringing industry practices into the classroom and opportunities for research, training and consultancy.

Rupali

Rupali Singh

Sr. Manager – CIBP





ACTION TAKEN REPORT

INDUSTRY-ACADEMIA COUNCIL MEETING OF CIBP HELD ON 22nd April 2017

Sr. No.	Name of Advisory Member	Suggestions	Action Taken
1.	H E Asfaw Dingamo, Ambassador, Embassy of Federal Democratic Republic of Ethiopia	<ul style="list-style-type: none"> • Programme should identify the areas of improvement during benchmarking. • Program should have strong industry linkage as done in Technical and vocational courses in Germany. • In dynamic environment subjects like Geopolitics and Global Business Environment should be constantly updated. 	<ul style="list-style-type: none"> • Programme identifies the areas and accordingly adds or delete or modify the course / syllabus. • Programme keeps touch with industry and takes help in terms of STP's, SIP, projects and guest lectures. • Both the subjects are changed according to latest changes in global business environment.
2	H.E. Dalton Sembiring, Minister, Deputy Chief of Mission, Embassy of the Republic of Indonesia	<ul style="list-style-type: none"> • Emphasis should be on Cultural aspects of business. 	<ul style="list-style-type: none"> • Students are exposed to the nuances of culture and sub-culture of important countries with which India has business relations under courses like Inter-cultural Business Communication, International Marketing and project on "Doing Business in Emerging Countries"
3	Mr. Asalf Habtegiorgis, Minister Counselor I (Education), Embassy of Federal Democratic Republic of Ethiopia	<ul style="list-style-type: none"> • Emphasis on conducting guest lectures' from Embassies • To link the Institute with Industry for doing activities like Short Term Projects, Summer Internship Programme etc. • Institute should have faculty exchange and student exchange with African Countries. 	<ul style="list-style-type: none"> • Representatives from Embassies are invited from time to time for conducting guest lectures and panel discussions. • Students are encouraged to do atleast one STP and are also required to do industry projects work in different courses. SIP is compulsory for all and is done in the Companies. • We are exploring the idea with Universities through CIA Office of BIMTECH.
4	Mr. Anil Gupta, Head: Strategic Alliances & Client Engagement, Arthimpact Finserv	<ul style="list-style-type: none"> • Emphasis on Entrepreneurship and Start-Ups • IB Programme should increase 	<ul style="list-style-type: none"> • BIMTECH has recently launched Atal Incubation Centre (AIC) to give more emphasis on entrepreneurship. • IB programme has also

collaborations with industry

- IOT should be dealt in detail

launched courses like Design Thinking and Business Innovation and Growth to create entrepreneurial mindset among students.

- IB Programme continuously engages with industry through activities like guest lectures, panel discussions, advisory committee meetings etc.
- IB Programme has launched courses on Emerging Technologies last year. This year IT area is planning to launch a bouquet of four courses.

5	Prof. Cherian George, Professor & Head – MDP Cell, Jagan Institute of Management Studies (JIMS), Rohini	<ul style="list-style-type: none"> • Proper structure for doing and evaluating Summer Internship Programme. • SIP's and live projects should also be explored with bodies like Ministry of Commerce, DGCIIS, DGFT, MEA, FIEO and Embassies and Consulates 	<ul style="list-style-type: none"> • A well laid SIP process is laid down which starts with a workshop. It is mentored by faculty members. • Programme has requested CCR for doing internship with Government Bodies.
6	Mr. Jairam Shetgaonkar, VP –International, Godfrey Phillips India Ltd	<ul style="list-style-type: none"> • Stressed on creating entrepreneurs and students should be exposed to International startups. • Students should develop skills on how to deal with Conflict in international context and its resolutions • Emphasis on Persuasive Leadership and communication skills in international context 	<ul style="list-style-type: none"> • IB programme has also launched courses like Design Thinking and Business Innovation and Growth to create entrepreneurial mindset among students. • From coming academic year skills on how to deal with Conflict to be developed through workshop by industry expert. • It is imparted through various papers like Intercultural Business Communication, LEAD programme and Organizational Behavior.
7	Mr. Praveen Tandon, Head- Exports & DGM, LG Electronics India Pvt. Ltd.	<ul style="list-style-type: none"> • Students should be thoroughly prepared before taking Summer Internship so as to get PPO's. • There should be emphasis on understanding culture of different countries to be able to operate successfully in those markets. 	<ul style="list-style-type: none"> • A well laid SIP process is laid down which starts with a workshop. It is mentored by faculty members. • Intercultural Business Communication, International Marketing and Doing Business with Emerging Markets is

		taught wherein students are exposed to different cultures.	
8	Mr. Rajiv Kumar, Executive Director, BSL Gulf	<ul style="list-style-type: none"> Students should be able to analyze the factors for success and failure of businesses and startups Focus should be given more on Africa 	<ul style="list-style-type: none"> IB programme has launched courses like Design Thinking and Business Innovation and Growth to create entrepreneurial mindset among students. We have a project on Doing Business with Africa and also conducted a panel discussion on same subject.
9	Mr. Rajiv Wah, Head-International Business, Escorts Agri Machinery	<ul style="list-style-type: none"> Digital Marketing should be focused and emphasized Students should also be trained to have entrepreneurial mindset. 	<ul style="list-style-type: none"> IB programme has started specialized paper of "Digital Marketing" for marketing students. IB programme has launched core paper on "Creating an Entrepreneurial Mindset".
10	Dr. S. P. Sharma, Chief Economist & Head of Research, PHD Chamber of Commerce & Industry	<ul style="list-style-type: none"> Should increase interface with Industry for Short term projects and Summer Internships. Industry experts should be invited for exposing students on contemporary issues 	<ul style="list-style-type: none"> Institute has CCR department who is working along with the programme for increasing industry tie ups. IB programme conducts regular guest lectures of industry experts.
11	Mr. Vijendra G. Gupta, Senior Associate Vice President, Spare Parts & International Business (Tractor & Engine), Eicher Tractors	<ul style="list-style-type: none"> More Focus on practical knowledge for students Students should be thoroughly prepared for Summer Internships Emphasis to be given on imparting IOT knowledge 	<ul style="list-style-type: none"> IB programme focuses on experiential learning through case studies, project works, field study etc. Practical aspects are also covered in subjects like Capstone, Markstat, X-Culture and Cluster Project. We have a well laid down SIP Process IB Programme has launched courses on Emerging Technologies last year. This year IT area is planning to launch a bouquet of four courses.
12	Mr. Y. K. Lee, CEO, Korea India Business	<ul style="list-style-type: none"> South Korean academic Institutions are keen on forging relations with India. 	<ul style="list-style-type: none"> With support of Mr. Lee, IB Programme has signed MoU with Hansung University and

Development Centre Pvt Ltd (KIBC)	<ul style="list-style-type: none"> • Student and Faculty Exchange with industry and South Korean Universities. • Focus on areas like Robotics, ICT and Biotech. 	<p>Metropolitan to work on mutually beneficial area.</p> <ul style="list-style-type: none"> • IB Programme has launched courses on Emerging Technologies last year. This year IT area is planning to launch a bouquet of four courses.
13 H.E. Elizabeth Napeyok, High Commissioner, Embassy of Republic of Uganda	<ul style="list-style-type: none"> • Exchange students from Africa should be extended from PhD students to MBA program students and study exchange programmes for students from Uganda so as to know India and its trade / economy 	<ul style="list-style-type: none"> • Programme has requested CIA office to explore the possibilities for student and faculty exchange
14 H.E. Mohamed Ali Osman, Counselor Education, Kenya High Commission	<ul style="list-style-type: none"> • We should have faculty exchange and student exchange with African Countries. 	<ul style="list-style-type: none"> • Programme has requested CIA office to explore the possibilities for student and faculty exchange.
15 Ms. M M M Makgoba, Counselor Political, High Commission of South Africa	<ul style="list-style-type: none"> • Institute should be ready for random visits of education delegations to foreign countries. 	<ul style="list-style-type: none"> • Programme encourages students to participate in visits and exchange. As a result around 75% have undertaken industrial visits to Dubai, Singapore, Malaysia and to European countries on student exchange.
16 Mr. Witness Ngwenya, Counsellor, Embassy of the Republic of Zimbabwe	<ul style="list-style-type: none"> • BIMTECH should encourage engagement with Zimbabwe and invite academicians and students to the institute 	<ul style="list-style-type: none"> • Have shared with CIA office to explore the opportunities for faculty and student exchange and research.
17 Mr. Ajay Agarwal, Director-Operations, Alcatel-Lucent India Ltd.	<ul style="list-style-type: none"> • Was concerned with respect to the effectiveness of Short Term Projects • Recommended a regular industry interaction and involvement 	<ul style="list-style-type: none"> • STP's are done under mentorship of faculty members and regularly monitored. • We conduct panel discussions, workshops, guest lectures, field visits etc. so as to increase our industry linkages.
18 Mr. G.C. Mondal, Director – F&A, Company Secretary, IDFC Foundation	<ul style="list-style-type: none"> • He recommended for exposing students to GST and its applications • He suggested including GST as core subject or modules of GST in finance and operations specialization. 	<ul style="list-style-type: none"> • The same has been covered through panel discussions and series of guest lectures from industry experts. • It has been included as a module in "Intl. Supply Chain".

19	Mr. M. R. Rajaram, Advisor, Akzo Nobel India	<ul style="list-style-type: none"> • He stressed on including feedback from alumni to measure the gap in courses • Emphasis should be given on ethics and compliances. • Outgoing students in exchange programs should be aimed at 20%. 	<ul style="list-style-type: none"> • Time to time we have chapter and alumni meets. We are planning of formalizing it this year. Exit Feedback is taken from passing out students and analyzed so as to cover the gaps. • We have core paper like Responsible Business, Business Laws, Global Business Environment and Intl Trade Operations which cover issues of compliance. • Programme encourages students to participate in visits and exchange.
20	Mr. Malik Shah, Vice President - Commercials and Supply Chain, PI Industries Ltd.	<ul style="list-style-type: none"> • He emphasized the role of short term projects in experiential learning and continuous monitoring for better results 	<ul style="list-style-type: none"> • STP's are done under mentorship of faculty members and regularly monitored.
21	Mr. Nirmal Sinha, Ex CMD, The Handicrafts & Handlooms Exports Corporation of India Ltd.	<ul style="list-style-type: none"> • Participation in global competitions for better visibility of program • Focus should be made on "Africa" in terms of modeling the curriculum and getting students and faculty from Africa 	<ul style="list-style-type: none"> • We had conducted B2B meeting for Korean start-ups in Gurgaon, Panel discussion with representatives from South Africa. Have Doing Business with Africa project for students.
22	Mr. Pranav Kumar, Director & Head International Trade, Confederation of Indian Industry	<ul style="list-style-type: none"> • He recommended involvement of courses on Standards & Sanctions • More guest lecturers from Government bodies like Ministry of Commerce, IIFT, RIS for enhanced engagement with policy making bodies • Department of Commerce Officials should be contacted for education specific trade fairs; Engagement with United Nations for Africa engagement. 	<ul style="list-style-type: none"> • Global Business Environment, Business Law and Geopolitics cover the same. • IB programme regularly invite people from industry and conduct guest lectures on contemporary issues. • Programme would seek help from Council members for the same.
23	Mr. Ramesh Krishnan, President, Distribution, Logistics & Infrastructure Ltd.	<ul style="list-style-type: none"> • He recommended six months of internship with industry on live projects • He recommended involvement of students on regular or part time projects in consultancy and research. 	<ul style="list-style-type: none"> • We currently have 3 months SIP. • Our students are encouraged for the same and they do it under guidance of faculty.

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Mr. S. C. Pradhan,
CEO,
S4 Enterprises

- Best practices of CSR should be shared with the students
- He laid emphasis on Trade Agreements which would be useful for business start-ups in future
- Programme has a core paper namely Responsible Business covering it and rural immersion programme through which students visit villages.
- Trade agreements are taught as a part of Global Business Environment paper.

Ms. Rupali Singh
Sr. Manager - CIBP