



IIM
SHILLONG



PROGRAM BROCHURE

PGPExecutive 2017-18

Director's Message



Dr. Amitabha De, Director

Rajiv Gandhi Indian Institute of Management, Shillong (IIMS) was established in the year 2007 by the Government of India, Ministry of Human Resource Development, with the objective of offering world class management education and research in the country. The vision is to become an internationally recognized management Institute with a global outlook grounded in Indian values. Over the years, IIM Shillong has made great strides towards fulfilling its vision. The Institute is recognized as one of the premier management institutes in India. As we move forward, our emphasis is to create young, vibrant and dedicated managers and thought leaders, intellectually and emotionally competent to meet the challenges of the organization, both at national and international level.

Keeping the above objective in mind, IIM Shillong and the Ocean University of China (OUC) have joined hands to design the first ever Sino-India 14 months full time Executive Post Graduate Program (PGPEX) for executives to gain first-hand knowledge of two emerging economies. PGPEX is an International Program open to all students from across the globe. The programme is designed for young executives across areas and geographies. The objective of this programme is to provide the students with an understanding of the corporate business practices and equipping them with necessary knowledge, skills, and attitude for decision making in a complex business environment. The first batch of PGPEX Program commenced on 15th June 2012 and the program was successfully completed on 30th April 2013.

Chairperson's Message



Dr. Rohit Joshi
Chairperson –PGPEX Programme,
(PGPEX – MBIC)

Through an innovative approach towards business education, IIM Shillong has carved a niche for itself among the premier management schools in India. The first ever Sino-India management program for executives, PGPEX was a step in this direction that aims at developing global leaders of the future. We feel proud to present to you a group of young and talented pool of executive participants of a program that stands committed to provide a unique talent pool equipped with skills to perform and excel in a rapidly changing emerging economic landscapes. The curriculum emphasizes on global diversity with a focus on Sino-India business management to cater to the needs of today's culturally sensitive business environment. By working closely with the batch as a coordinator, I can assure you that the current batch has come out with the right blend of business acumen, leadership skills, and strong ethics to work in a transcultural environment and to take their respective organizations to newer heights. It is thus my privilege to invite you to associate with the present batch of PGPEX and together create a business order which is sensitive to the local needs and aspirations of the emerging economies!!

Chairperson's Message



Dr. Anurag Dugar
Chairperson - Student Affairs,
Placement & PR (PGPEX –MBIC)

Greetings from IIM Shillong!

It gives me immense pleasure in introducing you to the sixth batch of the Post Graduate Programme for Executives (Managing Business in India and China (PGPEX - MBIC) for which we handpick seasoned individuals from industry, who have the potential to form and lead the organizations of future.

In this batch, we have participants from diverse industrial backgrounds such as IT, Power, Manufacturing, Banking, Telecom where they have been contributing in functions like, Operations, Business development, Consulting, Project management etc.

The Programme (PGPEX – MBIC) has been designed, keeping in consideration, the role that the two emerging super-powers, the two largest markets, India and China, will play in the times to come. Therefore, the programme places a lot of emphasis on making the participants appreciate the nuances of doing business in India and China.

The programme offers an enriching blend of contemporary courses, intense class room sessions, academia-industry interactions, extended internships and industrial visits in India and China. All these things, shape the participants of the programme into thought leaders who are well versed with the businesses and cultures of the two countries and are also well-equipped with tools and techniques required to design and implement the best practices in management and leadership.

I am confident that they will certainly prove to be valuable assets for your organization as well as for the society. I invite you and your team to be a part of placement process at IIM Shillong. It will be an honour for us and pleasure as well, to host you and your team at IIM Shillong.

IIM Shillong- A Wealth of Opportunities



Nestled in the pristine and verdant North-Eastern Indian state of Meghalaya, IIM Shillong endeavors to actualize management leaders by bolstering the latitude of thought, innovation and dynamism to have a global outlook coupled with strong values.

Vision

To become an internationally recognized management Institute with a global outlook grounded in Indian values.

Mission

To generate and disseminate knowledge in all aspects of management education for sustainable development and to develop innovative leaders with strong ethical values.

Core Values

- Openness to new ideas and experiences
- Intellectual freedom
- Self-experimentation and creative pursuit
- Adherence to fair, just and ethical practices
- Compassion for others

IIM Shillong has been set up with a vision of expansion and mobilization of facilities for offering good quality management education and research in the North Eastern region of India. The decision of coming up with an Indian Institute of Management in the North East was unanimously taken by the Union Minister of Human Resource Development along with the Chief Ministers of the North Eastern States in the Review Meeting held at Shillong during June 2004. Shillong was drafted as the permanent location for the institute after consultation between the Ministry of Development of North Eastern Region (DONER) and the Chief Ministers of States of the region.



PGPExecutive- The Staging Board

PGPEX - Managing Business in India and China (MBIC) is an intensive 14 months full time residential course for Executives with prior industry experience and entrepreneurs. The program aims at equipping the participants with adequate management knowledge and skills to enable them to captain businesses straddling Indian and Chinese markets and operate at strategic levels with a global outlook by synergizing all functional areas of management.

The participants are trained in Mandarin, Chinese culture and tradition to pivot them to manage in dynamic cross-cultural environment and to be aware of regional sensitivities.

PGPEX-MBIC is a staging board for aspiring executives to reach higher career echelons or pursue entrepreneurial enterprises. The Indo-China orientation ensures that the participants get immersed in best of both the management styles in Asia and carve an outlook which spans across the Asian giants into the Global Economy. Participants are interned in Chinese companies and culture as part of immersion program to get a closer look at work ethics and management style.



China Immersion

Nǐ hǎo zhōngguó – Namaste China

Emergence of India and China as major forces in the contemporary Global Economy is one of the most significant development of the past century. So much so that the current century can be rightly called the Asian Century. Managers not only require the functional knowledge but also need cross-cultural acumen to conduct management in an unprecedented highly connected & integrated world. In an endeavor to sculpt Managers with such qualities The Indian Institute of Management – Shillong and The Ocean University of China have collaborated to design a rigorous curriculum which exposes managers to management philosophies and benchmark practices across both the nations.

Internship in China

Under going internship in China gives the participants a unique glimpse into the management styles of the Asian business giant and economic power house. The participants come to gain practical insights into corporate problems, apply the business principles learnt during the course, and innovate.

Ocean University of China, Qingdao, China

Ocean University of China, formerly Ocean University of Qingdao, was established in 1924 and is a comprehensive university under the direct administration of the Ministry of Education of China and offers courses in disciplines of Science, Engineering, Fishery Sciences, Pharmaceutics, Economics, Management, Liberal Arts, Law, Agronomy and History. OUC is located in the coastal city of Qingdao. Located on the shore of Yellow Sea, Qingdao is a renowned summer resort and an attractive historic tourist city of scenic beauty and temperate climate. The city is well connected to Japan, South Korea, Hong Kong and other East-Asian cities by direct flights operated from Qingdao Liuting International Airport.

The college of Management in OUC has five departments including Business Administration, Accounting, Marketing and Electronic Business, Tourism, Brand enterprise research Centre and seven institutes which enriches the participant's experience of cross-cultural management exposure.



Quick Facts

- **What is the total duration of the China module and when does this start?**

The China module is a part of the PGPEX program and is for a period of 4 months. The module starts during the month of March and the total duration is from March to July.

- **What is the total cost of the China module?**

The total cost of the China module is around 2 -4 Lakhs that includes Air Tickets, Travel, and Lodging.

- **What facilities are included or are part of the fees for the China module?**

As part of the fees for China Module, tuition fees and lodging expenses are taken care of by OUC for the entire duration of student's stay in China. Food expenses are separate and borne by the student.

- **Are there any other expenses other than the China module fees?**

Accommodation and tuition fees is covered. All food expenses during the stay has to be borne by the student. If internship is in Qingdao, then accommodation is taken care by OUC. However, if internship is in a different location, then the student has to bear the expenses.

- **Does the fee includes the expense such as traveling, visa charges, food expense, lodging etc during china visit?**

The visit only includes lodging expenses at Oceans University of China, apart from this all other expenses including travel expense, Visa charges, Food etc are to be borne by the student.

- **Is internship in China mandatory? How is it arranged?**

Yes, it's required by all participants to intern in China or Chinese company, as the essence of program is to learn Chinese business culture and ethics. Internships are facilitated by OUC and are student driven as per individual interest.

- **Is the international component optional?**

No, it is compulsory.

- **Where can I get more information about the course structure?**

You can get detailed information from the below link: <http://www.iimshillong.in/pgpex/pgpex-structure>

INTERNSHIP DETAILS



PLACEMENT DETAILS

Placement in IIM Shillong is a student driven activity. IIM Shillong strives to assist the placement committee in all forms for corporate engagements in India and China. The institute experienced vibrant placement activities during the last years. The list of companies visiting the campus during the last three years include:



The package during the last 3 years ranges from 42 lakhs to 10 lakhs. The participants experienced domestic and international placements. The entire IIM Shillong fraternity expresses their gratitude to all the recruiters for their faith and support throughout the recruitment process.

PGPExecutive 2017-18



The **PGPEX - MBIC (Post Graduate Program for Executives - Managing Business in India and China)** is a 14 months intensive program offered by The Rajiv Gandhi Indian Institute of Management (RGIIM). The Executive Management Program aims at equipping the participants with adequate knowledge and business skills for managing businesses in India and China, and also enabling them to operate at strategic levels with a global outlook by synergizing all functional areas of Management. Moreover the participants will be trained in Chinese language, Chinese Culture and Chinese tradition understanding which is important for doing business in China.

This year's PGPEX batch is a set of 23 accomplished participants from a varied range of industry such as IT, Metallurgy, Consulting, Petroleum, Energy, Banking, and others. Their diversity in experiences and skills make this year's PGPEX program one of the most sought after batches for management education. Over the period of 14 months, the participants go through rigorous academic process of IIM Shillong and spend about 4 months at The Ocean University of China, understanding the culture and management principles of the country.

The diversity of the batch makes it one of the most special ones. With an average experience of 6 years, the batch represents a strong team of professionals in the areas of Operations, Project Management, Customer Relationship Management, Strategy, and others.

PROGRAM STRUCTURE

The PGPEX is a fully residential program spread across IIM Shillong and OUC campuses. The structure of the PGPEX Program primarily aims at providing individuals ample opportunity to learn time-tested general management principles as well as current best practices relevant for conducting business in the two emerging economies. The structure of the Program is a blend of foundation, core and elective courses spread across Five Modules in 1.2 years.

PGPEX (MBIC) has four types of course components comprising of:

- a) Foundation Courses
- b) Core Courses
- c) Elective Courses
- d) Free Standing Courses

PROGRAM ACADEMIC CALENDER

7 th Oct 2017	Registration
7 th Oct 2017	Orientation
10 th to 23 rd Oct 2017	Preparatory & Foundation Course
18 th Oct 2017	Inauguration
24 th Oct to 23 rd Dec 2017	Module I
27 th Dec 2016 to 22 nd Jan 2018	Winter Break
23 rd Jan to 17 th Mar 2018	Module II
19 th Mar to 19 th May 2018	Module III (China Module)
22 nd May to 14 th July 2018	Internship in China
24 th July to 27 th Oct 2018	Module IV
30 th Oct to 17 th Dec 2018	Dissertation
20 th Dec to 22 nd Dec 2018	VIVA VOCE (China Internship & Dissertation)

Note: China Departure and Arrival dates may change depending upon the logistics arrangement.

Electives

The list of electives offered at IIM Shillong is a varied bunch that focuses in providing the entire length and breadth of business. Students can select list of electives that interests them according to their area of specialization and past experience.

The list of electives shown is presently for the PGPEX 2017 batch. The list of electives however changes every year.

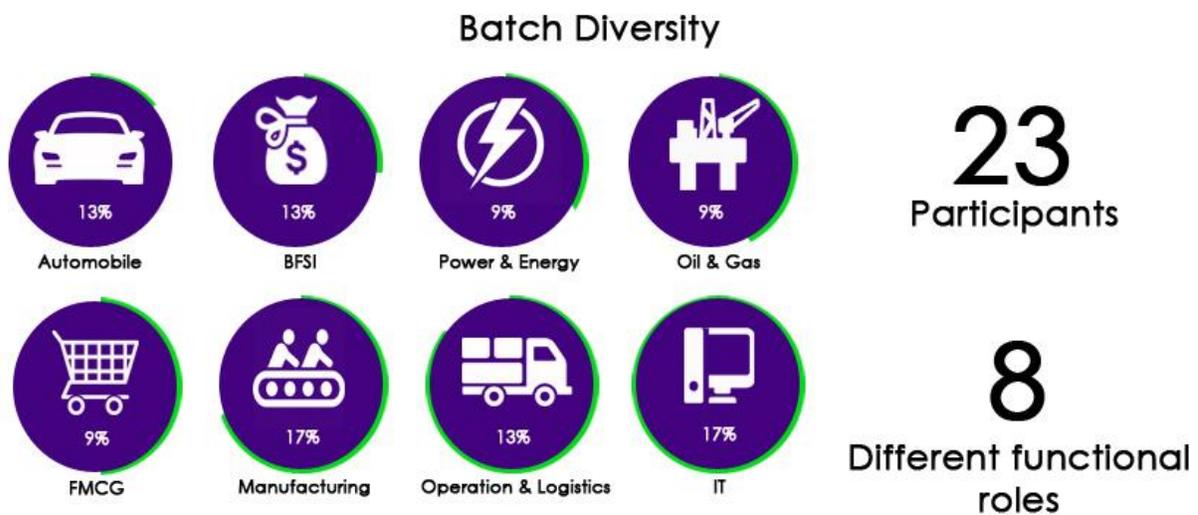
- The Irrational Consumer
- Personal Development and Self-Actualization
- Discursive Trends in Management: A course in Qualitative Approach to Management Practice
- Consulting Through Business Modeling
- Commercial Aspects in Transnational Business
- Dynamics of International Trade and Business
- Internationalization of Emerging Multinationals
- Time Series Econometrics Doing Business in North East India and South East Asia
- Management of Financial Services
- Investment Banking
- International Finance, Trade and Capital Flows in Emerging Markets
- Mergers and Acquisitions in Emerging Markets
- Entrepreneurial Dynamics of an Indian Multinational
- Pricing Analytics and Revenue Management
- Wisdom Leadership East West Perspectives
- Working in Teams and Making Teams Work
- Indian Industrial Relations Regulatory Framework
- IT Product Engineering Management
- IT Strategy for Business
- Brand Management
- Consumer Insights
- B2B Marketing
- Customer Relationship Management
- International Marketing
- Rural Marketing
- Marketing Analytics
- China, ASEAN and Issues of Micro-economic Management in Asia
- Chinese Political System with focus on Centre-Province Dynamics
- Advance Quantitative Methods
- Managing Inventories in Business
- Managing Risk in Supply Chains
- Distribution and Logistics Management
- Purchasing and Sourcing Management

- Global Supply Chain Management
- Project Management
- Six Sigma & Lean Thinking
- Strategy for Entrepreneurship
- Strategies for New and Emerging Markets
- Philosophy of Sustainability & Management
- Sustainable Innovation and Entrepreneurship

Batch Profile

Diversity is the key defining attribute of PGPEX 2017-18. Diversity in age, experience, industry, language, culture, religion, gender brings out different approach towards problems, enhances innovation and creativity. Diversity in personality and intellectual outlook contributes to the wide spectrum of choices and rationale which goads ideation and out-of-box thinking process. The participants come to comprehend the importance of respecting other cultures, outlook, and sensitivities and get an opportunity to become a Holistic Manager. The current batch brings a total experience of more than 180 years which enriches the multi-faceted learning process.

Batch Diversity



PGPEX 2017-18 Students Profile



- **Shantanu Rai**

B.Tech. (Computer Science Engineering)
Domain interested : Business Development, Marketing, Brand Management, Analytics

- Domain experience : Education Industry
- Work experience : 91 months
- An individual with approximately 7 years of extensive work in Software Development, Website Upkeep, Business Development, Customer Relationship Management, Strategic Decision Initiatives and Innovative Sales & Marketing propositions. Track record of extensive Market Research and Understanding Consumer Behaviour. A keen enthusiast with effective communication skills, a team player, focus on continuous improvement, skill development combined with attention to detail. I have a special passion for small business owners, parents and students. Guiding about the advancements in their respective fields have not only helped them become efficient, but has imbibed in me knowledge about diverse fields. I've always believed that to those who much has been given, much is expected.



- **Arjun Nellika Aniyeri**

B.E. (Industrial Engineering and Management)
Domain interested : Finance, Consulting, Project Management, Strategy

- Domain experience : Quality Assurance (Testing)
- Work experience : 49 months
- A self motivated individual with 4 years of experience in Testing domain having worked as a Test Lead. Have lead two applications and delivered multiple successful production deployments. Demonstrated good analytical/problem solving skills with the ability to make logical decisions. Also am a complete team player with effective communication skills with a strong believer of the fact that customer is important than myself.



- **Astha Yadav**

B.Tech. (Information Technology)
Domain interested : Analysis and Consulting, Strategizing, Operations and Micro Economics

- Domain experience : Operations
- Work experience : 63 months
- An individual with 5.3 years of extensive work in Development, Tech Support -Game Testing, Consulting and Project Analysis. Have an IT experience into Development and Support. Have worked on online games and telecom projects providing technical support to clients. Hold a prominent entrepreneurship experience in consulting corporates to achieve enhanced social impact.



• Anil Pagare

B.Com

Specialization : Commerce (Accountancy)

- Domain interested : Customer Relationship Management ,Service Quality, Sales, Training & Coaching, Brand Management
- Domain experience : Banking
- Work experience : 61
- An individual with 5 years of extensive work experience in Customer Relationship Management, To Conduct Training Sessions in order to meet Citibank's Global Standards, Suggesting Product Process Enhancement and Changes, Managing Clients who may be Potential Escalation to Citibank India CEO and Country Level Seniors



• Sankar Raju Edarapalli

B.Tech

Specialization : Mechanical Engineering

- Domain interested : Operations, Business Development, Marketing, Brand Management
- Domain experience : Project Management & Planning
- Work experience : 148 months
- An individual with approximately 12 years of extensive work experience in Supply Chain Management, Operations, Automobile Inbound, Outbound Logistics, Packaging, Project Management, Capacity Planning, Warehouse Management, Vendor Development.



• Shardul Raghuvanshi

B.Tech

Specialization : Chemical Engineering

- Domain interested : Operations and Strategic Consulting, Operations in Supply Chain Management, General Management, Finance
- Domain experience : Manufacturing
- Work experience : 59 months
- An individual with approximately 4.5 years of extensive work in Operations Management, Process Control, Strategic Decision Initiatives, Equipment and Spares Procurement, Project Implementation and Commissioning and Customer Relationship Management.

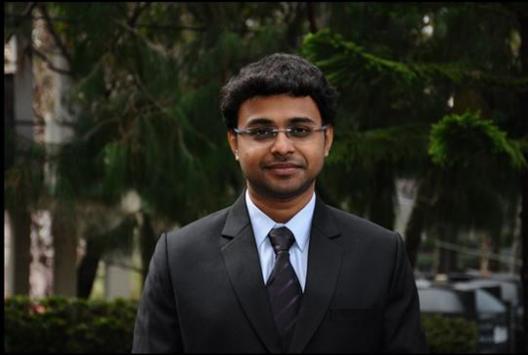


• Anshuman Jijnasa

B.Tech

Specialization : Electronics & Instrumentation Engineering

- Domain interested : Project Management, Project Planning, Team Management
- Domain experience : Building Management & ELV systems
- Work experience : 74 months
- An individual with approximately 6 years of extensive work in Project Management, Project Planning, Change Management, Site Management, Design and Commissioning of ELV systems & Customer Support. A team player with effective communication, inter-personal and analytical skills alongside focus on learning and developing new methodologies and skill development.



• Abhishek Halder

B.Tech

Specialization : Electronics & Communication Engineering

- Domain interested : Marketing, Consulting, Operations, Business Development
- Domain experience : Information Technology
- Work experience : 50 months
- An individual with about 4 years of extensive work as SAP BI/BW Consultant in Data Managing and Reporting, Client Handling, Issue Analysis and Resolution, Project Development, System Automation, Team Managing & Client Handling. Track record of constantly achieving Client Satisfaction by meeting projected targets and providing new and improved products as well as solutions.



• Ashish Kumar

B.Sc.(H)

Specialization : Physics

- Domain interested : Consulting, Investment Banking, Finance, General Management
- Domain experience : Banking
- Work experience : 121 months
- An individual with 10 years of managerial experience in FOREX Operations, Trade Finance, International Banking and Business Development, Retail Banking and Branch Operation & Administration .Proven abilities in providing non-fund based and fund-based services & products, Trade Finance facilities to major corporates & PSUs of various sectors. Profound experience in International banking products like pre-shipment, post-shipment finance, FOREX Transaction, Derivative products, ECB & ODI transaction etc.



• Tanya Baboo

B.Com

Specialization : Finance

- Domain interested : Finance, Risk Management, Business Development, Supply Chain Management, Business Integrity Advertisements, Marketing, Brand Management
- Domain experience : Information Technology
- Work experience : 48 months
- An individual with approximately 5 years of extensive work in Risk Advisory Consulting worked on projects involving: Supply Chain Management (P2P) and (O2C), Revenue Receivables, Inventory Management, Business Development, SOX Compliance 404 Testing, Cash Outflow Management, Business Performance— optimal usage of working capital and reduced revenue leakage, Risk Management in Policy Enforcement, Client Support in Advertising on social media platform.



B.E.

Specialization : Electrical Engineering

- Domain interested : Finance, Consulting, Marketing, Brand Management
- Domain experience : Consulting
- Work experience : 51 months
- An individual with approximately 4 years of work experience in Engineering Design, Consulting, Business Development, Strategic Decision & Client Support. Track record of designing OHE system and rail signaling network for both Indian and UK railways.



• Ajit Kumar

B.E.

Specialization : Instrumentation & Control Engineering

- Domain interested : Supply Chain Management, Operations, Business Strategy
- Domain experience : Energy Sector
- Work experience : 60 months
- An individual with 5 years of experience in Power Plant Automation, Project Management, Material Management & Manpower Management. Single handed execution of green field projects of combined worth approx. INR 560 crores. Re-organised spares inventory and streamlined plant maintenance jobs through SAP.



• Poulami Majumder

B.Tech

Specialization : Electronics and Communication Engineering

- Domain interested : Business Development, Marketing, Finance, Information Technology
- Domain experience : Information Technology
- Work experience : 60 months
- 5+ years of extensive work experience in Design, Development, Team Management, Customer Relationship Management, Strategic Decision Initiatives, Innovative Solution Design & Marketing propositions and Client Support



• Sanjeev Ganesh

B.E.

Specialization : Computer Science Engineering

- Domain interested : Consulting, Information Science, Operation management, Business Development, Brand Management
- Domain experience : Wireless Technology
- Work experience : 140 months
- An individual with 12 years of experience leading mobile software solutions having strong technical background coupled with contemporary management skills. I have managed and lead exceptional teams to deliver industries best power efficient wireless solutions. Challenges and responsible involve evaluating product and process improvements, as well as engineering design changes and improvements for wireless product quality.



• Akash Singh

B.Tech

Specialization : Metallurgy Engineering

- Domain interested : Operations- Business Development and Strategic Consulting, General Management, Sales and Marketing
- Domain experience : Manufacturing
- Work experience : 60 months
- An individual with 5 years of extensive work experience in Operations Management, Research & Process Control, Strategic Decision Initiatives, Equipment and Spares Procurement, Project Implementation, and Customer Relationship Management.



• Kratitva Agrawal

B.Tech

Specialization : Computer Science Engineering

- Domain interested : Business Development, Marketing, Brand Management, Finance
- Domain experience : IT & Telecom
- Work experience : 50 months
- An individual with 4 years of extensive work experience in Business Development, Customer Relationship Management, Strategic Decision Initiatives, Marketing propositions and Client Support. Track record of building Telecom network and constantly achieving projected targets, Channel Development, Market Research and Understanding Consumer Behavior.



• Poulami Mitra

B.Tech

Specialization : Civil Engineer

- Domain interested : Operations and Project management, Strategy and Consulting
- Domain experience : Energy Sector
- Work experience : 85 months
- An individual with 7 years of extensive work in Civil Design, Resource Planning, Manage and Lead Design Team. Functioned as a Project Engineer for green field onshore power project plants and transmission projects.



• Ankur Nahar

B.Tech

Specialization : Mechanical Engineering

- Domain interested : Operations, Consulting, Business Development, General Management
- Domain experience : Oil & Gas
- Work experience : 48 months
- A complete professional having work experience of around 4 years in – Operations Management, Logistics Management, Supply Chain Management, Process Improvements, Procurement Management, Customer Relationship Management, People Management.



• Maharnav Gogoi

B.E. (Electrical)

Domain interested : Sales/Pre-Sales, Business Development, Marketing, Brand Management

- Domain experience : Merchandise, Retail, Ecommerce, Education
- Work experience : 65 months
- An individual with approximately 6 years of extensive work experience in General Management, Sales, Business Development, ecommerce management, Social Media Marketing & Entrepreneurship. Track record of building 3 profitable start-ups in ecommerce, Retail, Education & Govt Supply and Contract sector and constantly achieving projected targets, Channel Development. A keen enthusiast with effective communication skills, a team player, focus on continuous improvement, skill development combined with attention to detail. Transaction, Derivative products, ECB & ODI transaction etc.



• Nikit Koli

B.E. (Mechanical)

Domain interested : Marketing (FMCG and Product Marketing), Business Development, Market Research, Sales/Pre-Sales, Brand Management

- Domain experience : Manufacturing
- Work experience : 56 months
- An individual with approximately 5 years of extensive work in Business Development, Direct Sales and Client Support. Track record of building relations with clients, developing and growing a business unit. Understanding the market potential, techniques and conduct project surveys. A keen enthusiast with effective communication skills, a team player, focus on continuous improvement, skill development combined with attention to detail.



• Shashi Kiran Podeti

B.Tech. (Computer Science Engineering)

Domain interested : Business Development & Strategy, General Management, Business Analysis.

- Domain experience : Information Technology
- Work experience : 64 months
- An individual with 5 years of extensive work in Development, Enhancement and Support in Customer Relationship Management and Financial module of Oracle Apps 11i and R12 technology, also have obtained great knowledge on Windows Administration and Client Support. An individual who is trainable and receives knowledge well and has been in time with project delivery without compromising on quality. A very good team player with good communication skills and leadership qualities.



• Sushmita Sarkar

B.Tech. (Electronics & Communication Engineering)

Domain interested : General Management, Business Development and Strategy, Business Analysis.

- Domain experience : Information Technology
- Work experience : 91 months
- A proven team player with 7+ years of work experience in SAP ABAP Solution Design and Development. Led a team of more than 10 members for development and maintenance of Customer specific application while maintaining quality and deadlines. A very keen learner with attention to details and effective communication skills.



• Shashwat Tiwari

B.E. (Mechanical Engineering)

Domain interested : Consulting, Marketing, Strategy, Brand Management, Finance

- Domain experience : Manufacturing
- Work experience : 50 months
- Over 4 years of experience in Sales and Marketing/Business Development (B2B) at M/s Atlas Copco Tools and Assembly Systems in the Motor Vehicle Industry Vertical. Responsible for driving growth in the region of Karnataka, Telangana and AP by adding new customers and maintaining existing sales.

Flagship Events

LEAD

LEAD is one of the flagship events of PGPEX MBIC (Managing Business in India and China) at IIM Shillong. The Leadership lecture series kicked off in the year 2013 with the vision of connecting industry experts with the academia and students of IIM Shillong and to promote a mutual dialogue. As promised today LEAD has witnessed over 30 eminent guests from various industries and has become an enriching platform for the students of IIM Shillong to learn from the experience of all these leaders.

At LEAD we invite eminent personalities from various industries and aspire to create a strong networking platform between industry stalwarts and future leaders. Each speaker is encouraged to share his/her area of expertise and this session is followed by a round discussion between the participants and the speaker.



Mr. Rajesh Hurkat

(Head HR, Mattle India)
Topic: High performance organizations)

Mr. Pankaj Dubey

(Managing Director, Polaris India, Indian Motorcycle
CEO & Director, Eicher Polaris)
Topic: Polaris India & Indian Motorcycle entry strategy,
Future of automobile & Journey to becoming CEO)





Dr. Michael Patra

(Executive Director, RBI and Member of Monetary Policy Committee)

Topic: Monetary Policy of India)

Dr. Pragma Das
(Director Reserve Bank of India
Topic: Monetary Policy of India)



Dr. Pratik Mitra

(Director Reserve Bank of India)

Topic: Monetary Policy of India)





Ami Shah

(Co-founder of IntelliAssist, CBFC Advisory Member, Mentor at L-Incubator, Visiting Faculty - IIMB, IIMC)
Topic: Digital Marketing)

Other eminent speakers from last year's LEAD



Mr. Dilip Apte

(Director –Sales & Operations, Investment Advisor)
CapMetrics (Purnartha)



Mr. Girish Bhambhani

(BU Head and Strategy Head)
Bosch Thermotechnik at SAARC level

IIMShillong GOLF CUP

IIM Shillong golf event is a flagship event of the institute organized in the month of October. The event is conducted on the world's highest 18 hole golf course in Shillong. The participants of various courses of the institute get an opportunity to interact on the course with several corporate and industry leaders. Participants can also become members of the golf club and learn professional golfing.



Awards and participations from the batch

- Kratitva Agrawal, Shashi Kiran Podeti, Shashwat Tiwari and Anshuman Jignussa won **Hult Prize 2018** and qualified for semi-final to be held in London.
- Poloumi Mitra, Shankar Raju and Ajit Singh were awarded first runner up in **Hult Prize 2018**.
- Team of Tanya Baboo, Kratitva Agrawal, Shashwat Tiwari, Shashi Kiran Podeti and Anshuman Jignussa participated in Ola Mobility Challenge.
- Shashwat Tiwari, Kratitva Agrawal, Shashi Kiran Podeti and Anshuman Jignussa were top 5 finalist for SRCC, Dehli business conclave.
- Shashi Kiran Podeti, Anshuman Jignussa, Kratitva Agrawal and Shashwat Tiwari qualified for finals of IIM Trichy Business conclave.
- Maharnab Gogoi and Poulami Mitra qualified for IIM Ahmedabad Quiz competition – Nihilanth 2018.



BODHI

A famous quote on leadership tells “The job of modern leaders is not to make money but to make meaning.” In our Club “Bodhi” we consider this quote as our motto. The club “Bodhi” is the maiden club by the PGPEX batch of IIM Shillong formed in the year 2016. This club is in its embryonic stage and is preparing itself as a hub of Ideas, Creations, Thoughts and Solutions to business problems for the current batch and the batches to come. We aim to become a platform where not only the students but also the experts from various fields in the industries will contribute, share and review the materials available. We have envisioned this club as a source of knowledge on different economical and business aspects in a matured state.

We work as a link between the students and journals to publish their works wherever and whenever possible. We organize writing workshops, Panel discussions on contemporary economic and social issues. We don't segregate management based on domains as far as the creativity with materials is concerned, more over we encourage to write with a view from diverse perspectives and as an overall managerial problems.

We have plan to conduct different intra-college and intercollege events including a mega event called “Bodhi-fest” in October of every year as a custom to be followed and excellence to be strived for. We also have plan to publish an annual magazine called “Bodhisattva” which will spread the story of our achievements and creativity of minds. As the club is in nascent stage, we have few write-ups covering diverse fields and genres and few more are in the process of evaluation to be published. But we believe the word “Few” is very temporary and within a year we will start writing “Many” to replace the aforementioned word. We have currently maintaining a LinkedIn account on the club's name. The URL for the same is <https://in.linkedin.com/in/bodhi-iim-shillong-6b0a97131> .The profile is currently working as our repository as well as the medium to get noticed.

Hello Faculty – The other Dimension

Learn and work with the best of Academic and Management thinkers.

One of the primary reason that brings IIM-S to the forefront of holistic management education in the country is its coterie of faculty and professors. Their immense contribution to and invaluable expertise in, not only the realm of education but also in mentorship, consultancy and research differentiates IIM S from among other institutes and places it on the pedestal of scholarship and excellence.

IIM Shillong has always believed and cherished in dissemination of knowledge through active peer learning and collaboration. Our faculties through this process keep them abreast of management processes, principles and technology in an ever rapidly evolving world to provide best of knowledge and direction to the students.

The faculty is a right blend of professionals and academicians who bring a combination of industry experience, insights and scholastic erudition to students which caters to them all that is required to fashion them into agile and innovative management leaders.



Achyanta K Sarmah
Assistant Professor
Information Technology



Amitabha De
Director
Ergonomics & Work Systems
Design



Anurag Dugar
Assistant Professor
Marketing



Arindum Mukhopadhyay
Assistant Professor
Operations



Basav Roy Choudhury
Associate Professor
Information Technology



Bidyut Gogoi
Consultant
Marketing



Durgesh K Agrawal
Professor
Marketing & Logistics



Debasisha Mishra
Assistant Professor
Strategy



Harsh Vardhan Samalia
Assistant Professor
Information Systems & Strategic
Management



Keya Sengupta
Professor
Economics



Khanindra Ch. Das
Assistant Professor
Economics



Maram Srikanth
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Finance



Mousumi Bhattacharya
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Natalie West Kharkongor
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Neelam Rani
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P. Saravanan
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Pradip Sadarangani
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Marketing



Sharad Nath Bhattacharya
Assistant Professor
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Rohit Dwivedi
Associate Professor
Behavioral Sciences



Sonia Nongmaithem
Assistant Professor
Organizational Behavior



Rohit Joshi
Assistant Professor
Quality, Operations and Supply
Chain Management



Tapas Kumar Giri
Associate Professor
Sustainability, Entrepreneurship
and Environment Management



Sanjeeb Kakoty
Associate Professor
Sustainability, Communications,
Governance



Saniita Jaiburia
Operations



Sanjoy Mukherjee
Associate Professor
Business Ethics



Santosh Kr. Prusty
Assistant Professor
Quantitative Techniques,
Decision Sciences and System
Dynamics



Shankar Purbey
Assistant Professor
Operations Management
Associate Professor



How to reach

Nearest Airport / Nearest Railway

The nearest major airport and railway station is at Guwahati, which is about 120 km away from Shillong. Shillong can be reached by taxi/car and the fare is about INR 1200. Guwahati Airport is well connected to many major cities in India including Bangalore, Chennai, Delhi, Mumbai, and Kolkata. Direct flights are also available to Bangkok. Delhi and Kolkata are the international airports close to Guwahati.

International travelers can connect to Guwahati through Kolkata or Delhi. There are also helicopter services available from Guwahati to Shillong. Indian Airlines also operates a direct flight from Kolkata to Shillong Airport.

Let's Connect

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Get Started

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