



GOA INSTITUTE OF MANAGEMENT

“Learning Never Stops at GIM”

BULLETIN 2022



PGDM

PGDM-Healthcare
Management

PGDM-Big Data
Analytics

PGDM-Banking, Insurance
and Financial Services



MISSION

To create knowledge and develop responsible and agile leaders at the forefront of cutting-edge business practices.

Explanation of the terms

CREATE KNOWLEDGE GIM is a graduate institute. We focus on the creation of basic and applied knowledge in various disciplines of business management. We believe the creation and dissemination of knowledge is a strong foundation for developing leaders and help us understand the latest development in business practices and strengthen our teaching.

RESPONSIBLE is sensitivity to multiple stakeholders and an ability to balance their interests. It includes understanding ethical and sustainability issues related to business decisions while mindful of long-term shareholder primacy.

AGILE is the ability to swiftly respond to evolving technology, customers, competition and society. To be agile is to be a lifelong learner.

LEADERS identify business opportunities and define goals and strategies. They build organizational capabilities and teams. They empower and motivate people while communicating clearly the corporate purpose within and outside the company.

FOREFRONT OF CUTTING-EDGE BUSINESS PRACTICES refers to the ability to understand, study, create knowledge, research and adopt emerging practices, ideas, models and technologies in the world of business.

VISION

To be a preeminent business school at the forefront of management education and research. We will create transformative leaders focused on responsible, ethical and sustainable business practices.

Elaboration of Vision

PRE-EMINENT:

The institute will be a pre-eminent business school in management education and research in India and nurtures ambitions of being a globally pre-eminent business school in the future.

TEACHING:

Through our immersive & holistic learning experience, we will enable every student to realize their full potential in becoming responsible, passionate, agile and transformative leaders who will have a positive impact on the world of business and society.

RESEARCH:

Through our research, we will create paradigms for successful and sustainable business practices, and provide thought leadership for policymakers.

SOCIETY/ OUTREACH:

Through our outreach, we will help organizations, governments and our expanding community to thrive and excel.

Goa Institute of Management Accreditations, Memberships and Accolades

Approved by



The All India Council for Technical Education (AICTE) has approved the Post Graduate Diploma in Management (PGDM) programme provided by Goa Institute of Management (GIM).

Recognized by



The Association of Indian Universities (AIU) has recognized GIM's Post Graduate Diploma in Management (PGDM) programme as equivalent to an MBA degree.

Accredited by



NBA is a self-governing organization whose goals are to ensure quality and relevance in professional education. The certification organization has praised GIM's flagship PGDM programmes for their continual quality improvement. As a result, the best students have enrolled in our programmes, and leading companies in the field have turned to GIM for job opportunities.

Member of



The AACSB Business Education Alliance has Goa Institute of Management (GIM) as a member. It allows GIM to join international networking communities, explore and connect with other member schools around the world for collaboration opportunities, and share resources with peer management educators.

Accredited by



In 2019, the Goa Institute of Management (GIM) was awarded the prestigious SAQS certification for a period of five years. SAQS has established itself as a Quality Assurance System that represents the pinnacle of management school accomplishment. GIM has a continual quality improvement system in place that is benchmarked against the world's leading global schools, according to SAQS accreditation.

Member of



The Goa Institute of Management is a member of the European Foundation for Management Development (EFMD), which is a global certification authority for business schools, business school programmes, and corporate universities.

Member of



For more than a decade, Goa Institute of Management has been involved in the Principles for Responsible Management Education (PRME), a United Nations-backed effort. Since 2019, it has been a PRME advanced signatory. Our faculty members are part of PRME working groups and collaborate on research and training. GIM student currently is serving as the PRME Global Students Regional Leader in South and Central Asia.

Member of



As a leading business school in India, GIM is concerned about issues that are important to developing countries. GIM joined GBSN in 2019 with the belief that it can contribute to the GBSN platform through its understanding and expertise in research and teaching in developing countries. It looks forward to implementing best practices in academics and research administration under guidance from GBSN member institutions.

Member of



The United Nations Sustainable Development Solutions Network includes the Goa Institute of Management. The SDSN network spans six continents and draws on the expertise and educational resources of over 1220-member institutions to help achieve the Sustainable Development Goals and the Paris Agreement.

Member of



The UN-Global Compact Network India includes the Goa Institute of Management (GCNI). As the local branch of the United Nations Global Compact, GCNI has served as a country-level platform for Indian enterprises, academic institutions, and civil society organisations to collaborate on promoting responsible business practises. GIM's current Director is a GCNI executive member.

Among top 4 B-schools in the world



Goa Institute of Management was rated among the four 'best in the world' B-schools for imbibing sustainability concepts in students. GIM was recognized for its social impact and sustainability achievements at the UN-PRME Global forum held virtually from New York in June 2021. Only 4 out of 46 B-schools from 21 countries that participated in PIR achieved a top 'pioneering school' ranking.

GIM wins the prestigious 2021 Flourish Prize for Global Goal #8



Goa Institute of Management was the only institute from India to be shortlisted and later won the prestigious 2021 Flourish Prize from a total of 585 entries worldwide. A team of 7 students from GIM presented an extensive and pioneering story 'Seeing the World through the Lens of Potential' on 'Jaipur Rugs'. This winning story was one of the 17 best stories that exemplified how businesses can act as a positive force for ethical causes that can demonstrate progress.



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MESSAGE FROM THE **DIRECTOR**

Goa Institute of Management (GIM) continues to pursue lifelong learning opportunities and all-around accomplishment for our students, faculty members, and community. As part of constant renewal, we re-imagined our vision and mission in the year gone by following an organization-wide thinking and consultation process.

Goa Institute of Management was recognized for its social impact and sustainability achievements at the United Nations PRME Global Forum held virtually from New York, USA. The Positive Impact Ranking (PIR) Report 2021 saw GIM emerge as a leader and was one of 4 business schools from 21 countries worldwide that took part in the rating this year and achieved Level 5, making it a Pioneering school within PIR. Only four B-schools globally made it to the top-ranked 'Pioneering' list.

The pandemic forced us to resort to online teaching for the 2020-22 batch by quickly transforming our teaching methods. We got



Dr. Ajit Parulekar
Director-GIM

used to the new normal and gradually got the students on campus.

Again for the 2021-23 batch, we welcomed students in online mode. Fortunately, the situation has improved. At the time of writing, we have physical classes for our students, with the benefit of rich interaction and vibrant campus life of a residential b-school wherein all students and most faculty members live on the campus. Mindful of the student safety and well-being of the community, all members of the GIM community scrupulously adhere to robust safety protocol designed by experts.

All our programmes continue the excellent performance, and graduating students are received well by the industry. Students continue to create outstanding placement records. For instance, the 2020-22 batch has secured 100% placement by mid-December with a significant salary rise for all four PGDM programmes.

The Healthcare Management (HCM) and Big Data Analytics (BDA) programmes are now recognized as among the country's top programs in the academic and corporate world. Our fourth full-time PGDM programme covering the crucial sectors of Banking, Insurance & Financial Services (BIFS) is rapidly gaining industry acceptance, as shown by the 100% placement of the first batch of BIFS graduates.

Our Fellow programme for scholars pursuing research in different management disciplines for a doctoral qualification continues to attract dedicated scholars. We are progressing well to build a world-class research programme.

In academia, the impact of intellectual contributions is manifold. GIM encourages faculty engagement in building intellectual capital through teaching and research. As demonstrated in the GIM faculty's research output, the intellectual contribution has constantly been improving, both in terms of number and the ranking of journals.

The dedicated facilities for Atal Incubation Centre were inaugurated in February '21, followed by the unveiling of four programmes for improving investment strategy and sustainable practices. AIC-GIM has been attracting a record number of entrepreneurs for incubation and

participation in its activities. Startup India selects AIC-GIM Foundation the Startup India Seed Fund Scheme, wherein 16 startups at an idea or early-stage will receive a grant up to ten lakhs & debt/equity fund up to 35 lakhs in the period of the next three years.

We continue to inculcate sensitivity towards society and environment in our students and demonstrate these sensibilities in running the institute. We have installed one of the largest solar plant in the state with a power generating capacity of 675 KW, meeting 30% of GIM's power needs.

We have won several accolades and recognitions. GIM has been ranked at 35 in NIRF ranking, representing a steep rise in our relative position. GIM was certified as Great Place to Work and won the 2021 Flourish Prize for SDG Global Goal #8 and was the first Indian b-school listed in Haub SDG dashboard.

GIM has been showing fast-paced progress in all aspects of working while maintaining our single-minded dedication to learning.

I welcome students joining the 2022-24 batch and look forward to their journey of learning, interactions, self-improvement, cultural sensitization, and enjoying vibrant campus life.



About GIM

We believe that learning never stops at GIM. Our motto is to prepare our students to be responsive and responsible leaders, making a difference in society. In 2018-19, GIM celebrated 25 years of imparting knowledge to the country's future corporate leaders. To us, the process is as important as the results; therefore, we emphasize ethical practices in all our projects. Our outdoor learning complements classroom learning in a 50-acre scenic campus at the foothills of the Sahyadri ranges. Students learn creativity through theatre, sports, and simulation games.

GIM is an autonomous body approved by the norms of AICTE (All India Council of Technical Education), which offers two years of fulltime residential PGDM programmes, i.e., PGDM, PGDM-Healthcare Management (HCM), PGDM-Big Data Analytics (BDA) and PGDM-Banking, Insurance and Financial Services (BIFS), as well as the Fellow Programme in Management (FPM). In 2020, we launched the first batch of PGDM-Banking, Insurance, and Financial Services, designed to meet the career advancement aspiration in the financial sector. The PGDM-Part Time programme for working executives is a non-residential programme carried out over weekends for student managers.

We have consistently focused on diversity, pedagogy, and curriculum led by innovative programmes like Give Goa for PGDM and HCM students. Give Goa is a full-day CSR activity done every Thursday, and for PGDM-HCM students, it is known as Healthcare Thursdays (Know Your Healthcare Provider-KYHP). Similarly, the students of PGDM-BDA have focussed on learning and extensive fieldwork exposure to Data Science.

Apart from the classrooms and CSR, the students learn from peer interaction, informal communication with faculty members, and by managing the activities in the Institute; students are also encouraged to take up one of the European languages, which earns them a diploma from their respective language organizations.



GIM celebrates bonding and connections with over 4,000 of its influential alumni located in more than 15 countries across the globe. GIM has continued to maintain 100% placements for the past many years. Our students interned in almost all major corporates in India and abroad.

We promise to deliver the best knowledge with world-class faculty, industry experts, and veteran academicians. Our faculty staff consists of 70+ full-time, highly qualified, and experienced faculty, many of whom are from the industry sector. These faculty provide practical experience through various classes and industry interactions.

Life at GIM is bubbling with energy owing to the sports and cultural activities planned and conducted by the students. The range of activities is a fantastic mosaic of filmmaking, choir, orchestra, movie club, theatre, quizzing, a celebration of festivals, and learning with fun.

Leaders from various walks of life, both nationally and internationally, come to GIM to share their knowledge and motivation with students. Students endure a spirit of competitiveness through a series of competitions of business analysis, current affairs, sports, and cultural events.

Highlights

Goa Institute of Management



GIM
Journey

OUR FULL-TIME PROGRAMMES

Goa Institute of Management offers PGDM programmes that are meant to assist students with their intellectual growth, rewarding employment prospects, and a lifetime of professional advancement.

As they study to promote long-term commercial, social, economic, and environmental improvement, our students are trained to face challenges that broaden their real-world abilities and increase their worth to employers.

GIM empowers you to become a long-term sustainable value creator for both businesses and society.

01

Post Graduate Diploma in Management

GIM's Post Graduate Diploma in Management educates future leaders and managers by combining theory and practice and creating a co-learning experience. The course is structured to get familiar with different domain areas like Human Resources, Operations & Supply Chain Management, Financial, Marketing Management etc.

Post Graduate Diploma in Management Healthcare Management (HCM)

GIM's Post Graduate Diploma in Healthcare Management develops future leaders and managers in a rapidly changing health care industry. The programme builds on the core curriculum's established strength and enhanced exposure through initiatives like Give Goa and Know Your Healthcare Provider (KYHP).

02

03

Post Graduate Diploma in Management Big Data Analytics (BDA)

Big Data Analytics focuses on imparting holistic managerial knowledge and educating students to use this talent to extract useful information from data. The programme is the right blend of industry exposure, with a five-month internship along with a research ecosystem supported by a BDA lab to carry out experiments and research in data analytics.

Post Graduate Diploma in Management Banking, Insurance & Financial Services (BIFS)

The Banking, Insurance, and Financial Services programme's goal is to ensure flexibility in promptly adjusting to the changing financial landscape. Students gain a greater understanding of how banks and financial institutions work by regularly engaging with industry experts through classroom lectures, seminars, and one-on-one mentoring.

04

05

Fellow Programme in Management

Course work, Comprehensive Examination & Research Seminar, and Thesis work are the three phases of the FPM doctoral programme. The FPM programme is designed to prepare research scholars for careers in academia and practice by focusing on the following learning objectives. All admitted scholars are entitled to scholarships and will get an opportunity to attend national and international conferences, workshops, etc.

Post Graduate Diploma in Management

PGDM Full Time Programme

CURRICULUM

The six terms curriculum constitutes a judicious mix of core and elective courses. Students participate in the unique Give Goa project that helps them become more socially aware and responsible towards society in the first year. Students also pursue the Summer Internship Project (SIP) spread over 8 to 10 weeks. The SIP bridges the gap between institutional delivery of knowledge and contemporary organizational practices. GIM's Student Exchange Programme provides selected students the rare opportunity to pursue academic internships with global partner institutions. The Joint International Internship Seminar (JIIS) enables selected students from the University of Antwerp and our first-year students to work together on live projects in organizations in Goa. Some students may qualify to do a course of Independent Study on a subject of relevance and interest to their career under the guidance of a full-time faculty.

SUMMER INTERNSHIP PROJECT

An eight to ten-week programme, the summer internship provides an integrated opportunity for students to apply classroom learning in an industry environment. During the training, the student contributes to the organization's objectives by working on an identified problem area and documenting the work and outcome. Upon successful completion, the student submits a report that an evaluation committee evaluates. The GIM Alumni Association has instituted a Gold Medal for the best Summer Project.

GIVE GOA - A CSR INITIATIVE

The Give Goa initiative aims to promote social responsibility among GIM students through service to the less privileged communities and contribute to a more inclusive society. It is operationalized as a compulsory 4-credit course, "Social Responsibility and Action," in the first year. The course has two components: a 3-credit experiential project with partner organizations (such as banks and NGOs) and a 1-credit classroom learning experience.

Last year, we had 18 clients offering 40 projects implemented under five themes. These themes are Agriculture and Animal Husbandry, Education, Environment, Health and Sanitation, and Waste Management.



Course Structure First Year

PGDM

TERM 1

- Managerial Economics
- Business Communication
- Managerial Statistics
- Operation Management
- Marketing Management - I
- Individual Behaviour in Organizations
- Financial Accounting for Management
- Social Responsibility and Action

TERM 2

- Operations Research
- Marketing Management - II
- Cost and Management
- Financial Management - I
- Macro Economics
- Business Communication
- Interpersonal & Group Process
- Human Resource Management

TERM 3

- IT for Managers
- Big Data Analytics
- Business Communication
- Research Methods
- Business Ethics
- Business Law
- Financial Management II
- Organizational Structure & Design



Elective Courses Second Year

MARKETING

- Advertising Management
- Blue Ocean Strategy
- Business to Business Marketing
- Brand Management
- Consumer Behaviour
- Customer Relationship Management
- Digital Marketing
- Integrated Marketing Communication
- Marketing Analytics
- Marketing Research
- Marketing Strategy
- NeuroMarketing
- New Product Development
- Pricing
- Retail Marketing
- Rural & BoP Marketing
- Sales & Distribution Management
- Services Marketing
- Social Marketing & Social Engineering

GENERAL MANAGEMENT

- Assessing Demonetisation
- Assessing Government Finances
- Assessing the Goods & Services Tax
- Capstone Simulation (Core Course)
- Corporate Governance
- Creativity, Innovation & Design Thinking
- Effective Negotiations
- Entrepreneurship
- Game Theory
- Indian Economy in Comparative Perspective
- International Business
- International Economic and Political Environment
- International Finance: Theory and Policy
- Leadership: Spiritual Quotient the Vedic Way
- Lyrics and Management
- Strategy Implementation
- Sustainable Business Practices
- Strategic Management (Core Course)
- The Science of Happiness

FINANCE

- Banking
- Behavioural Finance
- Corporate Taxation
- Entrepreneurial Finance
- Financial Derivatives
- Financial Modelling using Spreadsheets
- Financial Reporting & Analysis
- Financial Risk Management
- Fintech
- Fixed Income Securities
- Insurance
- Investment Analysis & Portfolio Management
- Merger & Acquisition
- Project Appraisal & Finance
- Technical Analysis
- Valuation

IT / OPERATIONS

- Advance Supply Chain Management
- Advanced Business Analytics
- Business Analysis
- E-commerce
- IT Consulting
- Logistics Management
- Materials Management
- Project Management
- QE & Lean Six Sigma
- Revenue Management
- Service Operations Management
- Supply Chain Analytics
- Supply Chain Management
- Technical Bid Management & Pre-sales in the IT Industry
- Technological Innovations in Management
- Theory of Constraints

OB / HR

- Change Management Simulation
- Compensation & Rewards Management
- Competency Mapping & Assessment Centre
- Cross-Cultural Management: Working with differences
- Diversity at Workplace
- Employment Law
- HR Analytics
- Industrial Relations
- Introduction to Social Entrepreneurship
- Leadership in Organisations
- Learning & Development
- Negotiation & Mediation for HR Managers
- Organisational Development
- Performance Management
- Personality Assessment for Self-improvement
- Recruitment & Selection
- Talent Management

Post Graduate Diploma in Management

Placement Report

PLACEMENTS & CAREER DEVELOPMENT – BATCH OF 2020-22

For 28 years now, GIM has consistently been at the forefront of industry excellence, nourishing student communities to bear the torch of conscious leadership. GIM's strong focus on ethics and corporate governance is very relevant in today's times. 2021 is seeing phenomenal growth in expanding our portfolio of recruiters.

Many Industry leaders and corporate pioneers have contributed to our impeccable placement record. We are immensely grateful to our family of recruiters, who have always placed faith in the collective qualities and value additions that GIM students bring with them. This year the average salary increased to 12 LPA, a hike of 12% from last year. Despite economic hurdles, boosts in these metrics along with the trust of our recruiting partners will continue in the years to come.

Placement Highlights

27.80
Lakhs

Highest

12.00
Lakhs

Average

Average Salaries for

21.40
Lakhs

Top 10

19.05
Lakhs

Top 20

16.60
Lakhs

Top 50

14.36
Lakhs

Top 100

OUR RECRUITERS

accenture



asianpaints

Capgemini

Infosys

HCL



JPMorganChase

TATA CAPITAL

GEP
Insight Drives Innovation

Gartner

Deloitte

ICICI Bank



ACSmith

ABInBev
To a Future With More Cheers

AXIS BANK

HashedIn

Arcesium

Areteans
Excel it

Student Speak

PGDM



SACHI MARATHE

PGDM, 2020-2022

"Being a business enthusiast, I joined Goa Institute of Management through CMAT to pursue my dream of becoming an entrepreneur. The pedagogy and the club ecosystem have further developed me to become a better manager. The course has helped me become more confident through peer-to-peer learning and teamwork. It has also enabled me to work with individuals from diverse cultures and backgrounds. Through all these experiences, I have received a holistic education at GIM."



AMEYA TALWALKAR

PGDM, 2020-2022

"Despite the first year being online due to COVID-19, I never felt that I was missing out on anything because of the pedagogy that our professors adopted. It always felt like we were all in the classrooms. The experience of learning at GIM has been surreal where friends become your family you enjoy every moment of the journey of being a student of such a prestigious college."



CHIRAG NIHALANI

PGDM, 2021-2023

"Viewing the red brick wall, I was sure that the color represents energy, rigor, and passion for achieving goals. From the picturesque view in the morning to studying, playing sports, and enjoying the scenic sunset in the evening, my life at GIM never stops. Also, be it a festival or a platform to showcase my skills, students' clubs have handled it all."



SHREYA PRADIP

PGDM, 2021-2023

"GIM gives me a plethora of opportunities to learn and network with people coming from various backgrounds. Since it's a student-driven campus, we get ample chances to interact with stakeholders and industry leaders in events. Being a student of GIM has widened my perspective in terms of inclusivity, acceptance, and creating a sustainable future for the world."

PROSPECTS FOR HCM PROFESSIONALS

As per McKinsey's report on the impact of Covid19, Healthcare and Pharmaceutical companies have been least affected during this period. Following which these industries enjoy a positive sentiment in the share market. The government is also planning to increase the healthcare expenditure from about 1.6% to 2.5% of GDP by 2025.

Human-power demands will increase in healthcare analytics, health insurance, healthcare IT, digital marketing, digital sales, applications of drones, and other emerging technologies in the sector due to the COVID lockdown and accelerated digitization. Healthcare management professionals will see newer possibilities and scope in the industry. While everything else seems grim, this is an opportunity for anyone looking at a fulfilling (and well-paying) career option in healthcare. The pandemic has made healthcare institutions realize the importance of management in healthcare, making the system far more efficient and improving patient care. This need will propel the demand for trained healthcare management professionals and provide a lucrative career opportunity for many.



CURRICULUM

The HCM programme caters to industry needs, existing gaps, and future requirements. The courses blend management and healthcare function, making it an application-based management programme, a widely prevalent concept in developed countries. The entire programme is divided into six terms (3 in the first year and 3 in the second

year). Each term is of approximately three months. These courses are divided into core courses and elective courses. The core courses are a mix of management courses and healthcare domain courses. The elective courses are offered depending upon specific industry requirements and students' interests. The students are exposed to etiquette and grooming, which helps develop cultural and social sensitivity in dealing with different healthcare contexts.

HEALTHCARE THURSDAYS KYHP

A large portion of the HCM programme focuses on developing practical learning amongst students. For this, a suitable field-based course is conducted in terms 1, 2, and 3, named 'Know Your Healthcare Providers (KYHP).' This course provides extensive exposure to the functioning of the healthcare industry through a first-hand experience of working closely with hospitals, pharmaceuticals, medical devices, public health organizations, and other healthcare institutions. Every Thursday, students observe and study the working of an organization to experience the practices in the health sector. The Healthcare Thursday programme goes beyond the typical 'industry visits' by including structured tasks and analyses that student groups study and perform in these professional healthcare environments. GIM faculty and managers look after student groups at the healthcare facility.

GIVE GOA HEALTH

This field-based course attaches second-year students to a specific NGO in the healthcare field. Students in groups visit the NGO every Thursday and work with them for a social cause related to healthcare. The objective is to sensitize students on social aspects to grow professionally and appreciate socially inclusive growth later in their careers.



SUMMER INTERNSHIP PROJECT

Students undergo an intensive 10-week industry-based summer internship at the end of the first year to get practical exposure to management's first-hand principles and concepts. With our comprehensive industry network, the students get an opportunity to undergo internships in the most reputed healthcare organizations in the country. The internship is well structured towards gaining the utmost practical experience of working in a healthcare organization with a faculty from GIM and a supervisor from within the organization assigned as a guide for every student. Besides being a practical learning opportunity, it often benefits the student through a paid stipend and paves the way for the final recruitment of the student in the organization.

SECTORAL PROJECT

Each student undertakes an independent industry-related sectoral project in term six relating to healthcare. The sectoral project prepares the student with a detailed understanding of the business scenario in the healthcare sector.

Course Structure

Management Courses

- Organizational Behaviour
- Financial Management for Healthcare
- Human Resource Management in Healthcare
- Strategic Management in Healthcare
- Marketing Management
- Healthcare Accounting
- Research Methods in Healthcare
- Legal Environment for HC industry
- Bio-statistics
- Operations Management and Operations Research
- Management Communication
- Ethics and Corporate Governance

Healthcare Courses

- Managed Care
- Healthcare Analytics
- Managing Hospital Services
- Healthcare Information Systems
- Management of Research in Healthcare
- Healthcare Services Delivery and Distribution
- Principles of Epidemiology
- Health Policy and Systems
- Quality Management in Healthcare
- Hospital Planning and Design
- Medical Technology Healthcare Services
- Laws and Regulations in Healthcare





Post Graduate Diploma in Management Healthcare Management (HCM) Elective Subjects

- Healthcare Informatics
- Strategic Cost Management in Healthcare
- Digital Marketing in Healthcare
- Accreditation of Healthcare Organizations
- Marketing Research & Analytics
- Financing and Paying for Healthcare
- Advanced Operations Management
- Science of Innovation
- An Introduction to the U.S. Healthcare System
- Sales & Distribution Management in Pharmaceutical and Medical Devices
- Pharmaceutical Marketing
- Applied and Behavioural Economics
- New Product Development and Pricing Strategy
- International Health
- Medical Tourism
- Advancements in Healthcare Technology
- Consulting Fundamentals in Healthcare
- Branding in Healthcare
- Consumer Behaviour
- Leadership in Healthcare
- Health Services Marketing

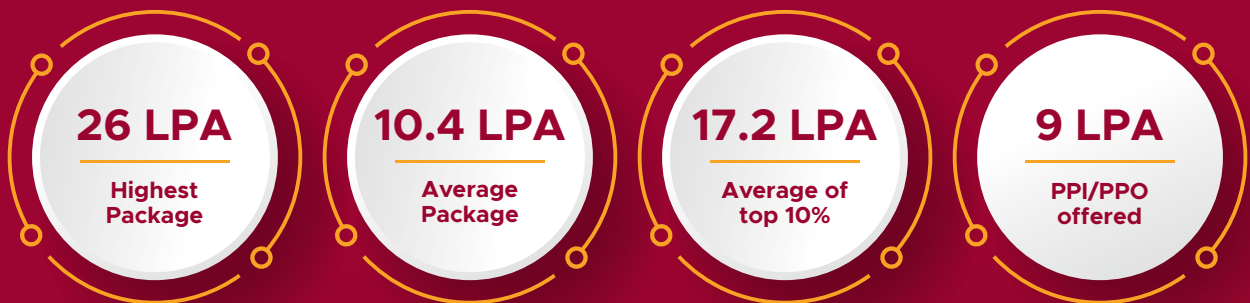
Placement Report

Operations for the PGDM HCM placement cell are managed by a committee of students who work under the supervision of a faculty in charge of placement. The placement committee reaches out to potential recruiters and invites them for campus recruitment interviews, both for final placement and summer internship positions.

Final recruitments for the PGDM-HCM batch (2020-22) have occurred in record time this year. 100% placement objective is achieved with the highest package of INR 26 lac per annum and an average package of INR 10.4 lac per annum. Their internship organizations awarded pre-placement offers to several students based on their exceptional performance during the internship. The 2021-23 batch summer internship placements have drawn the highest stipend of INR 2 lac for two months.

The Healthcare sector offers some of the most exciting careers to management professionals. There are a variety of roles under which students of HCM are employed, including in medical device companies, healthcare IT companies, pharmaceuticals, and consulting organizations. The career progression of HCM students also has been highly satisfying, with many of them getting promoted to higher levels within a 1-year time frame. We have many companies that recruit our HCM students every year and many new companies visiting campus for recruitments this year.

Batch 2020-2022



Batch 2021-2023 Internships



Placement Report

TOP RECRUITERS



Student Speak



SHUVAM GARABADU

PGDM - HCM, 2020-22

"I am a graduate in Commerce with three years of work experience in the Medical Devices Sector. To further hone my managerial skills and a deep interest in the Healthcare ecosystem, I joined the GIM-HCM Program with a spot offer. The course has helped me diversify my learnings in the latest trends amongst different healthcare verticals and prepared me for the next gen of managers. GIM bestows a culmination of the student-centric program, student-driven campus, and a wide array of opportunities to incubate one's idea to an actionable plan, all in all making it a broad experience for industry-ready managers."



DR. ANCHAL BHUSHAN

PGDM - HCM, 2020-22

"Being a Dentist, the managerial side always excited me, and the Healthcare Management program at GIM gave me a perfect opportunity to pursue it. The curriculum gave me comprehensive insights and knowledge to be industry-ready for a dynamic healthcare ecosystem. The learning at GIM is not restricted to the four walls of the classroom; I did multiple internships and live projects and even founded a students' public health initiative at the ever-bustling campus of GIM. It is an all-around and a very comprehensive experience for a novice like me entering the industry as a capable and socially sensitive manager."



DR. RUBANTI SENGUPTA

PGDM - HCM, 2021-23

"I am a Dentist, and I made my way to GIM through the CAT exam. GIM has given me immense exposure and many opportunities to participate in multiple competitions, live projects, and symposiums, both at national and international levels. The mentorship and encouragement of our professors have been of immense help. I've made some excellent friends here, not just from HCM but also from other streams. Learning never stops at GIM, and the peer-to-peer learning at GIM helps one to learn teamwork, cooperation, and collaboration."



SATNAM SINGH

PGDM - HCM, 2021-23

"GIM has been a great contributor to the development of my personality. I have established my leadership, time management, and team skills and have advanced these skills to a whole new augment level. The best thing about GIM is the cross-culture interaction between students from various parts of the world. The professors here make the college what it is today. It's been a great experience so far. I have found the professors and staff to be incredibly friendly and helpful. The curriculum has a good structure that can give me real experience for the field I desire to get into. GIM is a practical technical institute and offers an ideal study environment to those who want to experience both professional and educational backgrounds."

Big Data Analytics (BDA) has created a new paradigm of facts-based or data-driven decision-making in management. The business world has recognized its prowess, and many companies have already adopted it varyingly. However, BDA is confined to businesses and promises to serve governments in policy formulations. After careful study of the country's prevailing market for analytics education, GIM observed that most courses cater to the current business needs for having skilled personnel to handle tools and techniques in vogue today. Therefore, even the B-schools that have embarked upon this BDA bandwagon have primarily taken a technology route. Consistent with its mission to nurture leaders for sustainable business, GIM decided to incorporate BDA in its new course without losing the management orientation. The vision for this program is to prepare future-ready managers well versed in BDA with hands-on experience with handling current tools and techniques to manage their respective domains effectively.

CURRICULUM

A unique two-year, full-time course leading to a Post Graduate Diploma in Management (PGDM) in Big Data Analytics was evolved with extensive research and discussions with a cross-section of practitioners and academics in India and abroad and validated by a 10-member Board of Studies comprising people of eminence from industry and academia. The programme is structured to have a proper mix of business knowledge and BDA-related experience. The course provides an intensive interface with practice through a minimum of two guest lectures of practitioners in each course apart from tutorials/workshops on select areas. The course also embeds a five-month-long Industry Internship with well-known companies, allowing students to work on practical analytics projects in an actual business environment.

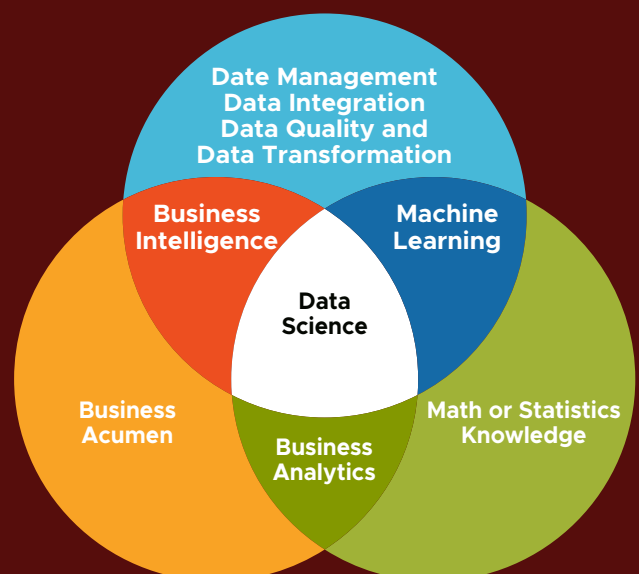
INDUSTRY INTERNSHIP PROJECT

After completing three terms on the campus, students immediately join their respective companies to do their internships for five months. One of the GIM

faculty and company representative guides the students. They closely supervise the students' performance and assess their progress on the predetermined rubric.

DATA SCIENCE ECOSYSTEM

Schematic representation of the confluence of Data, Business, and Computers.



Post Graduate Diploma in Management Big Data Analytics (BDA)

Course Structure

TERM 1

- Statistics for Analytics
- Managerial Accounting
- Programming for Analytics (R & python)
- Data Preparation, Integration and Querying
- Lab: Data Visualisation using Tableau and Power BI
- Introduction to Big Data Ecosystem
- Business Economics - Micro

TERM 2

- Predictive & Prescriptive Analytics
- Mathematical Models for Management Decision
- Marketing Management
- Finance for Managers
- Big Data Lab (Hadoop, Hive, Pig, Spark)
- Advanced Programming for Analytics
- Social Responsibility and Action

TERM 3

- Machine Learning
- Design Thinking
- Story Telling Using Data
- Production and Operations Management
- Managing People in an organization
- Strategic Analytics
- Text Analytics
- Business Economics - Macro
- Analytics Services for Goa (2 credit)

TERM 4

- Industry Internship Project for five months



TERM 5

Core Subjects

- Blockchain
- Capstone Business Simulation
- Ethics and Governance Issue in Big Data



Elective Subjects

- Financial Analytics
- Marketing Analytics
- Insurance Analytics
- Market Research & Analytics Applications
- Spreadsheet Modelling for Financial Decisions
- Deep Learning
- Digital Marketing
- Credit /Market Risk Analytics
- Data-driven Healthcare
- Econometrics with R for Data Analytics

TERM 6

Core Subjects

- IoT, Cloud and Cyber Security
- Social Media Analytics

Elective Subjects

- Customer Analytics
- HR Analytics
- Robotic Process Automation
- Retail Analytics
- Sales Analytics
- Modeling in Operation Analytics
- Business Applications of Databases and Data Visualization
- Supply Chain Analytics
- Text Analytics



Placement Report

PGDM (BDA) students handle the placements through a committee of students who work relentlessly and with utmost dedication. There is a faculty in charge of the placement who supervises this committee.

The placement committee handles various placement tasks, such as reaching out to potential recruiters and inviting them to conduct campus recruitment interviews, talks, and seminars. These activities are conducted both for final placements and summer internship placements. The students go through a 5-month rigorous internship. Some students receive Pre-placement offers every year based on their performance during the internship. 100% of the students of the last graduating batch have been placed.

The analytics sector can offer management professionals some of the most exciting career opportunities. There is a diverse range of roles that BDA students have taken up. The feedback received from students regarding their jobs and career growth is overwhelming.

**30.17
LPA**

Highest CTC

6 L

5-6 Months
of Internship

Highest Stipend

OUR TOP RECRUITERS

Batch of 2020-22

Flipkart



McKinsey
& Company

BAIN
& COMPANY



accenture



NatWest

Razorpay

Mondelēz
International



Deloitte.

KPMG

KANTAR

Student Speak



RITHIK RAI

PGDM - BDA, 2020-22

"Working in two multinational companies and experiencing the diverse cultures there, GIM has been a supplement of the same. Students from various backgrounds get their varied thought processes, and the experience studying here proves in its very essence that learning never stops at GIM.

PDGM-Big Data Analytics program has enabled me to develop my analytical skills and strive towards becoming a Data-Fluent Manager for the future."



RAKSHA CHUGH

PGDM - BDA, 2020-22

"During the final year of my Engineering, I worked on a Machine Learning based research project later published in an International journal. I was certain of pursuing my post-graduation in Big Data Technology. The Big Data Analytics programme at GIM has helped immensely improve my technical and managerial skills. The curriculum has 5-months of Summer Internship which allows students to gain Industry exposure and provides a holistic learning experience."



LUV SAXENA

PGDM - BDA, 2021-23

"After procuring expertise in data analysis as a software engineer in Wipro, I guzzled down a myriad of qualities. GIM has broadened my horizons as BDA has empowered me with a competency to exploit the power of Big Data and make me an epitome of a blend in technical, managerial, and leadership roles. The course is diligently illustrated and allows me to also tap into varied other fields. It not only prepares me for my challenges in jobs/businesses but also sets an eye for detail on each aspect that is essential as a future manager/data analyst."



HAZIA FERNANDES

PGDM - BDA, 2021-23

"I graduated with a Bachelor in Computer Engineering with a keen interest in Data Science. While I worked for four years as a software engineer, I gained knowledge in the vast field of data science.

I finally decided to join the Big Data Analytics program to become industry-ready and gain exposure to real-world Data analytics problems. GIM provides me with this knowledge along with relevant internship opportunities to achieve these goals."

Post Graduate Diploma in Management Banking Insurance & Financial Services (BIFS)

CURRICULUM

The PGDM BIFS programme is a two-year full-time one, with six terms. The overall structure of the programme is highly involved with our organizational collaborations. We aim to tie up with about twenty banks and financial companies. Each company offers internships to about three students each, thus, accounting for the entire batch of 60 students.

PGDM- BIFS programme is divided into four parts- foundation course, first year, and final year with an internship programme embedded in it which emphasizes practical and application-oriented learning supported by theories. Practical applications would be enabled by industry executives and practitioners conducting a significant proportion of domain courses.



SUMMER INTERNSHIP PROJECT

A key differentiator of this programme at GIM would be integrating strategic industry partners during the course. These industry partners provide the students with a pre-agreed format of extended internships, SIP exit guidance interactions, and mentoring in a specific business domain. This lengthier exposure makes the students job-ready and provide the organizations and students detailed opportunities for recruitment and selection. It also offers the graduates a stronger position in getting more responsible roles and better compensation packages from the employing banks and institutions. The programme proposes an extended internship of 4-5 months to ensure sufficient exposure to corporate requirements and make a more informed decision on their electives.



Post Graduate Diploma in Management Banking Insurance & Financial Services (BIFS)

Course Structure - Year 1

TERM 1

- Financial Reporting
- Microeconomics
- Financial Markets and Institutions
- Marketing Management
- Introductory Statistics
- Business Law
- Corporate Finance
- Management Communication for BIFS I
- Introduction to R
- Introduction to Spreadsheets

TERM 2

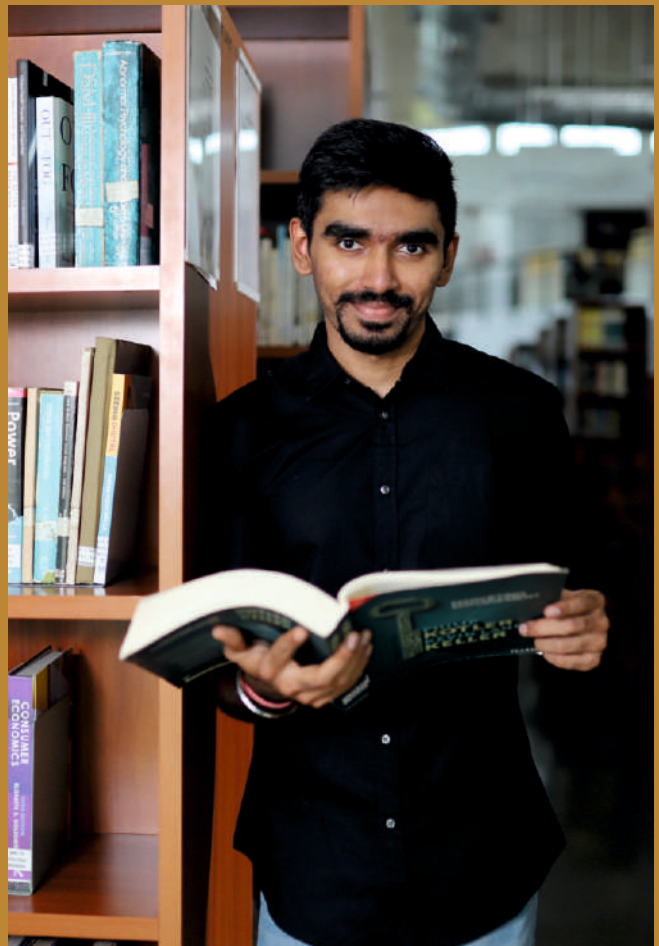
- Macro Economics
- Commercial Bank Management
- Financial Derivatives
- Management Accounting
- Fixed Income Securities
- Introductory Econometrics
- Financial Modelling with Spreadsheets
- Management Communication for BIFS II
- Social Responsibility and Action

TERM 3

- Corporate Banking
- Python for Finance
- Risk Management
- Services Marketing
- Insurance
- Data Visualisation
- FinTech.
- Management Communication for BIFS III
- Business Ethics

TERM 4

- Summer Internship Project for 4-5 months



Post Graduate Diploma in Management Banking Insurance & Financial Services (BIFS)

Course Structure - Year 2

CREDIT DISTRIBUTION

S. No.	Particulars	Credits
1	PGDM-I	60.5
2	PGDM-II	38.5*
3	SIP	6.0
Total		105*

PGDM-II CREDIT DISTRIBUTION

S. No.	Particulars	Credits
1	Core	20.0
2	Sector Core	12.5
3	Elective	6.0*
Total		38.5*

*Note

1. Elective course minimum 6 credits and maximum 8 credits.

2. Total credits minimum 105 credits and maximum 107 credits

CORE SUBJECTS

S. No.	Subjects	Credits	Term
1	Human Resource Management	2.5	VI
2	Organizational Behaviour	2.5	V
3	Machine Learning	3	VI
4	Financial Econometrics	2.5	V
5	Strategic Management	2.5	V
6	IFRS/IndAS	2.5	V
7	Valuation	2.5	V
8	Business Ethics	1.0	VI
Total		19	



BANKING

S. No.	Subjects	Credits	Term
1	Basel Regulations and Risk Management in Banks (Pillar I and II risk modeling)	2.5	VI
2	ALM and Treasury Management	2.5	VI
3	Trade and Working Capital Finance	2.5	V
4	Retail Banking	2.5	VI
5	Credit Management	2.5	V
Total		12.5	

FINANCIAL SERVICES

S. No.	Subjects	Credits	Term
1	Investment Analysis and Portfolio Management	2.5	VI
2	Mergers and Acquisition	2.5	V
3	Commodities and Alternate Investments	2.5	V
4	Behavioural Finance	2.5	VI
5	Sustainable Finance	2.5	V
Total		12.5	

INSURANCE

S. No.	Subjects	Credits	Term
1	Life Insurance	2.5	-
2	General Insurance	2.5	-
3	Re-Insurance Management	2.5	-
4	Insurance Operations & Claims Management	2.5	V
5	Underwriting of Insurance	2.5	-
Total		12.5	

IT

S. No.	Subjects	Credits	Term
1	Internet of Things	2.5	-
2	Contemporary issues in FinTech (Seminar course)	2.5	-
3	Payment Systems	2.5	-
4	Digital Technology in Lending Operations	2.5	VI
5	Cyber Security and Defence	2.5	-
Total		12.5	



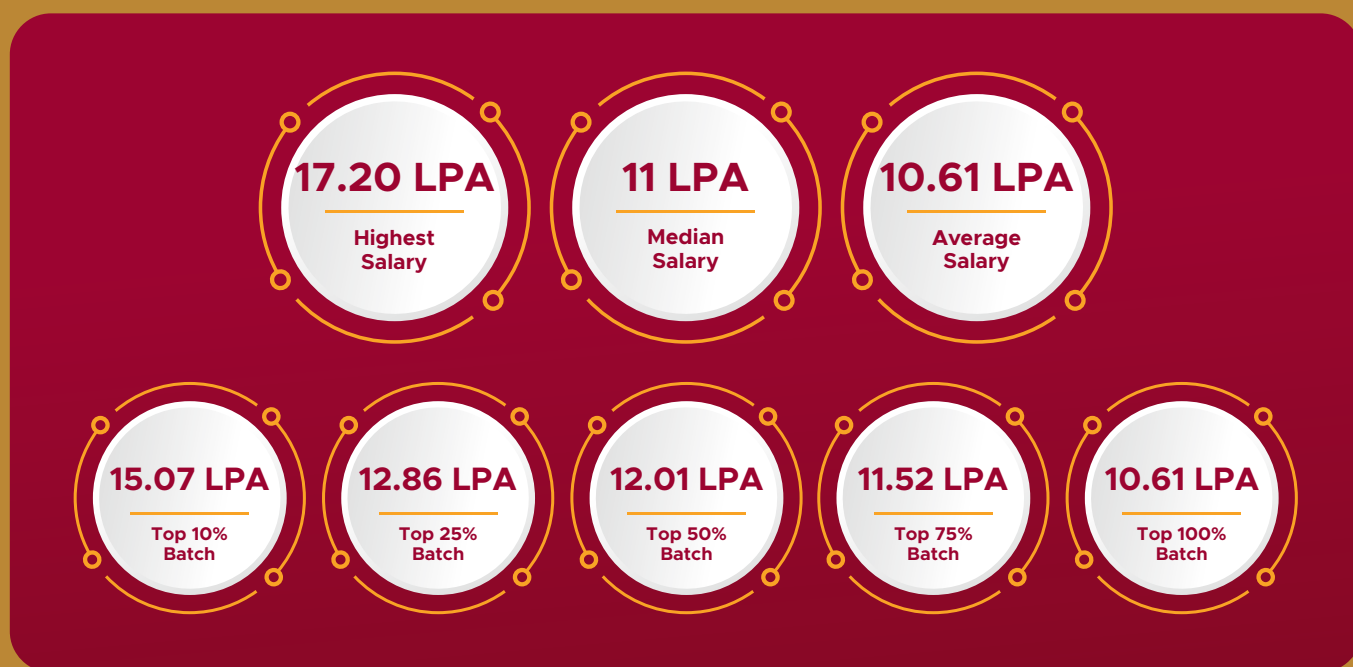
Placement and Career Development

(Batch of 2020-22)

The PGDM (BIFS) programme got introduced in the year 2020. 2022 will be the first passing out of PGDM (BIFS) batch. GIM is delighted to announce 100% placement of all the students.

Students from the Corporate Relations and Placements Team handle the placement process. This team operates round the year and facilitates contacts with companies by inviting them for campus placements. This team also provides end-to-end support to visiting companies through re-placement talks, tests, online/offline interviews, group discussions, etc.

The placement cell also organizes leadership talks by inviting prominent corporate leaders to speak on various business topics and interactive sessions to strengthen the batch's interface with the industry.



Top Recruiters

J.P.Morgan

Morgan Stanley

Goldman Sachs

CRISIL

BAJAJ FINSERV

ICICI Bank

standard chartered

AXIS BANK

BRICKWORKS LIMITED

Infosys

digit

Student Speak



SHRUTI SRIVASTAVA

PGDM - BIFS, 2020-22

"The PGDM-BIFS course paved the path for me to excel in my career ahead. My background and BIFS course acted as a perfect blend to land me a job in one of the well-known banks.

The course curriculum is designed in such a manner that it has equipped me with required financial skills and knowledge to succeed."



ABHAY KHARE

PGDM - BIFS, 2020-22

"I would like to summarise my experience of pursuing PGDM in BIFS from Goa Institute of Management as a holistic one. From the first year itself, we study subjects like Fixed Income Securities, Financial Derivatives, Risk Management which helps us in our 5-month SIPs. Apart from that, we were taught R and python too, which is very handy for statistics and data analytics. The faculty members are well experienced and guided us throughout the tenure. So, overall the learning is great. Finally, it was a great experience, and I am looking forward to applying the knowledge gained through the course in my career ahead."



DIBYADEEP CHOWDHURY

PGDM - BIFS, 2021-23

"PGDM (BIFS) at GIM has been a launchpad for my professional and academic journey. The blend of data analytical topics and Financial Subjects makes the students gain an edge over others before entering the industry. As a candidate with work experience, the classroom learning helps me relate to the experience I have had in the corporate world, thereby making my learning holistic."



SRISHTI PANDEY

PGDM - BIFS, 2021-23

"Having come from a business background and worked in a comparable industry, PGDM - BIFS was the best course I could have taken to advance my finance understanding. We are taught analytics, communication, management centric subjects in finance as part of our education. To summarise, my time at GIM has been positive thus far, and I am looking forward to more positive encounters in the days ahead."

ADMISSION PROCEDURE

The entrance exam for PGDM, PGDM (HCM), PGDM (BDA), and PGDM (BIFS) is the XAT exam run by XLRI Jamshedpur, CAT run by IIMS, GMAT run by Graduate Management Admission Council (GMAC), or the CMAT exam run by AICTE every year. Candidates must appear in at least one of these exams.

Candidates should have a minimum of 50% aggregate marks (45% for candidates belonging to SC/ ST category) in a degree course of at least 3-year duration (or equivalent) recognized by the Association of Indian Universities/ AICTE. Candidates satisfying all requirements for the degree by 6th June 2022 may also apply. If an applicant does not complete all degree-related requirements by 6th June 2022 or does not obtain 50% aggregate marks, the offer of admission will stand canceled. In the last year of their degree, candidates should have received a minimum 50% aggregate in the latest examination.

For the PGDM-HCM programme, candidates without a background in medicine or allied fields at the undergraduate level can also apply.

STUDENT INTAKE

Programme	Intake Capacity*
PGDM	300
PGDM (HCM)	60
PGDM (BDA)	120
PGDM (BIFS)	60

*Subject to approval

PROCEDURE

Candidates seeking admission to GIM are required to observe the following procedure:

- Applicants to GIM must take the XLRI Admissions Test XAT 2022, or CAT 2021, or GMAT conducted by GMAC between 1st January 2020 and 17th January 2022. Applicants who appear for the CMAT 2022 exam may also apply. The GIM faculty will moderate the cut-off percentage for these exams.
- Application forms can be obtained ONLINE on payment of application fee ranging from Rs 1750/- to Rs 5000/- depending on the programmes PGDM or PGDM (HCM) or PGDM(BDA) or PGDM (BIFS) and the time of application.
- Candidates for PGDM (BDA) will need to appear for an online aptitude test (called GIM Analytics Aptitude test, or GAAT), organized by GIM to evaluate BDA candidates. The date for GAAT will be announced by GIM and informed to candidates invited for GAAT.
- For the PGDM programme, select few candidates shall be invited for an early interview in Goa called "Achiever's Round" in January 2022. The candidates called for Achiever's Round will be eligible to apply for ACCESS Scholarships.
- Candidates selected for Achiever's Round shall undergo individual assessment in group activity and face-to-face evaluation. The shortlisting for Achiever's Round shall be based on the candidate's profile and academic, co-curricular, and career achievements. Some of the candidates interviewed in Achiever's round may get a spot



admission offer on the interview day. Such offers will be subject to candidates securing stipulated scores in competitive exams

- The final selection for Achiever's Round shall be made on objective assessment (40% weightage), the candidate's past academic performance (15% weightage), work experience, if any, (10% weightage), performance in face-to-face evaluation (30% weightage) and Composite Diversity Index (5% weightage). This is subject to obtaining the desired proficiency in written communication and a minimum score for each evaluation component, except work experience. The objective assessment shall be based on XAT, CAT, or GMAT scores.
- All other candidates who have applied for admission to PGDM, PGDM (HCM), PGDM (BDA), and PGDM (BIFS) will be shortlisted for face to face evaluation based on their profile consisting of the entrance test scores, past academic performance, and work experience for interviews.

- This year's face-to-face evaluation process may be conducted online for general safety needs.
- The final selection for the Regular Round of PGDM shall be made based on the competitive exam (CAT/XAT/CMAT or GMAT) (40% weightage), past academic performance (15% weightage), work experience if any (10% weightage), performance in the face-to-face evaluation (30% weightage), and Composite Diversity Index (5% weightage). This is subject to obtaining desired proficiency in written communication and the minimum score for each evaluation component, except work experience.
- The final selection for PGDM (HCM) shall be made based on the competitive exam (40% weightage), past academic performance (15% weightage), work experience if any (10% weightage), performance in face-to-face evaluation (30% weightage) and Profile Assessment Index (5% weightage). This is subject to obtaining desired proficiency in written communication and the minimum score for each evaluation component, except work experience.
- The final selection for PGDM (BDA) shall be made based on the competitive exam (CAT/XAT/CMAT or GMAT) and GAAT (45% weightage), past academic performance (15% weightage), work experience if any (10% weightage), and performance in face-to-face evaluation (30% weightage). This is subject to obtaining desired proficiency in written communication and the minimum score for each evaluation component, except work experience.
- The final selection for PGDM (BIFS) shall be made based on the competitive exam (40% weightage), past academic performance (15% weightage), work experience if any (10% weightage), performance in face-to-face evaluation (30% weightage) and Profile Assessment Index (5% weightage). This is subject to obtaining desired proficiency in written communication and the minimum score for each evaluation component, except work experience.
- The academic year would begin in June 2022, and physical presence at this stage is essential.
- Note: For selection in the face-to-face evaluation process, the qualifying cut-off score will be lowered by 15 percentile points for candidates of Goan domicile/ origin. Documentary evidence of domicile/ origin is required to be submitted to the admissions office at the time of application. However, the final selection will be based on merit on a level playing field.
- Please note: Admission to the Goa Institute of Management is strictly based on merit, and no donation in any form is sought or accepted in connection with admission. Any dispute concerning Admissions to GIM would be subject to Jurisdiction of the competent Courts within the territorial jurisdiction of Panaji only.





SCHOLARSHIPS AND LOANS

GIM-ACCESS

ACCESS award is offered to deserving students who excel in our selection process, demonstrate a proper attitude to learning, and promise reasonable use of the award.

GIM-ACCESS For PGDM

GIM offers forty scholarships, each amounting to four lakh rupees.

TERMS AND CONDITIONS

- GIM will invite applications for Scholarships from identified meritorious candidates. Candidates offered admissions in the PGDM course in Achiever's round only apply for the scheme. By applying for the scholarship, the student has chosen to accept all the terms and conditions of the scholarship.
- GIM offers an award of four lakh rupees to forty students.
- As the awardees are chosen from the list of students who make a prescribed advance payment, one lakh rupees will be treated as a deposit for participating in the scheme.
- A candidate forfeits the deposit of one lakh if s/he does not join GIM or discontinues the studies after accepting the scholarship offered to him/ her.
- Both the deposit and the award shall be adjusted against the fee payable or as decided by the Institute.
- The scholarship is given in two installments, fifty percent in the first year and the rest in the second year, which is subject to the awardee's academic performance (CGPA of 5.6 or above) and conduct. If an awardee's academic performance or behavior is not satisfactory to the management's expectations, the release of the second installment will be stopped.
- Since a student can get only one financial benefit, the award of TFW to a Winner of ACCESS will result in automatic withdrawal of ACCESS scholarship.
- GIM reserves the right to offer and implement the award; in this process, the decision of the director of GIM is final.

GIM-MBBS Scholarship (GMS) For PGDM (HCM)

GIM offers GIM-MBBS Scholarship (GMS) to candidates holding MBBS degrees admitted into PGDM in Healthcare Management (HCM).

GIM offers five scholarships, each amounting to four lakh rupees.

TERMS AND CONDITIONS

- The candidates should have been admitted into PGDM in Health Care Management (PGDM- HCM) course; the candidates admitted into PGDM or PGDM (BDA) or PGDM (BIFS) are not eligible for this scholarship.
- Candidates should have obtained their MBBS degree from a recognized university/College with a high score/class.
- The scholarship is given in two installments, fifty percent in the first year and the rest in the second year, which is subject to the awardee's academic performance (CGPA of 5.0 or above) and conduct. If an awardee's academic performance or behavior is not satisfactory to the management's expectations, the release of the second installment will be stopped.
- Since a student can get only one financial benefit, award of Tuition Fee Waiver to a winner of ACCESS will result in automatic withdrawal of ACCESS scholarship.
- GIM reserves the right to the ways the awards are offered and implemented. In this process, the decision of the Director of GIM is final.



GIM-ACCESS For PGDM (BDA)

ACCESS award is offered to deserving students who excel in our selection process, demonstrate a proper attitude to learning, and promise reasonable use of the award. GIM offers up to 20 scholarships, each amounting to four lakh rupees.

TERMS AND CONDITIONS

- GIM will invite applications for Scholarships from identified meritorious candidates. Candidates offered admissions in the PGDM-BDA course in Achiever's round only apply for the scheme. By applying for the scholarship, the student has chosen to accept all the terms and conditions of the scholarship.
- GIM offers an award of four lakh rupees to twenty students.
- As the awardees are chosen from the list of students who make a prescribed advance payment, one lakh rupees will be treated as a deposit for participating in the scheme.
- A candidate forfeits the deposit of one lakh if s/he does not join GIM or discontinues the studies after accepting the scholarship offered to him/ her.
- Both the deposit and the award shall be adjusted against the fee payable or as decided by the Institute.
- The scholarship is given in two installments, fifty percent in the first year and the rest in the second year, which is subject to the awardee's academic performance (CGPA of 5.6 or above) and conduct. If an awardee's academic performance or behavior is not satisfactory to the management's expectations, the release of the second installment will be stopped.
- Since a student can get only one financial benefit, award of Tuition Fee Waiver to a winner of ACCESS will result in automatic withdrawal of ACCESS scholarship.
- GIM reserves the right to offer and implement the award; in this process, the decision of the director of GIM is final.



GIM-ACCESS for PGDM (BIFS)

GIM offers ACCESS Scholarship to candidates admitted holding any one of the following qualifications: -

CA | CS | AICWA
CFA (of CFA institute <https://www.cfainstitute.org/>)

GIM offers up to five scholarships, each amounting to four lakh rupees.

TERMS AND CONDITIONS

- The candidates should have been admitted into PGDM in Banking Financial Services and Insurance (PGDM- BIFS) course; the candidates admitted into PGDM or PGDM (HCM) or PGDM (BDA) are not eligible for this scholarship.
- Candidates should have completed the qualification for the award of scholarship on the registration date for the batch in GIM.
- The scholarship is given in two installments, fifty percent in the first year and the rest in the second year, which is subject to the awardee's academic performance (CGPA of 5.6 or above) and conduct. If an awardee's academic performance or behavior is not satisfactory to the management's expectations, the release of the second installment will be stopped.
- Since a student can get only one financial benefit, award of Tuition Fee Waiver to a winner of ACCESS will result in automatic withdrawal of ACCESS scholarship.
- GIM reserves the right to offer and implement the award; in this process, the decision of the director of GIM is final.

EDUCATIONAL LOAN FACILITY

Studying at GIM involves a minimal amount of cash out-flow for most students. Students can finance their studies through several banks and financial institutions.

State bank of India, Bank of India, HDFC Credila, and Bank of Maharashtra offer Loans to GIM students at favorable terms.

GOVERNMENT EDUCATIONAL LOAN FACILITY FOR GOAN DOMICILE STUDENTS

The Government of Goa offers educational loans up to Rs. 8 Lakhs for eligible Goan domicile candidates. For availing this facility and more information, please visit www.dhe.goa.gov.in

TUITION FEE WAIVER

All students whose family income is less than Rs 8 lakhs per annum are eligible. The Tuition Fee Waiver may be awarded to deserving students subject to a maximum of 5% of the students admitted.

The award will be based after assessing the financial need, considering the family's total family income and economic condition. The awardees would get a complete waiver of the Tuition Fees.

LOANS

Goa Institute of Management has tied up with a number of Bank/NBFCs to ensure availability of education loans for its students, the details of which are provided below. The interest rates are indicative. Rates and other terms are subject to change as per the policies of the respective Bank/NBFC. Please contact the representatives of the respective Bank/NBFC for any further details.



INSTITUTION	SCHEME NAME	LOAN UPTO (RS. LACS)	INTEREST RATE	CONTACT DETAILS
State Bank of India, Sanquelim branch	Scholar loan	20.00	7.65%	sbi.11156@sbi.co.in
HDFC Credila	—	21.00	7.25% onwards	indiamba2022@hdfccredila.com
Bank of India	BOI Star Vidya Loan	25.00	6.85%	bicholim.goa@bankofindia.co.in
Bank of Baroda	Baroda Education Loan	30.00	6.80%	bichol@bankofbaroda.com
IDFC First Bank	—	30.00	8.25%	sumeet.tayde@idfcfirstbank.com

FEE STRUCTURE

FOR 2022-24

PROGRAM ACADEMIC FEE

PGDM/ HCM/ BDA/ BIFS- Full Time

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI	Total
Admission Fee	58,000	-	-	-	-	-	58,000
Academic Fee	2,91,500	2,91,500	2,91,500	2,91,500	2,91,500	2,91,500	17,49,000
Fee Payable	3,49,500	2,91,500	2,91,500	2,91,500	2,91,500	2,91,500	18,07,000

Of the total given above, the Tuition Fee component is Rs 11,64,000/-

REFUNDABLE CAUTION DEPOSIT - Rs 25,000/-

The Caution Deposit will be refunded to the students after leaving the Institute and verified that no dues are outstanding. Rs 5,000/- will be deducted from the refundable caution deposit on graduation and credited as a membership fee to the GIM Alumni Association. Fees once paid are not refundable.

HOSTEL FEE

Double Occupancy- Non-AC

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI
Hostel Fee Payable	43,575	22,575	22,575	22,575	22,575	22,575

Single Occupancy- Non-AC

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI
Hostel Fee Payable	47,775	26,775	26,775	26,775	26,775	26,775

Single Occupancy- AC with bath attached

FEE COMPONENT	Term I	Term II	Term III	Term IV	Term V	Term VI
Hostel Fee Payable	85,575	64,575	64,575	64,575	64,575	64,575

Allotment of the room is subject to availability and at the discretion of the Institute. The fees for the room allotted will be applicable.

***All the figures are in Rupees.**

HIGHLIGHTS

GOA INSTITUTE OF MANAGEMENT

70+

Ph.D.
professors
on campus



Top Big Data Analytics Program in India
by **AIM** (Analytics India Magazine) - 2021

50+

Acres of
Scenic
Campus

**Atal Incubation
Center** for

Promoting
Entrepreneurship &
Start-ups



28

Years
of Educational
Excellence.

5



Centers
of
Excellence

In the 2021
NIRF Rankings,
there was a
#13 rank leap
from the
previous year

5000+ Strong
Alumni Base



Bloomberg
Finance Lab,
Behavioral
Science Lab & Data
Analytics Lab
offers students
the most powerful
technology
platform

**1st Indian Business
School**

to be listed on the
Haub SDG Dashboard
(St. Joseph's University, USA)



16

Collaborations and
Exchanges with
International Universities

12:1

Student
Faculty Ratio

Partnerships
with

SAS



100%

Placements with
the highest
package of
30 LPA
(Batch of 2022)

Ranked

"Best for the World"

Pioneering B-School in
Positive Impact Ratings
globally.

We are rated
amongst the

**Top 4 Pioneering
B Schools** in India.



26



Skill Enhancing
Student Clubs

80+

Student events
across the year

We are consistently
ranked among the

**Top 15
Private Business
Schools**

in India by leading
ranking surveys

Solar Plant
on Campus
Generates

675kw

of Solar Power



4L

in Merit
Scholarships
per student



26,000+
Books
in the Library

Students studying from across
22 States in India

214+

Give Goa Projects
in the last four years

Top 10

Healthcare Management
Institutes in India 2021:
Higher Education Review

GIM welcomes students from anywhere in the world who aspire for cutting-edge business education while located within the natural surroundings of picturesque Goa. With campus placements and summer internships, all the programmes are suitable and contemporary for students of any nationality. In addition, Goa is a very diverse and inclusive society with a rich history that has shaped a very accommodating culture of the present. It is one of India's most popular tourist destinations and boasts of scenic beauty and exotic cuisine. It is also home to numerous industries and India's best healthcare services.

Scholarships

For international students from:

- i) Other SAARC countries
- ii) Africa

INTERNATIONAL ADMISSIONS



GMAT Score

Scholarship Amount

700 and Above

US \$ 10,125 per year

651 to 700

US \$6,750 per year

601 to 650

US \$ 4,050 per year

551 to 600

US \$2,700 per year

530 to 550

No Scholarship

Below 530

Not Accepted

Eligibility

The student must be a foreign national or NRI. A foreign national is defined as someone who has a passport issued by a country other than India.

NRI means Non-resident Indian as defined in Income Tax Act, 1961.

All applicants must have scored at least 50% aggregate in their Bachelor's degree, awarded by a recognized university.

Fee Structure 2022-24

Programme Fees: PGDM, PGDM-HCM, PGDM-BDA, PGDM-BIFS*: US \$13,500 per year

Accommodation Charges

Non-AC single occupancy: US \$1,200 per year

AC single occupancy: US \$1,300 per year

*It includes Tuition, Academic and Establishment fees, admission, and Convocation charges and is payable in US \$. The course is fully residential.

INTERNATIONAL EXCHANGE

The international linkages provide an opportunity for GIM students and faculty members to get global exposure and facilitate the international students and faculty members to experience GIM and India. The international linkages are greatly valued by faculty and students alike and are built on solid and enduring relationships that allow partner institutes to share and learn from each other. Students and faculty enthusiastically participate in innovative programs like the International Consulting Bootcamp and other International Exchange Programmes.



International Exchange Partners

- CLSBE (Catolica Lisboa School of Business and Economics), Lisbon
- ISCTE, Lisbon, Portugal
- Lappeenranta University of Technology, Lappeenranta, Finland
- Universiteit Antwerpen, Antwerp, Belgium
- Kansas University School of Business, Kansas, USA
- Warsaw University Technology Business School (WUTBS), Warsaw, Poland
- The Institute of Higher Education in Management (HEM), Morocco
- Sapir College, Israel
- CUNEF, Madrid, Spain
- North-South University, Dhaka, Bangladesh
- Institute of Higher Education in Management, Morocco
- JIMMA University, Ethiopia
- Kathmandu University School of Management, Nepal
- American International University, Bangladesh
- Fundação Gelutio Vargas, Sao Paolo, Brazil
- Alba Graduate Business School, Greece
- Mondragon University, Spain

GIM & WUTBS Study Tour

GIM will send 20-25 students every year to Warsaw University of Technology Business School, Poland, for an 8-10 day study tour. This program will allow the participants to have a unique chance to experience Poland's diversity and rich cultural heritage. It will also enable the students to understand the business practices of the European Union by participating in discussions, lectures, and field visits. The program shall focus on emerging sectors of Poland, e.g., Automotive/ Business Services, etc.

GIM & University of Antwerp Tie-up

International Consulting Bootcamp is held every September to collaborate between the University of Antwerp and GIM. Students from the University of Antwerp and GIM work together on live projects in the organizations in Goa. The projects are spread across various industries and challenge students to work together in cross-cultural groups to solve real management problems faced by the organizations. This intensive, two-week programme provides a unique learning experience to the students from both institutes. Students from the University of Antwerp travel to India and their professors for this boot camp. It has, over the years, successfully delivered excellence on projects in organizations, and participating students have found it to be an excellent opportunity to learn how to work across cultural differences and experience working on live projects with tight deadlines.

INFRASTRUCTURE & FACILITIES



Healthy COVID-19 Plan

The Goa Institute of Management considers the safety of its staff & students a key priority. It has a firm plan to ensure the safest and most productive campus experience. Many preventative measures exist, such as compulsory masks on campus and social distancing guidelines.

Procedures related to health, faculty working, campus learning, meetings, activities, travel, and facilities are implemented to ensure student safety. Measures

include safety guidelines, thorough cleaning, social distancing, restricted access, travel advisories, etc.

50 Acres of Eco-Friendly Campus

GIM's picturesque campus is a slice of paradise, nestled in the beautiful Sahyadri's foothills. A 675kW solar energy plant powers this eco-friendly campus. Various other green initiatives such as Rain Water Harvesting, Sewage Treatment Plant are undertaken by the Institute for its commitment to sustainability and environmental friendliness.

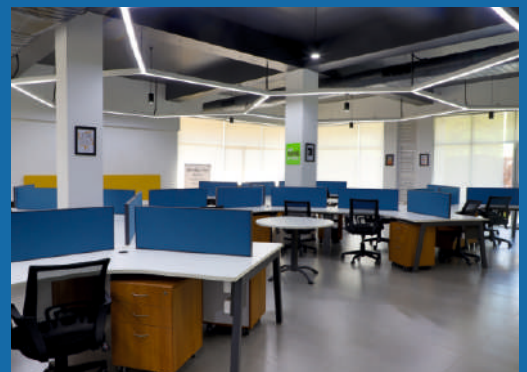


Faculty Teaching Quality

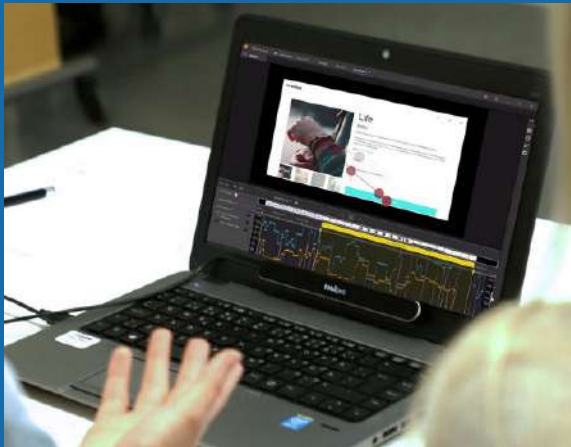
Students enjoy a 12:1 student-to-faculty ratio at GIM, exceeding the national ratio set for PG courses by AICTE. Faculty members include professors, practitioners, and thought-leaders, many of whom are at the forefront of their sustainability, economics, and management research fields. They conduct research all over the globe, with funding from international bodies such as NASA, the National Science Foundation, and the U.S. Department of Agriculture.

Atal Incubation Centre

An initiative by GIM and NITI Aayog (Govt. of India), the on-campus Atal Incubation Centre (AIC) helps talented students build on their ideas and become industry change-makers. The center provides opportunities for co-working collaboration and helps with seed funding from angel investors. Students can attend workshops and networking events to develop their skills and enhance their graduate job prospects.



INFRASTRUCTURE & FACILITIES



Behavioural Lab

GIM's Behavioural Lab is dedicated to conducting experimental research in the areas of marketing, economics, organizational behavior, human resource management, and many others. The lab provides a controlled environment in which data for behavioral studies can be collected. The lab's major goal is to ensure academic rigour and contribute to excellence in research. This lab is equipped with a state-of-the-art eye tracking device that can scientifically collect data based on the eye movements of the user in front of the screen.

Learning Facilities

Fully equipped Classrooms

The interaction with the professors requires an ambiance, which the spacious and well-equipped classrooms provide. Management studies come alive aided by the visual and audio aids present in all classrooms, each equipped with a video projection and presentation equipment. The single chair seating arrangement helps in-group activity. These are the essentials for the daily class presentations, which prepare the students for the world of business beyond the classroom walls.

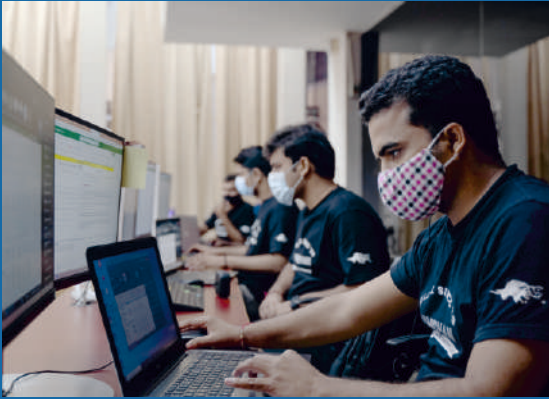


Library

The library has over 26,788 management and related books in print format. It subscribes to e-books from Pearson and EBSCOHOST e-book Business collection. Also, it subscribes to over 50,000 online journals and 120 hard copy management magazines and journals from India and abroad. Users can access the finest selection of contemporary books, journals, and other resources, including management videos.

The entire library book collection is computerized, and the catalog is available in ERP. Library has inbuilt ERP software. RFID facilitates 24-hour access to the library. The library is open 24 x 7, and books can be self-issued/ returned on an RFID card without recourse to a librarian. The library has an extensive complex backed up by the best online data banks in the country, which are accessible all over the campus at all times.

INFRASTRUCTURE & FACILITIES



Cutting-edge Data Labs

The data lab is equipped with complete SAS suite software and open-source software like R, R Studio, Python 3.7, Hadoop, Cloudera, CDH5.x, Tableau, Power BI, Oracle VM Virtual Box. Each system is secured with licensed commercial security software. Big Data Analytics Lab is also equipped with two projectors connected to the central system, which the faculty use for demonstration purposes. BDA Lab is fully air-conditioned to provide an ambiance where students and faculty members work on their experiments and conduct data analytics research.

Upgraded Finance Lab

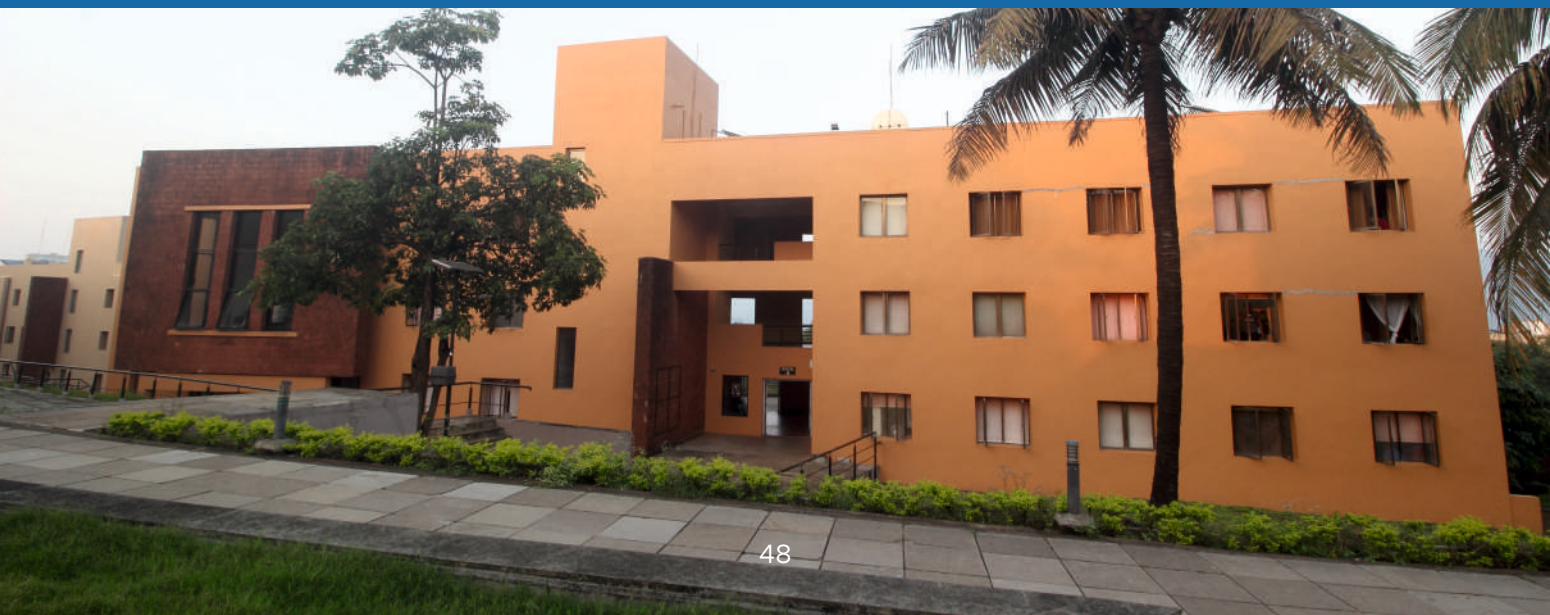
The Finance Lab integrates theory with real-world practice. Research databases and real-time access to global financial resources will enable students to link classroom education to actual financial markets. The Finance Lab supports advanced applied research in financial markets. Industry-level data provides information about major players, including the market share and product offerings of companies including:

- **Thomson Reuters Eikon**
- **Prowess IQ of CMIE**
- **Capitaline**
- **CRISIL Fund Analyser**
- **Stock Price Ticker**



Hostel Facilities

Our separate on-campus hostels for Boys and Girls offer conveniently shared living spaces and clean and secure facilities.



Sports Facilities

Our on-campus suite of athletic and fitness facilities will help you stay healthy, fit, and mentally grounded.

- Swimming Pool
- Badminton court
- Basketball court
- Football Field
- Tables tennis
- Volleyball



Fitness Centre

The indoor fitness center inside the Multipurpose Hall features cardio and weight. It has treadmill, kickboxing, and the latest fitness equipment.

On-Campus ATM Facility

HDFC Bank Limited has installed an ATM inside the campus, which provides round-the-clock 24x7 banking services. ATM can be accessed only by the students and staff inside the campus.



Medical Facilities

The campus has an on-campus health center with a paramedical care team. It has also tied up for services of a leading doctor visiting the students regularly on campus. In emergencies, patients are taken to the well-equipped district hospital, which is just 2 km away from the campus. Institute has an MoU with HealthWay Hospitals for priority admission facilities.

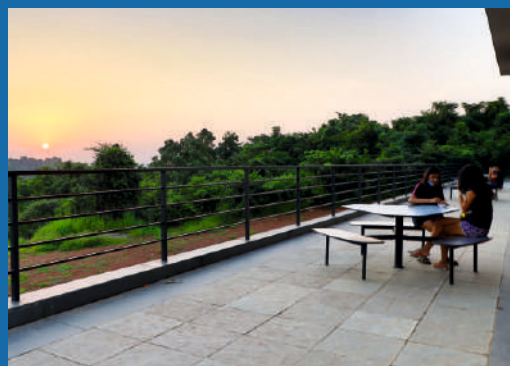


Food Court

A vast food court with a comfortable seating capacity is located in the heart of the campus. It offers a variety of cuisines depending on the taste of the students. From thalis to burgers and from sandwiches to fries, it is the perfect place to grab a bite on your way to classes.

Hangout Zone

Recently opened and often crowded, the hangout area of the new canteen offers an array of seating where students can catch up between lectures amidst the blue Goan skyline. It is a perfect place to chill together with friends.



STUDENTS CLUBS

Agora Speakers International Club

GIM Agora Speakers International is a part of Agora Speakers International, an international non-profit educational organization. The club's objective is to provide an effective platform to develop leadership and public speaking skills through multiple practice opportunities, instant feedback, and coaching. Apart from Toastmaster and mentoring sessions, they also have Meraki—storytelling, poetry, Shayari recitation competition, and Model United Nations, an interactive virtual discussion.

Brainvista

Brainvista is an exclusive yet unconventional quizzing club of GIM. It organizes intra - and inter-college quizzes in various genres. Quizzes like Wipro Earthian Sustainability Quiz, Quiz for a cause, Q-fiesta, Ingenio, Quizflix, Reels & Frames, Khelbaaz, Indipedia, and Brandaholic. Besides, they also conduct a national-level online HR Quiz, 'Inquisitive.'

D2C Igniters

GIM's D2C Igniters club connects Goa Institute of Management students and the Dare2Compete platform. They offer students the opportunity to showcase their expertise in various competitions hosted by GIM, other B-Schools, and corporate bodies. They aim to provide students with new skills and establish a gold standard for GIM students entering the professional sector.



The D2C Igniters Club also aims to raise awareness of the variety of events and competitions conducted during the academic year by dealing closely with the D2Cplatform.

Heritage

As the name goes, Heritage Club was formed to promote the Heritage in terms of our very own dance forms, music, and other forms of art to be told, heard, known, and learned.

In association with Spic Macay, Heritage Club is formed to promote several aspects of the Indian cultural heritage through classical dance, folk music, art, and more. The club looks forward to bringing to light the rich Indian culture to the youth to be known and preserved for the better.

HRiday – The HR Club

HRiday conducts a plethora of value-driven events throughout each academic year. The flagship event, Anveshan, is one of the largest HR business symposiums undertaken by any Indian B-Schools. It organizes events like Veditum, a national level HR case study competition, IKWYDLS—where seniors share their internship experience with juniors, Sanjeevani blood-donation camp, Abhaar—a felicitation to support staff at GIM Fahrenheit-guiding juniors in choosing electives, Arohin—guiding seniors for final interviews and HRidayveda, the annual HR newsletter.



STUDENTS CLUBS »

Industry Institute Interaction Club (i3)

The IIC is a student-driven initiative that provides quality solutions to the industry and creates value addition for the students through live projects. i3 has successfully worked with companies like Coca-Cola, Zomato, Practo, Pidilite, Reliance Industries Ltd, IFB, Bisleri, OYO, BOSCH, HDFC Bank, YES Bank, Kotak Mahindra, India Bulls, and many more. The club also hosts a live case study competition each year.

Inception

Inception is a society that organizes the annual cultural and food festival of GIM by the same name. The main event, 'Inception,' sees musical performances, live artists, inter-college cultural competitions, and a food festival spread across two days on the campus. Besides the flagship event, the society also organizes other performing arts events throughout the year. Starting as a musical evening, the club over the years has immensely evolved and now organizes Open Mic, OxyGIM, GIM Film Festival, etc.

Kshitiz, the Creativity and Literary Club.

Escalates the artistic souls in the students and encourages art forms. It conducts events like GIMmericks (Limerick Competition of GIM), Literati, and Friendship day celebrations which strengthen bonds. Its newsletter editions encourage students and faculty to publish beautiful paintings, poems, photographs, faculty interviews, articles in GIM's blog. It is also solely responsible for the Yearbook batch t-shirts and is the creative head for events.



MECCA

The marketing club of GIM nurtures the marketing prowess of students. MECCA's GIM WIZBIZ is India's biggest student-organized Annual Corporate Quiz. Other significant events include

Bootcamp - a live industry-based case study competition,

"Sale-Away" - an on-field sales event on a beach and an intra-college calendar opening event that targets testing the marketing and branding insight, agility, and creativity of the GIM students.



OxyGIM

OxyGIM is GIM's official band which began with Prof. Cedric Serpes in 2015. You can catch up on OxyGIM performances in some notable GIM events: Open Mic 1.0, Open Mic 2.0, and Inception (the annual cultural fest of GIM). OxyGIM also has its flagship event, OxyGIM Night, held once every year (Jan/Feb), a stage dedicated exclusively to the band.

Parigyan

Parigyan means insights. The Data Science society positions GIM as the vanguard Institute for Data Science. It provides the opportunity for the student fraternity to engage in knowledgeable sessions with industry leaders, be a part of data science hackathons, and apply the knowledge gained in classrooms. They conduct like Coalesce: The Annual Data Science Summit; Pratyaksh, a data visualization dashboard competition; and Buzz Café: a panel discussion with industry pioneers in Data Science.

STUDENTS CLUBS »

Prayas

Prayas teaches leadership, discipline, and strong character traits as the student sports and welfare club. They organize over 15 events all-round the year, like Gully Cricket, Carromania, Street Football, Ping Pong, Basanti, Smash, Veeru Cup, KickOff, PlayOff, Sports Workshop, and even some extracurricular events like Panache, Candle Passing, Dahi Handi, and Kai Po Che. This year, they introduced new online events like Anticipate, GIM Dream Team, Grandmaster. Its mission is to awaken the sportsperson in every individual.

Public Relations Cell

The Student Public Relations Cell is genuinely the window through which the world sees GIM. Across social media platforms: Facebook, Instagram, LinkedIn, Twitter, Blog, and YouTube; all are managed by the PR Cell. The team dedicatedly covers every event on campus and puts them across on these social media platforms. They take charge of sending out all the information needed to various bulletins for college rankings and taking care of our Institute's brand management.

RaZzMaTaZz

GIM's cultural club, organizes various events in and outside the campus. These include festival celebrations, parties, cultural and recreational activities. Their main events include Mid-Summers, La Fiesta (Fresher's Party), Zumba-It-Up, Garba Night, Diwali, Musica (Antakshari Competition), Christmas, Lohri, Beach Please (Beach Party), Cheerio (Farewell Party), Holi, various other events like Term



Opening Parties at the beginning of each term, cultural celebrations like Bengali Bhoj, Janmashtami Puja, Onam Celebration and other fun-filled events.

Ribandar Talks

Ribandar Talks is a student-managed club that invites eminent industry leaders from different walks of life to share their knowledge and expertise. They have hosted international ambassadors, CEOs, CFOs, Founders, and Marketing Managers from top-tier companies and start-ups from different domains. The club also organizes its flagship event, the Wine Tasting Etiquette, a pre-requisite for today's corporate life and culture, which teaches the basics of wine tasting and the food pairing that goes along with it.

Samarthan

Samarthan is a student initiative CSR club under the Centre for Social Sensitivity and Action. It is a platform where GIM students strive to bridge the gap between ideas and actions and contribute to societal betterment. It conducts social events like One Billion Rising, Letter earthlings, and Goodwill tribe, make a Wish along with Parivartan, a national level CSR case study competition, Fit and Fierce, and Daan Utsav. It also coordinates the Institute's CSR program, the Give Goa initiative.

Sankhya

Sankhya, the Society of Analytics, supports careers and skill development of GIM students interested in working with data and learning how to apply data analysis and statistical methods to business problems. They focus on



STUDENTS CLUBS »

collaborative environments where students congregate and share current data analysis techniques through workshops, competitions, and other avenues. Their events focus on the technical aspect of data analysis that can be applied in different fields such as marketing, finance, operations, and human resource management.

Samriddhi

Samriddhi is the annual business symposium of GIM with a 13-year legacy. It provides a platform for students to interact with significant industry leaders and veterans. They've hosted eminent personalities like Mr. Wendell Rodricks, Mr. Sam Pitroda, Mr. Harish Iyer, and many more workshops and competitions for top-tier B-schools (IIM A, IIM B, XLRI, etc.), with other GIM clubs and committees. Samriddhi 2020 went virtual and international and was open for students internationally

SCOPES

SCOPES, the Supply Chain and Operations Club, incorporates operations into one's daily life in an informative and enjoyable manner. The Flagship event, Prabodhan, hosts some of the most prolific speakers and experts along with the annual supply chain newsletter "Samhita." Continuum is a national-level case study competition with participation from over 1000 students. Beer Game challenges teams to prove themselves as efficient strategists.

Society of Finance (SOFIA)

GIM's core finance, focuses on providing learning opportunities about finance by creating real scenarios through



technology. Sofia organizes various finance-focused events that include Gurubhai (annual floor trading event), Nivesh (National level trading and valuation event), Auctomania (high paced auction game), and FinQuiz (national-level online quizzing event). Mock trading and crypto trading events are organized to provide a trading experience to the students. Sofia times is its quarterly magazine.

SPP

SPP is an acronym for "Society for Public Policy." Society's objective is to keep the student fraternity updated with day-to-day policies and current affairs related to the government. They also offer Live Hands-On Government Projects and hold webinars with professionals responsible for developing and executing policies in their companies or government.

Sprockets

Sprockets, a group of student volunteers, assist GIM's Public Relations to promote a positive image of GIM and enhance out-of-class learning, respectively. The team helps to archive the events on campus in photographs. The Sprockets team is actively involved in promoting photography learning and related skills. Sprockets also conduct Shootout, an online Photography competition for all GIM members.

The Health Club

This club is an integral student-driven system, acts as a bridge between the vendors, students, and the administration. It ensures good quality nutritional food is available in the Cafeteria and across all the



STUDENTS CLUBS »

different vendors on campus. The activities under the purview of the Health Club also include the maintenance of the gym and swimming pool. The club also organizes Bengali Bhoj and Punjabi Bhoj with other communities and a special menu to celebrate festivities.

The E-Cell

The Entrepreneurship Cell promotes and celebrates the entrepreneurial spirit amongst the students and encourages them to be budding entrepreneurs. The cell conducts numerous workshops, seminars, events, and interactive sessions with eminent entrepreneurs. Some events are Eureka, a national-level business plan event; Utsav, an event to foster an entrepreneurial spirit; Elevator pitch; and Lead up, a ten-week-long, bi-weekly entrepreneurship learning program. They also create privilege cards.

The Student Investment Fund

Vinidhan, a registered student investment fund (SIF), provides GIM students with an opportunity to manage a portfolio of exchange-listed equities. It gives students the experience of working on an absolute investment fund. The goal is to be recognized as a professionally managed fund in the financial world. The main focus is on learning and applying various strategies to the fund to increase the returns. Their portfolio is well diversified into FMCG, IT, banking, automobile, cement, and healthcare.

The Student Alumni Relations Cell provides an opportunity for the alumni to interact with the faculty and the students. Few main activities are The Grand Alumni Meet,



Summer Solstice—aimed to encourage students to excel in their Summer Internships, Imprints: annual meets across cities, Hangouts—interactive sessions with students at the campus, Alumni Recruit Connect (ARC), Alumni Intern Mentorship (AIM) and International Meets.

The Systems and Consulting Club

The System and Consulting club is a student-driven club to create awareness about technological know-how and consult relevant for corporate managers of tomorrow. The club provides students with learning, acquiring skills and best practices from industry experts, and applying knowledge gained in practical situations. The club hosted the events like Comcentric, D-Day training, Apprenant Lakshya, Final Destination, Curio, Gaming Week, Tech Katha, Blitz, and The Consultant.

TEDxGIM

Owing to the pandemic, TEDxGIM 2021 witnessed TED talk videos and live speakers coming together to spark deep discussions and connections. The team is structured into various domains based on skill-sets like marketing, finance, public relations, and photography. TEDxGIM was first conducted in 2015 with the 'Plastic man of India' speaking on sustainable practices across the globe.





CENTERS OF EXCELLENCE

Centre for Excellence in Research

The Centre for Excellence in Research (CER) is a faculty-initiated activity to promote and foster research culture. Its prime objectives are to (i) build a culture of research, (ii) create an environment that engenders and fosters research, (iii) encourage faculty members to engage in high-quality research (iv) imbibe research-driven pedagogy that nurtures critical thinking among students (v) be known as a thought-leader among the management community and (vi) enable GIM as an institute to develop expertise in certain areas of interest.

CER shapes research policy, evaluates research infrastructure and finds out ways and means of improving it, assesses the quality of research, ensures ethical standards in research, and arbitrates on research-related disputes

Centre for Creativity, Innovation & Design Thinking

Design Thinking is a critical tool in problem-solving in the workplace today. It uses a human-centered approach to find sustainable solutions to existing problems. The Centre makes students see solutions when none seems to exist and harnesses metaphors to see a new product or service design possibilities.

CCIDT develops multiple skills of students by providing rich opportunities to find a voice for their creative expression. The Centre Chairperson is responsible for

carrying out various activities and a dedicated student team to bring this to life. Some of the activities carried out include theatre, dance, short-film making, photography, art, and music.

Centre for Excellence in Sustainable Development (CESD)

CESD was formed in July 2018 to contribute to GIM's quest for environmental sustainability, with following objectives:

Knowledge Creation: Transform GIM into a sustainable community; Action research in environmental sustainability

Knowledge Dissemination: Increase community awareness about sustainability

Knowledge Application: Develop a resource Centre for training, consultancy; participate in policy making; contribute to sustainability start-ups

Projects:

Sustainability activities: Sustainability Hackathon, "No more use-and-throw at GIM" campaign, E-waste management, Green industries Goa campaign

Stakeholder communication: Biodiversity Register, "Sustainability Horizon" newsletter, Sustainability Report

Student engagement: Live projects

International activities: Member of Community for Sustainable Centers, Partner in "RISE" project on sustainable entrepreneurship funded by Finnish agency EDUFI

Priority SDGs: 6, 7, 11, 12, 13

Centre for Social Sensitivity and Action

The Centre for Social Sensitivity and Action (CSSA) is one of the Centres of Excellence at Goa Institute of Management (GIM), contributing to the society and the institute through research, training, workshops, academic and community-based activities. CSSA incorporates the values of equity, inclusivity, and sustainability in all its activities. The Centre was established in 2013 and acts as a bridge between the Goa Institute of Management (GIM) and the community. It prepares future leaders to respond to businesses and society's complex sustainability-related challenges. All the activities undertaken by CSSA align with the ethos of UN Sustainable Development Goals (SDGs) and the Principles for Responsible Management Education (PRME) initiative, which promotes responsible management education.

The Primary Objectives of CSSA are to:
Incorporate values of equity, inclusivity, and sustainability in all its activities.

Promote and prioritize responsible management education.

Prepare future leaders for complex sustainability challenges faced by business.

The priority SDGs of CSSA is – SDG3 (Good Health and Well Being), SDG 4 (Quality

Education), SDG 5 (Gender Equality), SDG 8 (Decent Work and Economic Growth), SDG 10 (Reducing Inequalities), SDG 12 (Responsible Production and Consumption), and SDG 17 (Partnership for the Goals).

Centre for Public Policy & Governance

Centre for Public Policy and Governance (CPPG) is one of the new initiatives at GIM. The CPPG is primarily motivated to explore the links between management and public policy. The Centre has the objective of generating and leading intellectual capital and experience to inform public policy formulation and governance in India and emerging economies. The Centre aims to create awareness among the student community by discussing and analyzing public policies. It will serve as a platform for academics from all over the country and beyond, policymakers, and others interested in public policy and governance to interact and dialogue. Its philosophy is predicated on the belief that effective public policy is always profoundly contextualized. Having functional organizations, managerial and design capability within government and parastatals, and the content of public policy is essential for success. The Centre also contributes to regional development by actively participating in various policy initiatives undertaken by the government and different non-governmental actors.



ATAL INCUBATION CENTER

Atal Incubation Centre at Goa Institute of Management (AIC-GIM Foundation) is a sector agnostic Startup Incubator based at the Goa Institute to Management campus. AIC-GIM Foundation (AIC-GIM), under the Atal Innovation Mission (AIM), is supported by NITI Aayog, Government of India.

Our mission is to aid start-ups, stimulate their growth, and facilitate their success through a holistic support system for entrepreneurs by providing opportunities to access finance, market, and talent, including mentors and subject matter experts. AIC-GIM has made a stellar impact from operations in September 2018. AIC-GIM is not just supporting the Goa Startups but providing Incubation services to Startups from across India.

From Dec 2018 to Dec 2020, AIC GIM Foundation has incubated over 32 Startups, and out of these, over 72% are continuing their journey further to the next stage. The incubated startups are offered an environment that suits their need; we do so by providing incubation support in 3 ways:

- Physical Incubation (State of the art incubation facility at Goa Institute of Management)
- Virtual Incubation (Providing support to startups not based in Goa)
- On-Demand Incubation (Incubation support as and when the startups require)

We are building a better startup ecosystem, a better startup world!

Goa is becoming a preferred startup destination, as it has been for tourism. Goa encourages innovation and technology, along with an enviable work-life balance, as its government is committed to supporting startups. AIC GIM Foundation providing consultation as the Startup Promotion Cell for the Department of Information and Technology, Government of Goa, and Infotech Corporation of Goa Ltd., carried out due diligence and has facilitated the disbursement of funds towards incentives to the certified startups.



AIC GIM Foundation is conceptualizing and organizing Startup week at Goa with a specific focus area; these include events like:

- AnthaPrerna 2021 as a part of the WiSE (Week of Investments, Startups, and Entrepreneurship) Week focussed on raising investments and showcasing Goa-based startups across India
- In collaboration with Climate Collective Foundation, AIC GIM organized the ESG (Environment, Social & Governance) Startup Week and has launched the first Climate Incubator HUB-CE, a dedicated center for promoting Collaboration and Entrepreneurship in the Climate and environment sector
- In collaboration with Kamaxi College of Culinary Arts, AIC GIM has set up FIERCE Kitchens, India's First Culinary Incubator in Goa with state-of-the-art kitchen and incubator facilities, and is running a batch of 12 Foodpreneurs from across India. FIERCE Kitchens will be organizing RECIPE - A Culinary Startup Week in Goa.

Goa Startup Week is a startup week showcasing Goa-based startups and creating entrepreneurship and employment opportunities.

AIC-GIM, in collaboration, has launched 2 New Dedicated incubators/Hubs for food entrepreneurs (FIERCE KITCHENS) and climate, environment Startups (HUB CE) in the year 2021.

AIC GIM also runs long-running marathon outreach events like

- INVEST-a-THONS: For investors to view startups as a viable investment option
- MEET-a-THONS: Connecting ecosystem players
- MATCH-a-THONS: A catalysing event for startups, Industry, and government to gain exposure to each other's capabilities and needs
- COLLAB-a-THONS: Creating an environment for all ecosystem enablers to collaborate
- GAIN: Evangelising a Goa Based Angel Investor Network
- Gateway-To-India: Initiative to assist Global Startups with access to the Indian Markets

The team at AIC GIM, led by Mr. Rajesh Joshi, has adopted a LEAPFROG strategy to take the new mantra (Building a Better Startup Ecosystem) of AIC-GIM ahead and fulfill the vision and mission of AIC-GIM Foundation.

WE-nurture



-A Quarterly program run in association with our Corporate Partners to nurture Women Micro-Entrepreneurs.

- Every Quarter a Cohort of 10 Women Entrepreneurs will be part of our WE-nurture program.

-In 1 year, AIC-GIM aims to support 40 Women Entrepreneurial Ventures.



Startup for Sustainability
Startup for Scaling up
Startup for Social Impact

This (S4S)3 cohort program is aimed to make respective Startup Sustainable & Scalable and provide support to Social Impact Startups'.

21 Startups under these 3 category will be incubated at AIC-GIM & receive the value added services from AIC-GIM

1. Access to Network
2. Market Access Support
3. Knowledge and Mentoring Support
4. Access to Finance

IMAGIC



A program

- To Identify Entrepreneurial Talent in Goa.
- To Harness this talent by giving access to knowledge & mentors

- To give opportunity to be Entrepreneurs in Residence (EiR)
- To cultivate & promote innovation culture in Goa



Leverage AIM, AIC-GIM, GIM & GOA To Leverage on opportunity presented by AIM plus work done in 2 years by AIC-GIM. To leverage the Legacy of GIM, its Board, Alumni, Faculty, Students & Industry connects. To leverage Brand GOA to promote Goa as a Work-Ation destination.

Evolve Startups', Investors, Mentors We will lead the Evolution of the new Startup Ecosystem in Goa, in India and in the world, by Empowering the Entrepreneur, Evangelising the Investor, Empowering the Mentor in you and Enabling these Ecosystem connects.

Augment Infrastructure On top of A world class Incubation facility we will Augment AIC GIM infrastructure by building a Multi Talented Team, Diversified Strategic Vendors, 1 Satellite Centre, Dynamic online presence & Inhouse Technical Development Team for incubated Startups'.

Partner for Programs With the ethos of Better Together, AIC GIM will launch and conduct programs along with the Best partners and jointly conduct specific workshops, bootcamps, knowledge sessions plus run flagship Startup Cohorts with Incubator and Accelerator programs

Focus Areas' AIC-GIM is a Sector Agnostic Incubator. Ahead we will Focus on Educationally & Socially Disadvantaged Entrepreneurs, Women led Startups', Student Entrepreneurs, GIM Students & Faculty and Entrepreneurs with Limited Pre Entry Experience & Knowledge.

Regional Impact AIC-GIM will be the Voice of Goa Startup Ecosystem & within the 500 km radius. We will continuously engage & enhance the local, regional Startup Ecosystem by collaborating with Startup Ecosystem enablers/stakeholders including Academia, Industry, Government

Outreach Local, National, Global across Stakeholders We Understand our larger mandate & role in promoting entrepreneurship & innovation in the state, country, world. To execute this we will reach out and create awareness campaigns reaching across geographies & all stakeholders.

Goals Sustainable Our goals are at AIC GIM is to reach Economic Sustainability and at same time our Bigger Goals is to promote Environment Sustainability in line with GIM goals and as Stakeholder in the community we will work with our Social Responsibilities in mind for 2021 and beyond.



RIVER

(Return on Investment Ventures by Entrepreneurs in Residence)

A 1 year program for Entrepreneurs in Residence to work on an idea, create startups and make them scalable ventures.

These Startup ventures will give great Returns on Investment to early investors

IMPACT & PERFORMANCE

Start Operations of AIC-GIM September 2018	100+ Individuals/SMEs /Corporates reached out	3 Member Team of CEO, Program Manager, Ecosystem Manager guided and supervised by the AIC-GIM Foundation Board		
11 Partnerships for Programs, Services, Market Access for Startups	300+ College Students in GOA reached out	15+ Angel Investors & VCs	10+ Industry Connects	16 Mentors
22+ Startups Incubated	50+ Events, Workshop, Sessions/ Boot camps	100+ Entrepreneurs Founders, Startups Benefited	10+ Start-ups prepared for investor readiness	10+ Investor connects

STUDENT ACHIEVEMENTS

AT OFF-CAMPUS COMPETITIONS



Hosted By	Event Name	GIM Position
SIGNIFY	Signify Luminaire	Campus Winners
Optum	Optum Stratethon Season 2	Campus Winners
Asian Paints	Asian Paints Cognoscenti	Campus Winners
KPMG	KPMG Ideation Challenge	Campus Winners
Meero	Meero Campus Challenge 2.0	National Finalists
XLRI Jamshedpur	"Distruct 2021"	Runners up
Edgistify	Edgistify Innovation Challenge	National 3rd rank
IIT Jodhpur	"Boltified" – Sports Quiz	Winners
L'oreal	L'oreal Brandstorm 2021	National Semi-Finalists
Ministry of Education	Toycathon 2021-Innovation Cell.	National Finalists
IIM Lucknow	"Innovation Jam"	National Finalists
NMIMS, Mumbai	Not Just Marketing' article writing competition	Winners
TAPMI, Manipal	"Young Business Leader"-Annual Festival	Winners
IIM Ranchi	"Marquess Build Your Brand"	Winners
IIM Nagpur	"Wordink" Article writing competition	Winners
IIM Ranchi	"SCYTALE"	Winners
BIM Trichy	"Technovation"	Winners
NHRDN	Prof Ram Charan Young HR Icon Awards 2020.	Winners
IIM Sambalpur	"Pronigma 2.0"-Case study competition	Winners
IIM Amritsar	"Market King, Drishti 2K21"	Winners
NMIMS, Mumbai	Fenomenon	National Finalists
MICA, Ah'Bad	StartUp Garage 21'	Runner Up
IIM Kashipur	"Uttishtha 21" Annual festival	Campus Runners Up
IIM Bangalore	"Pitch-it-Perfect"-Business case study competition	National 1st Runner up
IIM Calcutta	"Pitch-n-Snitch"	National 1st Runner up
IIT Delhi	Simulacrum 2021'	National 1st Runner up
IIM Vizag	DataSprint' Case Study Competition	National 2nd Runner Up
E4 MBA	Intercollegiate Summer Trainee Awards	National 2nd Runner Up
IIM Ranchi	"Symvoulous 6.0"- Case Study Competition	National 2nd Runner Up
IIT Gandhinagar	"Icon" Case Study Competition	National 2nd Runner Up

DISTINGUISHED ALUMNI



Dr. Srinivas Chunduru

Batch - 1998

Founder - Vans Group
Investing | Skilling | Advisory

www.vansskilling.co.in | www.vansinvestments.co.in

Chief Advisor - Crowdera | Member of Board - AF Capital | Ex Senior Advisor - OLA | Chief Advisor- Mindful e-commerce ventures | Advisor - Happy+ | Board Advisor- Snackamor foods | Partner - Success route and Y nos (IIT Chennai incubated)

Testimonial :

The most important life learning that GIM has instilled into my working career and DNA is the ability to construe a business situation holistically and not just limited to a functional area. This has immensely helped me in my 23-year career to play the role of Intrapreneur and Entrepreneur. In my career, in my career, I had an opportunity to work in varied functional areas ranging from sales to finance to HR and this versatility would not have been possible without the strong pedagogy at GIM.

The approach and pedagogy focussed a lot on live projects, collaboration, practical aspects of business management through simulations, case studies and other creative methods. In addition to this, an emphasis on overall professional and personal development through various clubs, associations, sociocultural events, competitions and sports helped me a lot in balancing various aspects of life.

GIM has always been an innovator and focuses on sustainability, inclusiveness, deep industry connections and focuses on research has always distinguished GIM. The state of the art infrastructure (Digital as well as physical), the intellectual assets (case studies, research, faculty, projects, research labs, sustainability centres, startup incubators etc) and unique value-driven pedagogy will surely help the current and forthcoming batches in crafting a bright careers.



Mr. Rakesh Palakurthi

Batch - 2001

Executive Director - Debt Capital Markets
Yes Bank Limited

Testimonial :

GIM has been a catalyst that changed my perspective of life in more than one way. Two decades back GIM did not have the swankiest of campuses, top-of-the-deck infrastructure & technology but it had core ingredients to mould the youngsters into a responsible and successful business leaders. Apart from a strong pedagogy, GIM always had integrity, humility and social responsibility as main core elements of its ethos. I am proud to see the institute not let down their focus on these core ingredients even after 2 decades and is reflected in GIM being recognised by UN amongst the four business schools globally as "pioneering" B-school in the Positive Impact Rating (PIR) 2021 under United Nations Principles for Responsible Management Education (UN-PRME) report.

Life @ GIM helped me imbibe Grit & Determination, Integrity & Indomitable Spirit and being Morally responsible.

It provided an environment to build excellent camaraderie which stood its test very recently when our class came together at one shout to support one of our buddies. This incident gave confidence to our families that there are 100 families standing behind them. This is testimony to the culture and environment GIM fostered on campus in those 2 years. I feel proud and privileged to be part of GIM family.

In these two decades GIM has come a long way in building top of the deck campus infrastructure, technology and research capabilities without losing sight of the core ethos of integrity, humility and social responsibility. I am very confident that this whole ecosystem at GIM makes it one of the preferred business school for aspiring leaders.



Ms. Radhika Ramani

Batch – 1999

Managing Partner
GroupM

Testimonial :

My first introduction to GIM was its faculty at the time of the interview. The lasting impression this left me had me selecting this relatively new and unknown institute in the 1990's to its more popular counterparts - easily one of the best decisions I made.

GIM was unconventional. The faculty, the students and the magic of Goa was unique in a way that taught us to look and live life beyond textbooks. The faculty was not only some of the best in their subject matter, they were passionate and transferred this passion to each one of us. The ensemble of students who came from very different backgrounds was unique. Brilliant, fun with a never-say-die attitude, most have gone on to become successful entrepreneurs and leaders in their fields. Finally, the magic of Goa brought a camaraderie and an appreciation to enjoy life to its fullest. This is the same culture that has continued over the years in my interactions with the school and the batches that have followed.



Mr. Sreekumar Bahuleyan

Batch – 1997

Associate Vice President, HR
Victoria's Secret

Testimonial :

Having realized early in my student life that I wanted a career in Human Resource Management, I set out to identify institutions that could offer quality education and the right environment to help prepare me for the corporate world. GIM was one among the few institutions I seriously considered and I eventually accepted their offer of admission. Father Romuald D'Souza's reputation as a visionary educationist, the caliber of the professors who helped him set up GIM, and my own experience during the selection process helped me make up my mind. The two years at GIM didn't disappoint me. In fact, it exceeded my expectations and I believe I wouldn't have been able to achieve what I have in my 24+ year corporate career had it not been for the strong foundation it laid for me. Father Romuald's conviction that "to be a good manager it is important to be a good human being" continues to guide all my actions even today. GIM instilled many things in me but above all, it taught me humility, tenacity and a strong belief in my own self.





Ms. Nandini Prasanna

Batch – 2000

VP, HR Control Leader
Wells Fargo

Testimonial :

I am thankful to GIM for the quality education that I received during my two years of MBA course. The favorable learning atmosphere in the old Ribandar campus and the wonderful friends that I made gave me happy student years and also allowed me to gain knowledge and experience from some of the best professors in the field. The learnings imbibed have helped me in my successful personal career growth. The opportunities provided in all the extracurricular activities help in the all-around development of the students. GIM has grown over the years not just in the infrastructure but also in the value creation towards developing our future professionals.



Mr. Samarth Kholkar

Batch - 2006

CEO & Co-Founder B:Live,
India's First EV Experience Platform

Testimonial :

I joined the PGDM program at GIM after my Engineering. The program has been phenomenal in leadership training, personal growth and my professional development. The entire program was very well-designed and added tremendous value to my long-term career aspirations and continues to do so even today. The program challenged our thinking and helped evaluate every business problem in a very comprehensive manner. I was placed in IBM India from campus, and I worked there for over a decade before turning entrepreneur at BLive. The core learning imbibed during GIM has enabled me to be a well-rounded professional and ensured the creative and collaborative approach is adopted in every situation, throughout my corporate and entrepreneurial journey.

A. John Mathew

Director and CEO, Sycamore Foods and Technologies Pvt Ltd.

Abhimanyu Kalra

Executive Director, India Equity Sales, Nomura

Adit Pankaj Parekh

Senior Manager, Corporate Development - Freshworks

Alok Saigal

Head Strategy - Edelweiss Global Wealth Management

Amitabh Jha

Head HR/IR - Tata Steel

Arul Vaz

Management Consultant - VISION

Brian Caetano Freitas

Independent Insight Provider -Smartkarma

Denny George

Founder - Project Annadanam

Dwijendra Srivastava

CIO Debt and Executive VP - Sundaram Asset Management Co. Ltd.

Eugene Savio Valles

Head Human Resources - GTL Ltd.

Gagan Banga

Vice-Chairman, Managing Director and CEO - Indiabulls Housing Finance Ltd.

Genevieve D'Cunha

DOCRM - Indian Hotels Co. Ltd.

Jackbastian K. Nazareth

CEO - Adani Realty

Juvenal Dias

EMEA Portfolio Manager - Johnson & Johnson

Mrunmay Das
Director
Das Capital Management and Advisors Pvt. Ltd.

Murali Sathyanarayana
VP and Global Head of Channel Sales
Datamatics Global Services Ltd.

Muralidhar Salvateeswaran
Regional Operations Director, South Asia -
Kantar

Nandini Prasanna
VP-Risk Management and Compliance - Wells
Fargo

Neel Adhikari
Global Security Program Management - Solvay

Noel Noronha
Senior HR Specialist, Transformation and
People - Telstra

Perry Goes
Chief Strategy Officer - United Breweries Ltd.

Prasad Shejale
Co-founder and CEO - Logicserve Digital

Puneet Mahajan
Executive VP and CFO - Suffolk

Rajesh Gupta
CEO - Mahindra South Africa

Rituparna Chakraborty
Co-founder and Executive VP - Teamlease
Services Ltd.

Sagnik Ghosh
Executive VP and Business Head
Star Jalsha and Jalsha Movies- Star TV Network

Sajjan Raut Desai
Director Investments - India Avenu

Samarjeet Singh
Co-founder and CEO Iksula

Sameer Batra
Director Mobile Business Development -
Amazon

Sameer Mehra
Founder, Advisory Board (GHIG) - Esoda Guru
LLC

Sandip Mishra
Chief Human Resource Officer - Prodapt

Saurav G Mukherjee
Managing Director - ORCA Media Pte Ltd.

Shifali Jain
Sr VP and Group Head- Axis Bank

Shilpa Gulati
VP - Peoples Operations - KEA

Sreekumar Bahuleyan
Associate Vice President - L Brands

Srinivas Chunduru
Founder and Member of Board - Vans Group

Sunando Das
CMI Director, Predictive Marketing and Retail
Analytics - Unilever

Supria Dhanda
VP and Country Manager - Western Digital

Vipul Mathur
CEO - Mufti

Virendra Acharya
Head Treasury - VIMSON

Vishal Jain
Head - ETF's - Reliance Mutual Fund

POST GRADUATE DIPLOMA IN MANAGEMENT

PART-TIME

The PGDM-PT programme is designed to meet the career advancement aspirations of working executives and business growth objectives of family-owned small and medium businesses. This programme is approved by AICTE and provides the full content of a rigorous MBA programme.

The PGDM (PT) classes are usually scheduled on Saturdays between 2.30 p.m. to 8:00 p.m. and Sundays between 9:00 a.m. and 7.30 p.m. This programme enables the students to focus on entrepreneurship and business plan development. The programme allows executives and managers to acquire cross-functional managerial knowledge and expertise.

During the first two years, the students are expected to study Core and Elective Courses spread over six terms, each of approximately a 15-week duration. During the third year, the students pursue research on a dissertation, case study, or workplace improvement project.

PEDAGOGY

A healthy blend of theory and practice, case studies, role-plays, simulations, and live projects ensure that skills and attitudes essential for effective managers are developed through the programme. IT infrastructure and several academic and professional databases facilitate the learning process at GIM. Capstone projects give a business simulation scenario where students develop abilities to take integrated decisions affecting marketing, finance, operations, human resource, TQM, and R&D. Students also evaluate their team performance on parameters like profit, return on equity, and return on sales and asset turnover.



CURRICULUM

The curriculum is designed to develop both conceptual and skill-based competencies. The core curriculum comprises the standard body of knowledge of business management and is compulsory for all students.

A typical Core Curriculum is as follows:

- Production & Operations Management
- Marketing Management
- Managerial Economics
- Organizational Behaviour
- Financial Accounting
- Human Resource Management
- Macro Economics
- Managerial Accounting
- Financial Management
- Managerial Ethics
- Business Law
- Business Research Methods
- Organizational Structure, Design & Change
- Strategic Management

The curriculum allows students to select electives that facilitate their career growth and development in consultation with their respective faculty.

ELIGIBILITY

Executives/ Supervisors with the zeal to advance quickly in their careers who have a Bachelor's degree or equivalent with at least 50% marks and at least three years of work experience after graduation are eligible for the programme.

SELECTION CRITERIA

1. Entrance Test:

A valid score in any of the following entrance tests will be considered:

- XAT
- CAT
- CMAT
- GMAT
- MAT

2. The next step of the process is a personal interview.



ADMISSION PROCESS

Shortlisted candidates will be sent a call letter via email for the interview and selection process. They will be required to attend the selection interview and process on the specified date.

Selected candidates will be sent an admission offer letter via email. Selected candidates should indicate their acceptance of the admission offer by paying the fees on or before the stipulated date.

FEE STRUCTURE - PGDM PART-TIME 2021-24

Academic Fee

FEE TYPE	Term I	Term II	Term III	Term IV	Term V	Term VI	Total
Admission Fee	16,000	-	-	-	-	-	
Academic Fee	75,500	75,500	75,500	75,500	75,500	84,500	4,62,000
Deposit	10,000						
Fee Payable	1,01,500	75,500	75,500	75,500	75,500	75,500	4,78,000

REFUNDABLE CAUTION DEPOSIT - Rs 10,000/- (RUPEES TEN THOUSAND ONLY)

The Caution Deposit will be refunded to the student after she/he has left the Institute and on verification that no dues are standing against her/his name. An amount of Rs 5,000/ (Rupees five thousand only) will be deducted from the refundable caution deposit on graduation and credited as a membership fee to the GIM Alumni Association.

MANAGEMENT DEVELOPMENT PROGRAMMES (MDP)

The Management Development Programme (MDP) at GIM provides an intense and transformative learning experience designed to fit the requirements of seasoned mid-career executives. The programme will equip the participants with critical capabilities to succeed in an ever-changing global business environment.

GIM offers various open and customized programmes for working professionals that are either long or short duration. GIM also offers various in-company programmes based on specific requests from the client. Our programmes are designed and delivered to meet the needs of the executives who have the drive to lead innovations, be the champions of change, and have the passion for solving complex business challenges. Our programmes are conducted and facilitated by experienced faculty who share their research-driven insights and knowledge of current industry best practices.

Pedagogy

Pedagogical methodologies, frameworks, tools, and techniques are matched with the profile of participants and objectives of individual programmes, leading to mutual learning among participants. Some fundamental approaches are simulations, gamification, case discussions, field

exercises, group exercises, role plays, seminars, experiential learning, and workshops. Participants also obtain valuable insight from extensive interaction with their peers and organizations during the program.

Counterparts from other types of MDP Programmes

Open Programmes:

These are based on faculty research and expertise across various management disciplines spread over short (1-5 days) and long (2-3 weeks) duration.

Customised Programmes:

These are customized to meet the specific needs of project or client organizations. These programmes can be conducted as in-campus programmes at the institute or off-campus programmes at identified/ designated locations identified by the client.

Certificate Courses:

These are long-duration courses (6 months or more) delivered to individual clients based on their unique requirements.

AY	No of MDPs	No of Participants
2017-18	8	149
2018-19	15	140
2019-20	16	232
2020-21	4	100
2021-22	7	513

Sectors

Pharma, Public Service & Administration, Defence, Retail, Vocational Education

FELLOW PROGRAMME IN MANAGEMENT

Fellow Programme in Management is a full-time doctoral programme with three distinct phases: Course Work; Comprehensive Examination and Research Seminar; and Thesis Work. The programme typically would run for four years. FPM aims to train research scholars for a career in academia and practice.

Scholars are equipped with advanced analytical and practical skills necessary to succeed in academia and industry.

The Participants will have the chance to work as teaching assistants and research assistants. All admitted scholars are entitled to a scholarship and will get an opportunity to attend National and International conferences and workshops.

The FPM programme aims to train researchers in academia and practice by developing knowledge, research skills, and teaching capabilities.

Financial Support

Monthly Stipend

1st & 2nd Year	Rs. 35,000 per month
3rd Year	Rs. 37,000 per month
4th Year	Rs. 40,000 per month

Conference Support

The FPM will support two National Conferences (a maximum of Rs 30,000 per conference). The first will be allowed in FPM's third and fourth years. These funds cannot be used for any other conference/purpose).

During the third or fourth year of study, each student is supported by a maximum of Rs 1,50,000 for attending one international foreign conference.

Free Housing

During the program, candidates will have access to free housing on campus. There is a nominal annual registration fee of Rs 10,000, a refundable caution deposit of Rs 10,000, and a submission fee of Rs 2,000 at the time of submitting the thesis

Areas of Specialization

- Accounting
- Big Data Analytics
- Economics
- Finance
- Healthcare Management
- Human Resource Management
- Information Technology
- Marketing
- Operations
- Organizational Behaviour
- Public Policy
- Strategic Management



ADMISSIONS

Eligibility

A master's degree or equivalent in any field, with at least 60% marks or equivalent grade point average.

The candidate must have obtained at least 60% marks in the higher secondary schooling (10+2) or equivalent.

Admission Procedure

Letter of Recommendation: The application requires two letters of recommendation. The recommenders can email their recommendations directly to the mail id: fpm@gim.ac.in, mentioning the candidate's name in the subject line.

Admission Interview: Based on the Statement of the Purpose, research proposal, score in competitive exams like XAT, CAT, GMAT CMAT, NET JRF, evaluation of past academic performance, research interest, and relevant work experience, candidates will be called for an interview for final selection. Interviews would be conducted online.





Eminent Speakers at GIM

GUEST SPEAKER	DESIGNATION
Mr. G Srinivasan	CEO, Sporjo
Ms. Nikita Raut	Assistant General Manager, Learning Head, Bank Of Baroda
Mr. Anil Santhapuri	Director, CGI
Ms. Shruti Mishra	Lead, Talent Acquisition, PUMA Group
Mr. Yashwant Chauhan	Senior Manager, Corporate HR, GAIL
Mr. Dhairya Pujara	CEO, Ycenter
Mr. Parthiban Srinivasan	Technical Architect, VMware
Mr. Sneha Jain	Cofounder, The Baker's Dozen
Mr. Gowarthanan Anandan	Business Head at Cholayil Pvt Ltd
Mr. Brajesh Tiwari	Vice President, BNP Paribas
Mr. Ashutosh Sinha	Group HR, Landmark Group
Mr. Anuj Tiwari	Head of Talent Acquisition, Landmark Group
Mr. GS Raghu	Vice President, HSW, Hindustan Coca-Cola Beverages Pvt. Ltd.
Dr. Anil Kumar Misra	CHRO, Magicbricks
Mr. Kumaar Priyaranjan	President, Human Capital Hikal
Mr. Sundaram R M	University Recruitment Head, Yes Bank
Mr. Tom Mathew	Senior Specialist Advisor (Director), NTT Data Services
Ms. Ranjita Ghosh	Head of Marketing for APMEA Wipro Limited
Mr. Abhishek Bansal	Founder Chairman & Managing Director, Abans Group
Mr. Rohan Prasher	Group Brand Manager, Asian Paints
Mr. Darshan Khombhadia	India Talent Acquisition Lead, Akzonobel
Mr. Atulaya Goswami	Head HR, India, UPL
Mr. Karthikeyan S.	Founding Member, SAP
Mr. Pradeep Augustus	Manager HR, Valtech India
Mr. Shiv Rawat	AVP & National HR Head, DTDC Express
Mr. Abhinav Pathak	CEO, Perpule

FACULTY PROFILES



Ajit Parulekar- Director

MPharm, MBA (Mktg), MSc (Health Economics, Policy & Management), PhD

Prof. Ajit Parulekar has 25+ years of academic and industry experience. He has worked as a consultant for the Goa government, IndiaPost, the United Nations Development Programme, the Ministry of Health and Family Welfare, and various private sector companies. Branding, Consumer Behavior, Higher Education, and Health Care Financing are his areas of interest. At GIM, he established and fostered the Healthcare Management programme. He serves on the Executive Council of Goa University and the Governing Council of the Global Compact Network of India, among other boards and councils. Currently, he is the Director of Goa Institute of Management



Akshay Bhat

CTLCD (ISB-Hyd), FDP(IIM-B), PhD

Prof. Akshay Bhat is a doctorate in Management from XLRI Jamshedpur, 2017; PGP (XLRI) course in strategic management. After the PGP coursework, he investigated how certain job ventures go beyond their contractual obligations for his doctoral thesis. Before joining academia, he was working as a section head of Alternate Fuel Engine Design Group at the Research and Development Group of Volvo-Eicher Commercial Vehicles.



Alekh Gour

BE (CSE), MTech, Ph.D. (Bio-Informatics, NIT Bhopal)

Prof. Alekh is working as an Associate Professor. His expertise is in Data Science and Machine Learning. He has been awarded the Young Scientist Award in Computer Science by MPCST, Government of Madhya Pradesh. His areas of interest are Business Analytics, Health IT and Analytics, Soft Computing, Uncertainty Analysis, and Decision Science. He has published several research papers in top-rank journals in Healthcare Analytics, Tourism Analytics, Bioinformatics. He was honored with the 'Professor of the Year 2020 award at GIM' by InsideliIM



Abhishek Ranga

BSc, MBA, FCMA, CPA, Ph.D.

Prof. Abhishek Ranga is working with the Institute as an Associate Professor in the area of Finance and Accounting. He is a Management graduate and holds a Doctorate in Finance. He is a qualified Accountant with a CPA designation from CPA Australia and a CMA designation from The Institute of Cost Accountants of India (earlier ICWAI). He is a fellow member of The Institute of Cost Accountants of India. He is currently the program chair of PGDM (Banking Insurance and Financial Service)



Ajay S Vamadevan

MPH, Ph.D., DLSHTM(London)

Prof. Ajay Vamadevan holds a doctoral degree from the University of London and has 19 years of experience in public health research and practice. Ajay teaches Health Information Systems, Advancements in Healthcare Technology, and Data-Driven Healthcare courses. His research focuses on applying technology for healthcare and has led to the development of the mPower Heart Digital System for chronic disease care. He has more than 50 publications to his credit.



Allan Bird

BA (USA), MA(Japan), PhD (USA)

Prof. Allan Bird has extensive experience spanning 43 years, including 36 years of full-time academic experience. Prof. Bird has focused on training and development in the HR field in the corporate world. He was the Brodsky Trustee Professor at Northeastern University and the Shibusawa-Arai Professor at the University of Missouri -St. Louis, Professor of International Business at California Polytechnic State University, San Luis Obispo, and Professor of International Business and Management at New York University. He has been a visiting professor at Columbia University (USA) and Rikkyo University (Japan).

**Amit Ram Puniyani**

BTech (IIT-Mum), PhD (Stanford Univ.)

For many years, Prof. Amit Puniyani has worked at international banks as a financial analyst. He worked for global banks like Lehman Brothers (now Nomura) and Deutsche Bank for 12 years. His research interests are in finance and computational and analytical techniques, and he possesses a Ph.D. in computer science. He's also interested in risk management and trading based on AI algorithms.

**Amiya Sahu**

BSc., MBA (Finance), PhD

Prof. Amiya Sahu has about 20 years of experience in teaching research and consulting. He teaches courses in finance viz. corporate finance, valuation, financial modeling and analytics, financial statement analysis, and technical analysis. His research areas are institutional activism, equity market, corporate governance, and wealth creation. He has got several publications in leading journals. He has earned several publications in leading journals. He has written case studies on valuation and investment decisions. He is also a certified stock trader

**Anamika Sinha**

MBA, Ph.D. (Univ. of Lucknow), Certified trainer (Dale Carnegie ITD)

Prof. Anamika Sinha has 22 years of diverse experience in telecom, IT, NGOs, and academics. She has guided several PhDs and has published in reputed journals. She is a certified personality assessor from Thomson Assessment Centre, Coach from Ericson India Ltd, and a T group facilitation process worker. Her area of expertise lies in Learning and Development and Organization Design. She is actively involved in consulting, training, research, and teaching in this domain.

**Andy Silveira**

MA (Phil), MA (English lit.), MPhil (English Lit.), Ph.D. (Film Studies & Visual Culture)

Andy Silveira has worked in Learning and Development for over twelve years in Deloitte and J.P. Morgan. He has spearheaded Lesbian, Gay, Bisexual, and Transgender Inclusion initiatives at his workplace. His areas of interest include Communication, Storytelling, Design Thinking, Diversity Studies, and Queer Studies.

**Anubhav Mishra**

MCom, MBA, MPhil, PhD

Prof. Anubhav A. Mishra has worked in the telecom industry for one year and has 12 years of academic experience. Product and Brand Management, Marketing Research, Retailing Management, Customer Relationship Management, and Marketing Management are his favorite subjects to teach. He is the author of multiple international publications, a book, and numerous conference presentations. He has conducted 16 MDP/FDPs. To date, his research has been cited 302 times.

**Anup Kumar Maurya**

MTech (Univ. of Hyd), PhD (IDRBT, Hyd.)

Prof. Anup Kumar Maurya is an Assistant Professor. He has a Ph.D. in Computer Science from IDRBT Hyderabad, M.Tech. Degree in Artificial Intelligence from the University of Hyderabad and FDP on Machine Learning from IIM Bangalore. He has various research publications, including a special mention where he got the best research paper award at the International Symposium on Security in Computing and Communication. He was a visiting researcher at the State University of New York at Buffalo, USA

**Anurag Dugar**

PGDBM (Mktg) , M.Com, MBA (Mktg), PhD

Prof. Anurag has more than 20 years of enriching experience in teaching, training, and marketing practice. He has worked with IIM Shillong, IIM Bangalore, SIBM Pune, ICICI Bank Business Leadership Programme, Leeds Metropolitan University's India Campus, etc. Currently, he is a visiting faculty at various IIMs. He is also a qualified MBA (Marketing), PGDBM (Marketing), and Master of Commerce (Business Administration). He loves training and discussions on anything marketing

**Arif Raza**

PGDHM, MPhil, PhD

Prof. Arif Raza has experience of 15 years with ten years in the healthcare industry. He is the author of 'Accreditation for Healthcare Organizations and consulted several hospitals for quality improvement and accreditation. He has handled large-scale research projects for the central and state governments and the WHO. He is a two-time recipient of the 'Best Professor in Healthcare Management' award by Dewang Mehta Business school affairs. He is also certified as a NABH assessor by the Quality Council of India.

**Arpita Amarnani**

BE (Elect), MBA (Fin), PhD

Prof. Arpita Amarnani has 25 years of corporate and academic experience; 16 in full-time academics at different business schools like the Institute of Management, Nirma University. Her teaching areas are Corporate Finance, Management of Financial Services, Financial Institutions and Markets, and Fintech. Her current research focuses on FinTech business models and Sustainable Finance, and she has published in journals and presented papers in international conferences. She is currently the Chair of the Centre for Excellence in Sustainable Development at GIM.

**Ashay Kadam**

BTech (IIT-Mum), MBA (IIM-A), Ph.D. (New York Univ.)

Prof. Ashay Kadam received his Ph.D. from the Stern School of Business, New York University. His past research and teaching span finance, statistics, and operations research. His current work is focused on financial inclusion in India, primarily where FinTech facilitates the solutions. Before joining GIM, he has held academic positions at several reputed educational institutions, including the University of Michigan Ann Arbor, City University London, National University of Singapore, and Indian School of Business.

**Avik Sinha**

BE (NIT-Durgapur), PGDM (Finance), FPM (IIM-Indore)

Prof. Avik Sinha has experience of over nine years with six years of full-time research and academic experience. Stanford University has ranked him among the top 2% of global scientists. Among his areas of expertise are Energy and Environmental Economics, Sustainable Development, and Applied Econometrics. He teaches Microeconomics across programs. His research is focused on the Sustainable Development Goals (SDGs), with a special focus on SDG 13, SDG 7, and SDG 8.

**Bhanu Pratap Singh**

BSc, MBA (Finance), Ph.D. (IIM-Raipur)

Prof. Bhanu Pratap Singh is an Assistant Professor. He has completed his doctoral studies at the Indian Institute of Management, Raipur. He has published his work in various international journals. His area of interest is Risk Management and Econometrics

**Chinmay Behera**

MA, MPhil, PhD (Economics)

Prof. Chinmay Behera has been teaching and researching at the postgraduate level for more than eight years. Several of his economics and finance papers are published nationally and internationally. In addition, he has written two books. Under the institute of eminence research scheme, the government also provides major research funding to him. He has organized several national and international workshops and conferences for academicians and corporate executives.

**D.N. Venkatesh**

BSc (MPC), MBA, LLB, PhD, Dip T&D, Fellow (HRM)

Prof Venkatesh has experience of over three decades of HR functional, consulting, academic, and research experience. Earlier, He has worked in the HR functional domain in the logistics, banking, IT/ITeS, and social sectors. He has held HR generalist positions such as Head HR with pan-India responsibility and more specialized roles such as Head Global Talent Management Office, Head Talent, and Head Learning. Prof. Venkatesh Has authored two books in HRM and close to 505 research papers and case studies. He has designed and delivered executive learning programs across sectors, apart from offering HR consulting services in HR Process Re-engineering, Leadership Assessment & Development, HR Audit, and Optimization. He currently holds the positions of Program Chair (PGDM-Full Time) and Placement Chair for the PGDM-Fulltime Program. He is actively involved with industry bodies like the National Institute of Personnel Management, Goa Management Association, and Confederation of Indian Industry.

**Debendra Nath Panigrahi**

MSc, MBA(FMS-Delhi), CFA & MS Finance, CAIIB & DFS (IIBF-Mumbai)

Prof. D N Panigrahi has 21 years of banking experience and over 18+ years of academic experience. During his banking career, he worked in Delhi, Kolkata, Mumbai, and Odisha with exposures in Retail Banking, Branch Banking Operations, MIS and Compliance, International Banking and Trade Finance, Credit Analysis, Appraisal, Management, Training, and Development. He was the Principal and Chief Faculty of the Bank's Training College. He has been Associate Prof. of Finance and Bank Management at the Institute of Management Technology, Nagpur

**Devasheesh Mathur**

BTech, MTech (IIT-Mum), FPM (MDI-Gurgaon)

Prof. Devasheesh brings valuable experience from think tanks and start-ups to academia. In addition to teaching health systems and policy analysis, he also teaches social entrepreneurship, innovation, and design thinking strategies. As a policy monitor and impact evaluator, he works with government and intergovernmental agencies. His peer-reviewed research articles and opinion pieces have appeared in leading dailies. He is one of the founding members of the Indian Public Policy Network. He is an alumnus of IIT Bombay and MDI Gurgaon.

**Divya Singhal**

MJMC, MA(Economics), ITP(CEIBS, China), FDPM (IIM-A), PhD

Prof. Divya has experience of 23 years with 18 years of full-time in academics. She is currently a professor in general management and chairperson Centre for Social Sensitivity and Action at GIM. Her teaching and research interests are development, responsibility, pedagogy, and management. She is part of the UN PRME Board Sub-Committee on SIP and was awarded as PRME Faculty Runner Up Award 2021

**Diya Guha Roy**

BE(Civil), MBA(OBS - Washington Univ.), PhD (IIT-Kharagpur)

Prof. Diya completed her doctorate from IIT KGP, MBA from Washington University In St Louis(USA), and BE from Jadavpur University (Kolkata). Her main areas of experience have been software project management, development, testing, delivery, and business analysis. Diya has worked in IT Software (Infosys, Oracle), consultancy (IOEQS), and Construction (Shapoorji & Pallonji) domains. Her research domains are grounded theory, Text mining, Netnology, Consumer Behaviour, and Branding.

**Hanish Rajpal**

CA, FRM, MBA(FMS-Delhi), Ph.D. (NLU-Jodhpur),

Prof. Hanish Rajpal is a Chartered Accountant, a certified FRM, and MBA from FMS, Delhi University. He completed his Ph.D. from NLU, Jodhpur. Dr. Rajpal has an overall experience of around 20 years, with 11 years in academics and nine years with corporates. He has worked with American Express, Whirlpool, and Genpact in accounting and finance. Before GIM, he was a faculty at IMT Nagpur.

**Hemant Kumar Padhiari**

BE(NIT), MTech (IIT-BHU), PhD, ITP (CEIBS-China)

Fellow of the IRMA, Anand, Prof. Hemant is an academician. He holds a BTech (National Institute of Technology) from Silchar, Assam, and an MTech (IIT-BHU), Varanasi. As a professor, he teaches courses in Strategic Management, Business Models, Competitive Strategy, Capstone Business Simulation, Digital Transformation, Platform Business, and Design Thinking. He has worked on several consultancy projects for the Govt. of Goa. He writes cases for the courses he teaches.

**Joy Chowdhury**

Msc, MPhil, PhD

Prof. Joy Chowdhury is an Assistant Professor and Area Chair Person of General Management and Economics Area. He teaches Managerial Economics, macroeconomics, Forecasting, Game Theory. His research interest lies in the area of Economic Modeling, Applied Economics

**Kanupriya Katyal**

BE(E&C), PGDM (Mktg), FPM(XLRI-J'Pur)

Prof. Kanupriya has over 19 years of consulting, training, and academic expertise. At the PG and FPM levels, she teaches Research Methods, Marketing Strategy, and Consumer Judgement; her research areas are consumer choice, price fairness, and consumer bargaining. For clients such as Orient Cement, LIC, Novartis, and Balmer & Lawrie, she has done MDPs in Sales Management and Product Strategies. She has previously worked as a consultant with the Andhra Pradesh and Nagaland Handicraft and Handloom Development Councils and UGC, HLPPT, and ACGL.

**Kapil Khandeparkar**

BE (BITS), FPM (IIM-A)

Prof. Kapil Khandeparkar is an Associate Professor at GIM. The Indian Institute of Management in Ahmedabad awarded him a doctorate in management. He earned an engineering degree from the BITS Pilani Goa Campus. Many journals have published his work, including the Journal of Business Research, the Journal of Retailing and Consumer Services, Tourism Management, The Journal of Brand Management, and Marketing Intelligence and Planning.



Karman Khanna
BMM, MA, FPM(MICA, A'bad)

Prof. Karman is an assistant professor at the Goa Institute of Management and has done his doctoral studies from MICA, Ahmedabad. His six-year work experience spans academia and the advertising industry. Alongside academic publishing in journals and books, he is also a national award winner for his short film, "The Need of New Drugs for Tuberculosis." His areas of interest include interpersonal communication, gender communication, consciousness studies, and material culture sociology.



Kaushik Desarkar
BSc, PGDM (SPJIMR), MSc(UK), FRM (GARP-USA)

Prof. Kaushik has 20 years of corporate and academic experience. His corporate experience has been with Tata Steel (India) and Morgan Stanley (UK). Most of his educational experience has been with GIM. He is a certified FRM (USA) focused on financial risk management. He is an Assistant Professor in Finance focused on fixed income securities, financial derivatives, and financial risk management. He enjoys programming in Python



Kheya Furtado
MPH, Ph.D. (Health Sciences)

Prof. Kheya's s areas of research, consultancy, and teaching areas are Health Systems Financing and Public Health. She leads and conducts World Health Organization-funded projects on government health insurance schemes in India and collaborative research with the Harvard T.H. Chan School of Public Health. She previously served at the Health Division of the NITI Aayog, Government of India, New Delhi. Her doctoral research was carried out under the INSPIRE fellowship award of the Department of Science and Technology.



Kingshuk Sarkar
PhD (JNU)

For the past two decades, Prof. Kingshuk Sarkar has been a highly accomplished and renowned academician and author in labor administration and industrial relations. Having shouldered responsibilities as a Joint Labour Commissioner, Govt. of West Bengal for the last 23 years, he brings a wealth of experience. He has also worked as a faculty at the V.V. Giri National Labour Institute, Noida, for three years specializing in labor laws and labor administration. He has also done consultation projects with ILO and APO in the past. Dr. Kingshuk holds a Ph.D. in Economics from JNU, Delhi.



Kiran K.
BE(IE), MTech(IIT-Kharagpur), PhD(IIM-B)

Prof. Kiran K is currently Assistant Professor in Information Technology and Operations Management. He is a Ph.D. from the Indian Institute of Management Bangalore (IIMB) in Production and Operations Management. His research areas are Production and Operations Management, Supply Chain Management, Game Theory Applications, and Public Policy. His research papers and cases are published in reputed journals, and he has presented his research work at various National and International conferences.



Manas Mayur
BSc, MSc, PhD

Dr. Manas Mayur is currently an Associate Professor in the Finance and Accounting area and the chairperson (Centre for Excellence in Research). He has more than 12 years of experience in teaching and research. He holds a Ph.D. from GGSIP University Delhi in finance. He is a keen researcher and has published in national and international reputed journals. His research interests are focused on the capital market, corporate governance, and behavioral finance areas.



Manju Tripathi
BSc, MBA, Ph.D. (IIT-Del)

Prof. Manju Tripathi has over 19 years of industrial experience across corporate treasury, finance, and banking at managerial levels. The organizations and her level of associations are; Sr. Vice President and Sector Head Sales (Cash Management), HSBC India; Dy. General Manager (Treasury), Jet Airways; Manager (Treasury) with Tata Motors and Indian Petrochemicals Corporation. She has published several articles in reputed journals and has contributed to chapters in books published by HSBC on Global Cash and Treasury.



Muneeb Ul Lateef Bandy
BTech, Ph.D. (IIM-A)

Professor Muneeb holds a doctorate in organizational behavior. For two years, he worked at Wipro Limited. Critical management studies, power, discourse, subjectivity interrelationships, global production networks, and business ethics are his research interests. His research projects include employment relations in the Indian IT industry, child labor in the BT cottonseed industry, and change management in family-managed businesses. He has contributed to several prestigious management publications and seminars.

**Nafisa Vaz**

PGDHCM, PGDCRM, Pursuing PhD

Nafisa Vaz has over 12 years of corporate and academic experience in healthcare, including extensive work with hospitals, diagnostics, and the Insurance

Industry. She has worked as a consultant for private organizations and the government, including the National Health Authority and the WHO, CARE Bihar on initiatives launched by the Government of India. She is the author of several books. She has served on the GCCI Health and Wellness committee, helping to develop the state's healthcare. She also teaches at various business colleges as a visiting faculty member across the country.

**Nandakumar Mekoth**

MCom, Ph.D., FDP(IIM-A)

Nandakumar Mekoth has more than 32 years of academic experience. He has been teaching courses like marketing, consumer behavior, and research methods. His research interests are in consumer behavior and services,

and he has published in reputed journals. He has supervised many doctoral students, and currently, he is chair of the fellowship programme at GIM. Before joining GIM, he has worked in Goa university for many years, where he held positions like the dean of management studies and member of the academic council.

**Neeraj Amarnani**

BSc, MBA(Finance), PhD

Neeraj Amarnani has 25 years of corporate and academic experience, including MICA, Nirma University, and GIM. His research areas are Fintech, Capital Markets, Investments, Behavioural Finance, and Financial Modelling. His

publications include international papers and edited books. His awards include 'Best Teacher in Financial Management at Lokmat National Awards for Educational Excellence – 2015, 'Best Paper in Finance' at Nirma International Conference on Management – 2007, and Certificate of Excellence at the Case Chase 2005 competition at ISB, Hyderabad – 2005

**Vivek Roy (On lien)**

Ph.D. (IIM Raipur)

Vivek Roy is an Assistant Professor of operations and supply chain management. His research work has been published in top-ranking national and international

research journals. He serves on the editorial board of a reputed Journal named – Management Decision (Emerald)

**P Balasubramanyam**

MSc, MPhil, PhD

Dr. P Balasubramanyam is an Associate Professor. He has more than 20 years of working experience in the IT and manufacturing domains. He successfully led many projects through applying Machine learning

and AI techniques to complex manufacturing and connected industry domains. His research interest lies in supply chain management for manufacturing and predictive modeling for better decision-making. He wants to spread the notion of "Artificial intelligence for the betterment of lives" among the younger generations.

**Padmavathi Shenoy**

BE(MIT), Ph.D. (IIM-T'palli)

Padmavathi Shenoy has decade-long diverse and balanced experience in industry and academia. She has varied industry experience with techno-functional roles in Dell International Services

and as an HR manager at multiple start-ups. She has actively catalyzed industry-academia-community engagement by initiating several MoUs with public sector enterprises, MSMEs, and agricultural associations. Her areas of interest are Hybrid Organizing, Social Entrepreneurship, and Employee Engagement. Dr. Shenoy delivers courses on social entrepreneurship, design thinking for leaders and entrepreneurs, group processes, and organizational design. She is also responsible for research and consulting projects related to women's entrepreneurship and inclusive education initiatives in Goa for NABARD and Dept of Education.

**Anand Teltumbde**

BE (Mech) (VNIT), PGDM (IIM-A), Ph.D. (Mumbai)

Anand Teltumbde has 35 years in the industry spanning the entire value chain. He was managing director and CEO of Petronet India Limited. He was on various industry committees and headed many

strategic initiatives. He worked as Managing Director, National Oil & Chemicals Company, Nigeria; as a principal consultant, East Africa Pipeline Project of Kenya Pipeline Company, Nairobi and CNPC, China. A prolific writer, he has written 27 books. He was a professor at VGSOM, IIT Kharagpur.



Prakash Singh
MPhil(IIT-Mum), Ph.D.
(Economics-DU)

Dr. Prakash Singh is a versatile economist with a Ph.D. in Economics from Delhi University. He is currently working as Assistant Professor at Goa Institute of Management. He specializes in Financial Development and sub-themes of Development, including International Trade with orientation to policy research. He is associated with the Institute of Economic Growth (IEG), Delhi School of Economics (DSC), and Centre for Regional Trade, IIFT, India. He has undertaken many independent research assignments with IDE-JETRO, ARTNeT-UNESCAP, and the World Bank. He is actively involved in Social Entrepreneurship and Social Transformation, using education as a tool.



Pravat Surya Kar
Ph.D. (NIT-Rourkela), CITP (LBS,
London)

Prof. Pravat has 20 plus years of experience in Academics and consulting. He is certified by the International Teachers Program, LBS, London, and had earned his Ph.D. from NIT, Rourkela. Before academics, he consulted with B2C & B2B clients of Eli Lilly Ranbaxy and XIMB's consultancy wing. His research focus is Relationship Marketing and Strategies. At GIM, he teaches marketing core and electives also consults for corporate, non-profits, and government.



Purvendu Sharma
BE, ME(Gold Medalist),
MBA(Mktg), FPM (IIM-Indore)

Prof. Purvendu has completed his doctoral studies from the IIM-Indore. His research interests include brand management, brand communities, brand evangelism, influencer marketing, tourism marketing, and social media marketing. He has received acceptance and presented his work in various national and international conferences such as ANZMAC(Australia) during his FPM from IIM-Indore. He also received a bursary award to present his research work at the "Academy of Marketing" held in London.



R. Rathish Bhatt
BE(Mech), MBA, PhD(IIT-
Kharagpur)

R Rathish Bhatt has experience spanning 13 years in industry, academics, and research. His teaching and research interests lie in the areas of Strategy, Corporate Governance, Business Ethics, and International Business. He has been a part of GIM's Big Data Analytics Program since its conception through to its debut. He is currently concentrating on improving the programme by collaborating

closely with industry experts. He's also presented papers at several international and national conferences.



Raj Amonkar
BTech(IIT-BHU), PGDOM, PBM
(Univ. of Warwick), Ph.D. (BITS
Pilani)

Raj V. Amonkar has experience of over 35 years with nine years of full-time academic experience. His corporate experience ranges from petroleum refining to coatings and crop protection chemicals, with the last ten years of senior management in Production and Operations. His areas of interest are Supply Chain Management, Production and Operations Management, and Project Management. He is a member Logistics Panel of CII Goa



Rakesh Shrivastava
BTech(IIT-Delhi), PGDM (IIM
Calcutta)

Rakesh Shrivastava has experience of over 44 years with 18 years of full-time academic experience. His corporate experience has been concentrated in Information Technology and Management Information Systems. He has held responsibilities in Operations in Manufacturing and Services and HR, including Organization Renewal, and won national and international recognition for e-governance applications. He has been a Professor of Information Management at SP Jain Institute of Management & Research and ABV-Indian Institute of Information Technology & Management.



Ranbir Singh Sodhi
BE, MBA, Pursuing Ph.D.

Prof. Ranbir Singh Sodhi has 15 years of Sales and Marketing experience. He has worked with Siemens, Tata Motors, Vodafone, and Birla Sunlife Insurance. In academics, he has been associated with GIM for a little over 12 years, and his areas of interest include Marketing Strategy, Brand Management, CRM, Entrepreneurship, Business models for start-ups/ entrepreneurs, and Entrepreneurial Marketing



Ranjan Dasgupta
MCom, MPhil, PhD

Prof. Ranjan DasGupta is an Associate Professor in Finance Area. He has done his post-graduation, M.Phil. and Ph.D. from the University of Calcutta. He has more than twenty years of teaching experience in reputed institutes across India. He has published his research works in the Finance Research Letters, American Business Review, International Journal of Managerial Finance, Review of Behavioral Finance, etc."



Rohit Mutkekar
MSc (Statistics), Ph.D. (Statistics)

Prof. Rohit Mutkekar has experience of 14 years of in academics at Post Graduate level. He is a Gold Medallist in M.Sc. (Statistics) from Karnataka University. He obtained his Ph.D. in Statistics for his research entitled 'Statistical Inference in Reliability Models.' His areas of interest include Statistical Inference, Operations Research, and Reliability Theory. He has also co-authored the book titled "Business ethics and CSR." He is working as Associate Professor in the area of Operations at GIM. Chairman – MDP and Consultancy at GIM.



Rohit Prabhudesai
BE, MIB(Curtin Univ.), Ph.D. (BITS Pilani)

Prof. Rohit Prabhudesai has published research papers in international business management, small business strategy, and data visualization in journals and conferences of international repute. He also received the best paper award. He writes and reviews management and sports-related topics for reputed newspapers, websites, and journals. His research interests include strategic alliances, international market entry modes, and cross-cultural dynamics.



Sebastian Morris
MSc(IIT-Mum), FPM (IIM-Calcutta)

Prof. Sebastian Morris' interests include international trade and investment, industrial development, economic history, public sector, infrastructure, public policy and governance, Indian economy, regulation, and small firms. He was awarded a post-doctoral fellowship in International Economics from the Ford Foundation. EXIM Bank awarded him the prestigious International Trade Research award. He has lectured at several foreign and domestic business schools. He has designed and chaired many executive programmes, including the Phase V Programmes for Senior Civil Servants. He has been a member of many expert committees of the Government of India and has consulted for a wide variety of organizations. He had initiated and edited the first four India Infrastructure Reports from 2001 to 2004. He was the ICCR Chair professor at the Copenhagen Business School and the Indian Institute of Management, Ahmedabad in Economics and Public Systems Areas.



Shantanu Prasad
MBA, NET(Mgt), PhD

Prof. Shantanu Prasad teaches Marketing Analytics, Marketing Research, and Marketing Management. His research interests include social media

marketing, consumer behavior, and neuromarketing. He offers consultancy services and conducts MDP on issue analysis of internal and external customers for business development. His total work experience is 19 years, both in industry and academics.



Shawnn Coutinho
BE, PGDM, Pursuing PhD

Prof. Shawnn Coutinho has over 11+ experience in the industry before joining academics. He worked in diverse sectors from Healthcare (Johnson & Johnson), Information Technology (Wipro), and Energy (Reliance). His areas of interest are healthcare marketing, branding, consumer behavior, marketing strategy & execution, pricing strategy, new product development, and sales & distribution. He currently consults with leading healthcare organizations in developing India's market access strategy and marketing. He has conducted MDP programs for the Government of Goa and other pharma companies.



Shelly Pandey
BA(DU), Post Doc-NMML, Ph.D. (IIT-Delhi)

Prof. Shelly Pandey is Assistant Professor of Organizational Behavior at Goa Institute of Management. Prof. Shelly has ten years of academic experience in the field of Gender, Work, Culture, Migration, Urban-Spaces, and Globalization. She has taught earlier at Delhi School of Economics, Ambedkar University Delhi. Her Postdoc researches were at the Women's studies and Development Centre at Delhi University and Nehru Memorial Museum and Library, Teen Murti Bhawan, Delhi. She has written extensively on her research, and in 2012, she was the recipient of the M.N. Srinivas Memorial Award awarded by the Indian Sociological Society. Her Ph.D. is from the Indian Institute of Technology (IIT) Delhi on India's Gendered Experiences of the Globalized Work World. Her Post-doctoral researches were on Women and Leadership and Afghan Sikh refugees in India.



Shikha Aggarwal
MBA, FPM(MDI-Gurugram)

Prof. Shikha Aggarwal is an Associate Professor in the area of Operations Management. She has taught courses on supply chain management, operations strategy, service operations management, case writing, etc. She has published research papers in top journals and teaching cases at Harvard Publishing. She has also been the program coordinator and delivered training sessions in workshops and MDPs



Shivnath Sinha
ACS, Ph.D.

Prof. Shiv Nath Sinha is an Associate Professor with over 17 years of experience in industry and academics. Besides delivering CSR and sustainability workshops, he has taught Business & Corporate Laws, International Business Laws, Corporate Governance, and CSR in several IIMs and IMT Dubai. He is an Associate Member of ICSI, completed Masters of Business Law from National Law School of India University, Bangalore, Graduate Diploma in Social Responsibility & Sustainability from University of Toronto, and Diploma in Corporate Governance from ICSI



Sumit Datta
BE(Honors), Ph.D., FIIE

Prof. Sumit Datta has 40 years of experience in industry and academics. He was the Executive Director of the Indian Institute of Coal Management (IICM), Coal India Limited, and General Manager in Steel Authority of India Limited (SAIL). Earlier, he was the visiting faculty at IIM, Kozhikode, and consulted with UNDP, Qatar Steel, and NMC, Saudi Arabia. He has undertaken many industrial and academic research projects and OD interventions internationally and conducted programs for reputed organizations. He is currently the registrar and controller of examinations at GIM.



Sreerupa Sengupta
MA(DU), PhD(Jadavpur Univ.)

Prof. Sreerupa worked in academia for eight years and in the industry for four years. Health and Human Rights, Ethics, Governance, Sustainable Development, Gender and Development, and Qualitative Research are some topics she teaches. Public health, gender, and social policy are her research interests. For her Ph.D., she was awarded the SYLFF fellowship from the Tokyo Foundation for Policy Research, Japan. She was a Visiting Fellow at Howard University, USA and American University in Cairo, Egypt and is an alumnus of the German Development Institute, Germany."



Suman Sanyal
M.Sc, Ph.D.

Prof. Suman Sanyal is an Associate Professor of Big Data Analytics at the Goa Institute of Management. Has more than 7 years of Data Science teaching and research expertise. Foundations of BDA, Statistical Machine Learning, and Stochastic Processes are some of his research interests. Dr. Sanyal has played a key role in the development and delivery of B.Tech./MBA Data Science programmes, frequently in conjunction with industry partners.



Siddhartha Kushwaha
BE(Mech), MBA(Ops. Mgt.), Ph.D. (IBS-Hyd)

Prof. Siddhartha holds a doctoral degree in Operations Management from IBS, Hyderabad. He has also taught at ICFAI Business School, Hyderabad, and had been a Visiting Scholar at Dept. Marketing & Supply Chain Management, Fogelman College of Business & Economics, University of Memphis, Tennessee, USA. His areas of expertise are in Operations Management, Reverse Supply Chain, Closed-loop Supply chain, Product remanufacturing



Supriya Phadnis
MPH, Ph.D. (Health Sciences)

Prof. Supriya Phadnis has over eight years of experience in public health and academics. She has worked with the National Rural Health Mission in Maharashtra, the University of Pune, INCLEN Trust International, Save the Children and several other healthcare organizations. She has published research articles in national and international journals. Her areas of interest are Birth Defects Management, Urban Healthcare Structure, and Health Policy and Planning.



Soumen Kumar Manna
PhD (IIT-Mum)

Prof. Soumen is an Assistant Professor at GIM. He earned his master's and Ph.D. degrees from IIT Bombay in 'Applied Statistics and Informatics.' He has 11+ years of academic and industry experience. He taught at IIT Bombay, Mumbai University, Ramaiah University, and VJTI Mumbai. He also worked at INSOFE, Cytel, Bisleri, etc. His areas of interest are Choice experiments, Optimization, Statistics, Machine learning, and Data Science. He enjoys his spare time with novels, football, and new cuisines



Vedprakash Vasantrao Meshram
PGDM (IIM Lucknow), Ph.D. (IIM Lucknow)

Prof. Vedprakash has worked in technology and finance for six years. His teaching and research interests are financial and management accounting, corporate finance, and earnings manipulation. He received the 'Best Research Paper Award in the track of Financial Markets' at the third Pan-IIT International Conference on Financial Market and Corporate Finance.

**V Padmanabhan**

MBA, MPhil, Ph.D., FPM (IIM-A)

Prof. Padhmanabhan's teaching, research, and consultancy interests are individual and group dynamics, competency mapping, and organization development. He is an organizational story gatherer and writes case studies that

explore the processes at the self, interpersonal and system levels. He authored some of the cases published in Asian Business Case Center, GVV – Babson's college, Ivey Case publishing, Sage Publishing, etc. He believes in a constructivist approach in facilitating learning.

**Vishnu Tunuguntla**

BTech, MBA, Ph.D., PMP, CSSBB, CQA

Prof. Vishnu is currently Professor and Area Chairperson for Ops & IT. He has over three decades of experience in teaching, research and development, manufacturing,

marketing, and IT. He worked in various fortune 500 organizations like World Bank USA, Dongbu South Korea, Fitec Japan, Fibertech KSA, IMT Hyd, BML Munjal University. His research interests are project management, IT governance, new technologies like Blockchain, IoT, and AI, and their application in management, including operations and information systems.

**Vilasini Devi Nair**

MHA, PG Dip. In Health Economics, Ph.D. (Health Economics-TISS Mumbai), Fellowship in Healthcare Financing (Monash Univ. Australia)

Prof. Vilasini Devi Nair is an Assistant Professor in Health Economics. She worked as a health economist in Ethiopia under the

UNDP capacity development scheme for 16 years. She has been the CEO of the Executive Development program for Hospital Management, Ethiopia, with Yale University, USA. Prof. Vilasini Devi received a Young researcher's Grand award from AHPSR, WHO, ASCEND fellowship from Monash University Australia, and Fellowship in palliative care from the institute of palliative medicine, WHO.

**Vithal Sukhathankar**

MCA, FDP(IIM-A), Mphil

Prof. Vithal Sukhtankar has completed his fellowship from IIM Ahmedabad. His core domain is in the field of IT and Operations Management. His areas of interest include diversity management,

creativity, innovation, HR analytics, technology-enabled HRM, & social psychology. He has designed a course curriculum for the Government of Goa Gazetted officers under its E-Governance program and has imparted several training sessions. He has also developed courses for Goa University and Karnataka University.

**Vinit Ghosh**

B.Tech, MHROM(CU), Ph.D. (IIT-Guwahati)

Prof. Vinit Ghosh is a doctorate in OB/HR from the Indian Institute of Technology, Guwahati. He is a B.Tech and has worked eight years in the industry. He has published research articles in journals such as

The International Journal of Human Resource Management, International Journal of Knowledge Management, Employee responsibilities and rights Journal, Journal of Indian business research, Management research review, Psychological studies, etc. His interests include diversity and creativity, technology-enabled HRM, HR analytics, and social psychology.

**Yukti Sharma**

Ph.D. (Marketing), Post Doctoral Research Fellow (Marketing) (IIM-C)

Prof. Yukti Sharma is an Assistant Professor of Marketing at the Goa Institute of Management. She completed her Post-Doctoral

Research Fellowship at the Indian Institute of Management in Calcutta. Earlier, she has taught at the S.P. Jain Institute of Management Research (SPJIMR), MDI, and the University of Delhi before joining GIM. Consumer Behavior, Retailing, Advertising Management, Marketing Research, Product and Brand Management, and Experimental Research Methods are her favorite subjects to teach.





Saswat Barpanda
M.Sc, M.Phil, Ph.D

Prof. Saswat Barpanda is an Associate Professor at the Goa Institute of Management. He is a Ph.D. from Vinod Gupta School of Management, Indian Institute of Technology Kharagpur. He also holds degrees of MPhil and MSc (Gold Medallist) in Zoology from Sambalpur University. He has a decade-long diverse exposure in academia and industry. His research work broadly in the area of Strategic Human Resource management emphasizes intellectual capital and knowledge management, HR practices, firmography /Organizational demography, and Performance in Microfinance institutions. His teaching interest includes Human Resource Management, Organizational Behaviour, Managerial value and Business ethics, Strategic HRM, HR Analytics, Social entrepreneurship, Research methodology.

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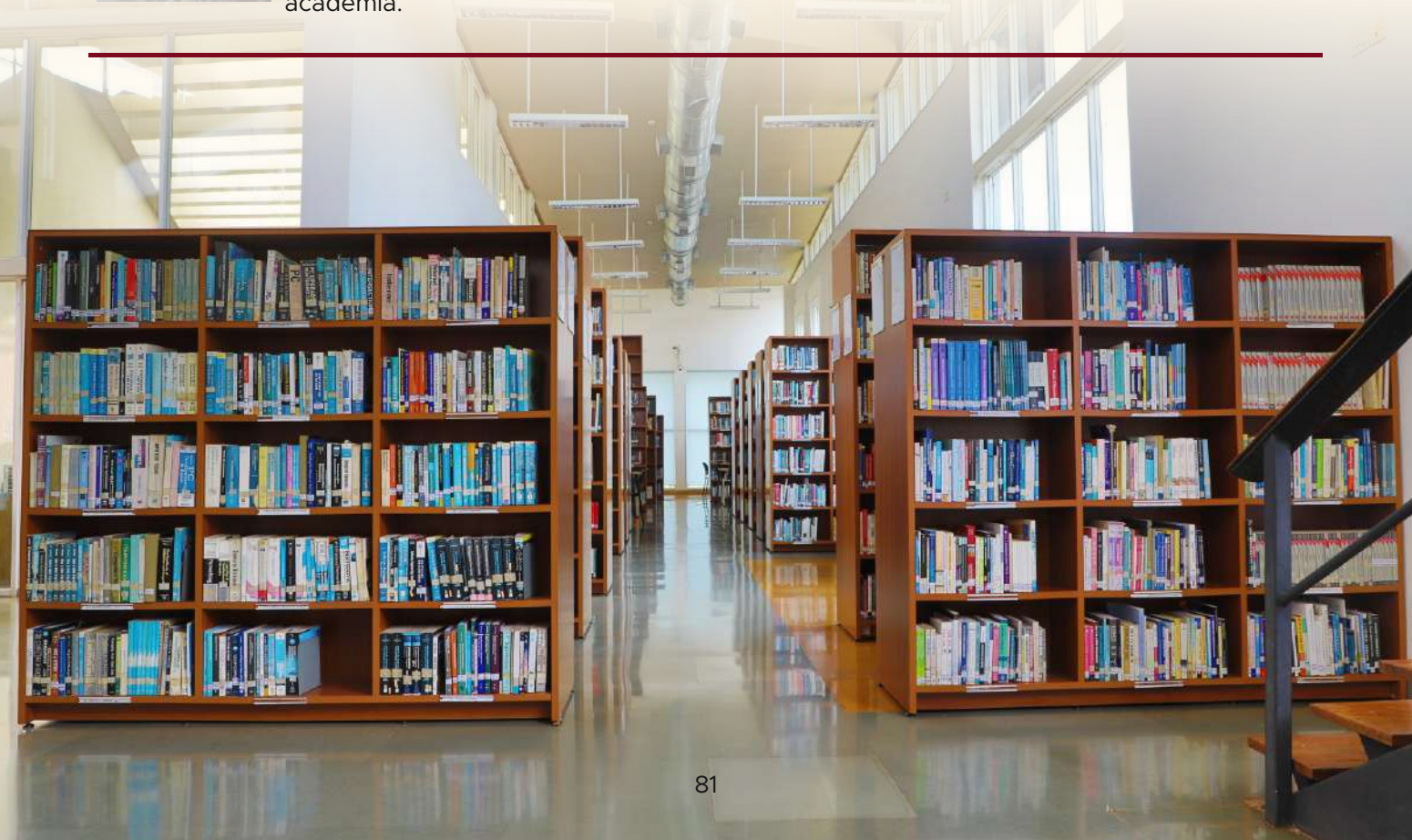
Neetant Shirodkar
B.Com, MBA(Finance), A.C.A

Neetant Shirodkar has worked for over 16 years as a Senior Financial Consultant specializing in Taxation, Foreign Trade, wealth, and Risk Management. He has provided professional services to HDFC Bank Ltd., Kotak Mahindra Bank, Export-oriented Units, hospitality, tourism sector, and mining industries. He also teaches in other business schools and colleges. He also worked for three years with Deloitte Touche and Tohmatsu. His areas of expertise are Foreign Trade, Corporate Taxation, and wealth and Risk Management.



PR Sheshadri
BE, PGDM (IIM-B)

P R Sheshadri has worked in commercial banking for 33 years. His financial background includes stints in India, Singapore (Asia Pacific), and the United Kingdom. His most recent position was as the CEO of a publicly-traded Indian bank. He also served as the CEO of a 'challenger bank' in the United Kingdom, among other prominent positions. His area of expertise is risk asset acquisition and management. He is now pursuing a career in academia.



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