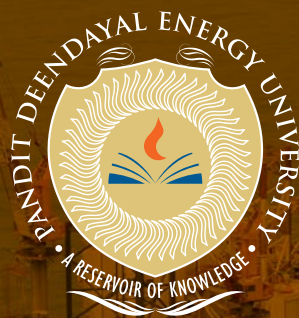


SPM MIRROR



ISSUE : February - March, 2022



1

ACTIVITIES
AT SPM

10

SAMAVESH 6.0 -
THE HR CONCLAVE

24

FACULTY
FOYER

27

CULTURAL
ACTIVITIES AT SPM

30

STUDENT
ACHIEVEMENTS



Dr. Pramod Paliwal
Professor and Dean,
School of Petroleum
Management

FROM THE EDITORIAL ADVISOR'S DESK

The past year has been tumultuous but there's also a lot to be grateful for. It's a good time to look back and to look forward. With the fresh commitments, enthusiasm and resilience, we at SPM, PDEU are envisaging the current year filled with immersive learning coupled with creative activities of the students. Despite the numerous challenges, the Batch of '22 proved their mettle by securing excellent placements.

Students with their astonishing ardour participated in numerous activities, conclaves, webinars and symposiums. Samavesh 6.0, Business Management Symposium-2021, Business Analytics and Blockchain Conclave, to name a few of the conclaves and symposiums, bespoke our SPM students' managerial skills in successfully organizing the events. SPM, PDEU has been Alma Mater for many of the industry leaders worldwide and on many occasions these illustrious alumni actively interact with current students, imparting their significant expertise and domain knowledge.

As we embarked upon the 16th year of SPM, a celebration was held on 18th December'21, which marks the Foundation Day for SPM, PDEU. The occasion of the 15th Foundation Day brings back a gush full of memories, especially the great achievements we have accomplished as an institute.

Amidst the pandemic, another challenging situation has arisen in global energy markets due to the Russian-Ukrainian war. Many lessons can be learned from the Ukraine situation. One of which is that 'Energy Independence is not the same as Energy Security'. Also, to comprehend the intricacies of the energy markets, apart from understanding the geopolitical movements, it is crucial to understand the mindsets of the authoritarians that hold the levers of the energy policy of their country. The confluence of these events including the abundant investments by our nation towards renewable energy propels the need for budding managers which aligns with the SPM's professional commitments.

Looking forward to meeting and interacting with all the students on the campus. The SPM Mirror Team appreciates its readers' continued support. Happy Reading.

Best wishes!

ACTIVITIES AT SPM

ALUMNI SESSION ON "CAREER IN MANAGEMENT CONSULTANCY"

MR. KARTIKEYA PANDEY (KPMG INDIA)



SPM, PDEU has been Alma Mater for many of the industry leaders worldwide and those prestigious alumni actively interact with the present students sharing their valuable experience and knowledge. On 26th Aug'21, the students of SPM-PDEU had the pleasure of interacting with an alumnus of MBA (E&I) 2017-19 batch, Mr. Pandey, who is currently Senior Analyst-Global Oil and Gas Insights (GDS-R&I) at Ernst & Young, Ex-Consultant (IGH-Strategy & Operations)-KPMG India.

Mr. Pandey delivered the session on 'Career in Oil & Gas, IT and Management Consulting'. He embarked on the session by sharing his MBA journey to motivate and inspire the freshers of SPM. Throughout the session, he shared practical tips and suggestions on how to make the most out of the management studies at SPM. He emphasized the importance of knowing the basic nitty-gritty of the Management study that every student must know while ascending towards the corporate sector.

Addressing the E&I students, he explained the various segments of the Energy & Infrastructure sector. He discussed in depth the three major value chains of the Oil & Gas industry, i.e., Upstream, Midstream & Downstream. Stressing the significance of knowing the nuances of the Oil & Gas Sector, he threw light

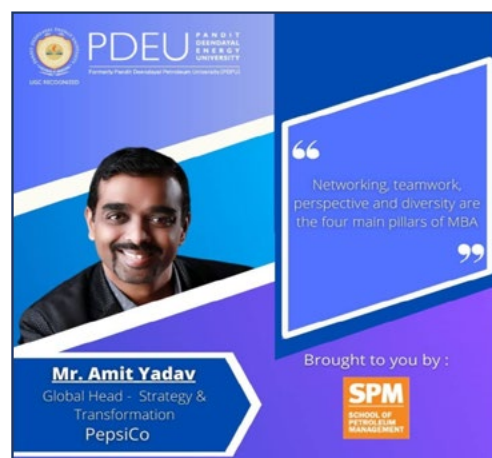
on some of the vital topics like the Mechanism of production sharing contracts, Revenue sharing contracts, Role of DGH (Directorate General of Hydrocarbon), various government policies like NELP, OALP & HELP, Oil & Gas basins worldwide, LNG terminals basics and its capacities, Oil Refineries, and related terminologies; knowing which will help in making a career in the Oil & Gas sector. He also discussed, in brief, the retail sector of the Oil & Gas value chain and CNG bidding process.

In the second half of the session, Mr. Pandey actively interacted with the students and gave satisfying responses to their dilemmas related to curriculum and career. He emphasized a lot on peer learning and learning from various online sources. Further, describing the learnings of a particular past project, he shared his experiences as a management consultant in one of the 'Big4 firms'. He devoted a considerable amount of his time counseling the students about their placement interviews.

Concludingly, Mr. Pandey motivated the students to plump for better learning and experience instead of running towards the initial monetary benefits. The session was very fruitful and elucidated the trepidations of the future budding managers of SPM.

GUEST SESSION ON “THE WAYS TO PLAN A CAREER DURING AND POST MBA”

MR. AMIT YADAV (PepsiCo)



The Guest Lecture Committee had the pleasure to invite Mr. Yadav, Global Head – Strategy & Transformation, PepsiCo on 12th September 2021 to share his views on the ways to plan a career during and post pursuing an MBA. He had emphasized that networking, teamwork, perspective, and diversity were the most critical elements to focus on during the MBA.

He took several examples from his MBA journey wherein he insisted that maintaining fruitful long-term relationships with his peers had contributed significantly to his development as he got to learn and understood the key aspects of working in a team.

His perspective on the purpose of the MBA course was thought-provoking as he busted certain myths surrounding the MBA journey. Mr. Yadav affirmed that MBA is not to be perceived in terms of the

knowledge depth, rather it offers more breadth in terms of the topics covered and helps the students evaluate and assess the real-world businesses, thereby enabling them to develop a broader outlook on various focus areas of the MBA course.

Mr. Yadav keenly addressed the queries raised by the PGP batches of 2020-22 and 2021-23. Various focus points such as adopting networking as part and parcel of the MBA journey irrespective of the student approach towards the MBA program and the importance of college activities in the form of committee participation, clubs, competitions, etc. were discussed as a part of the interaction.

SPM cohorts benefitted greatly from Mr. Yadav's experience within the industry and his broad perspective on the MBA program.

PANDIT DEENDAYAL MEMORIAL LECTURE 2021



School Of Petroleum Management coordinated the 2021 edition of Pandit Deendayal Memorial Lecture, organized by PDEU on 25th September 2021. Mr. Dinesh C. Paliwal, Global Partner KKR and Chairman of Marelli was the chief guest for the occasion. He serves as the board member of Nestle and Raytheon Technologies, and as the Trustee of Miami University. He was also the former Chairman & CEO of Harman International.

The Online Lecture was graced by Dr. S. Sundar Manoharan, Director-General - PDEU, Prof. Tarun Shah – Registrar, PDEU, Dr. Pramod Paliwal, Professor & Dean – SPM, and Prof. Sunil Khanna – Director, SOT. Dr. Tanushree Banerjee welcomed the guest with an introductory speech. The lecture had other PDEU school directors, faculty deans, faculty members, officials, and students gather thought-provoking insights from the lecture. Delivering the lecture on the topic – ‘Leading through exponential times’, Mr. Dinesh shared his perception of the economy and business, a crucial takeaway gave the global scenario.

Mr. Dinesh stated that industries have had to endure many hardships, especially over the past year, and specifically stressed the foundational cracks that showed up during the global health crisis. He emphasized the need for essential elements such as connection, community, collaboration, and

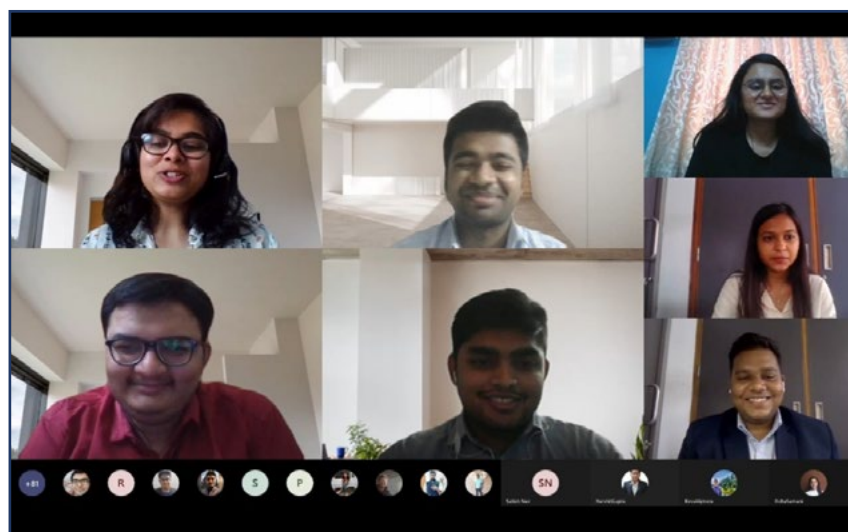
communication to drive recovery and economic transformation. “We have once in a century opportunity to reshape the future of our economies and businesses” were his exact words.

Mr. Dinesh stated that the enablement of technology had scaled out of necessity and there is no looking back in terms of connection. As far as the community is concerned, he asserted that short-term economics was the reason behind stifling societal benefits and that the perception must be long-term. He believed that the pandemic had provided a unique opportunity to reshape and rebuild together by collaborating. He further maintained that corporate leadership was critical in instilling confidence while adding that economies and businesses will change forever and that things will be different in a way that will be better than before.

He also elucidated the elements of leadership to an eager audience, while timely sharing his experience and journey as a leader. Mr. Dinesh felt the mantra of ‘Learn, Live, Lead’ shall enable everyone to come out of their comfort zones, pursue their passion, and inspire others to pursue a life less ordinary. The event concluded with the School of Petroleum Management, on behalf of the entire PDEU community conveyed its wholehearted gratitude for the valuable insights and thoughts shared by Mr. Dinesh Paliwal.

ALUMNI SESSION DISCUSSION ON “THE ROLE OF BUSINESS ANALYTICS IN BUILDING SKILL SETS”

MS. MONIKA SINGH (TCS)



The Alumni Relations Committee of the School of Petroleum Management had invited Ms. Singh, an alumnus of SPM from the PGP 2014-2016 batch, on 26th September 2021 for a session on “the role of a business analyst and the skillset that one should focus on”.

After completing her MBA from SPM in the Energy and Infrastructure domain, Ms. Singh joined TCS, Bangalore as a functional analyst. Currently based in London, United Kingdom, she is working as a Senior Business Analyst at TCS and has had great exposure on a global level, having worked as a product and business analyst at TCS in Kuala Lumpur, Malaysia as well.

The session started on a high note with a welcome address and the introduction of our distinguished alumni by Ashutosh PGP 20-21, a student of SPM. Ms. Singh talked about her educational background and personal introduction in brief. Apart from her professional career, she enjoys playing table tennis, traveling, doing yoga, reading books, and solving sudoku puzzles in her free time. Throughout her career, she has been trained in various technologies such as SAP Materials Management, SAP Environment, Health and Safety (EHS), and Salesforce.

As the session was opened up for interaction, students had a lot of questions. She talked about the takeaways

from the journey of two years at the business school and how it helps prepare and groom students for the corporate world. According to her, “It’s not the courses or the curriculum. Rather, it is the journey and the networking that is important in shaping us for the professional world.” She advised students to be enthusiastic, give their best, and accept ALL the challenges.

She also talked about the different domains that companies operate in and advised students to go for the correct domain to grow in that path. Having an understanding of the business is very essential before delving into the projects. She also talked about the importance of connecting digitization with the company and having conversations about requirements. Along with the industry knowledge and communication skills, it is also important to hit the right vertical.

Ms. Singh also talked about the latest tools, technologies, and trends associated with the role of a business analyst in the market currently. She further talked about her journey from Engineering to MBA and the problems she faced during this transition. The session was concluded with a list of the key skills required to succeed as a business analyst and certifications that students can pursue.

ALUMNI SESSION ON CAREER ADVICE

MR. KAPIL JAIN (ACCENTURE) & MR. TUSHAR SHAH (ERNST & YOUNG)



On 30th September 2021, the Alumni Relations Committee (ARC) of SPM PDEU invited its alumni Mr. Jain and Mr. Shah to conduct a session on ‘Career in sales and supply chain’.

Mr. Jain, who is an associate manager at Accenture, started the session by interacting with the students on why SPM’s flagship Energy & Infrastructure (E&I) program students have an edge in companies needing the services of knowledgeable energy professionals. However, continuing his interaction with the students, Mr. Jain drove home the fact that students from any management program can pursue a career in the energy sector, which dispelled many misconceptions that students had regarding the preference of companies for roles in the energy sector. He furthered his talk by sharing his experience in handling the supply chain operations, pointing towards the rigorous planning and execution required in managing the supply chain while elucidating the current trends seen in B2B sales. The session was packed with real-life examples, enlightening students as to how the implementation comes through especially in challenging scenarios. Mr. Jain also emphasized the supply chain elements of different industries.

In the second half of the interactive session Mr. Shah, who is a senior manager at Ernst & Young, emphasized the importance of some key management courses which could give the students an edge during the time of placements. He also spoke about the importance of identifying one’s interest areas during the two-year MBA course that would enable the students to aspire for companies that align internship opportunities with their interests, and in turn aid in building a strong career profile and thereby making the most out of the MBA program. Apart from classroom learning, he emphasized attending various business webinars and participating in club and committee activities, stating the importance and relevance of such engagements leading up to the placements. Talking about the corporates, Mr. Shah focused on roles offered by various companies, apart from consulting, that provide the platform to ensure a bright future. He also discussed the four domains of business and elucidated it keeping consulting companies as the focal point.

The session was fruitful in terms of rendering some wonderful and crucial insights for students gearing up for the grueling placement and internship season.

ALUMNI SESSION

MR. ARJAV PANDYA & MR. VISHNU MANGAL (HPCL)



On 8th October 2021, the Alumni Relations Committee of SPM invited Mr. Pandya - Senior Manager, HPCL (Corporate strategy & Planning Petrochemical Marketing) and, Mr. Mangal - Manager, HPCL (Petrochemical Marketing) for the first offline alumni interaction at campus premises for School of Petroleum Management, post the pandemic induced shift towards online interaction. Mr. Pandya and Mr. Mangal are alumni of the 2006-08 and 2008-10 E&I batches respectively. In the session, both the alumni discussed multiple approaches on how to relish the journey of an MBA.

The session commenced with Mr. Vishnu Mangal as he stated, "MBA is not just about learning more subjects, it is also about your self-learning and personality development". He delved deeper into the student's perception about interpersonal skills and the notion of driving the corporate interviews through one's communication while sharing his wisdom and industry experience. Stressing the fact that confidence is the key, he further dissected the important elements of an interview process, while at the same time laying the impetus on training the subconscious mind.

Mr. Pandya took up from where Mr. Mangal left off, who concluded an hour of the insightful session. Mr. Pandya accentuated the requisite knowledge aspects for an interview as he enlightened the students about India's 'circular economy' and the country aspiring to become the global hub for petrochemical marketing by 2030. He deftly used various statistics in his presentation to drive home the point. Further, the discussion prolonged as the audience seemed keen to understand the perspective of the two oil industry marketers concerning the emerging trends in the electric vehicle segment, and how the changes could affect IC engine manufacturing and subsequently the automobile companies.

The session from both the alumni had the right balance of motivation and knowledge. Being the first on-campus alumni session after a long pandemic-induced shift to online mode, the session was interactive as the students took the best out of the opportunity to engage with experienced industry professionals.

ALUMNI SESSION ON "COMMERCIAL ASPECTS OF UPSTREAM OIL & GAS"

MR. JAIMIN SHAH (GSPL)



The Alumni Relations Committee (ARC) of SPM PDEU organized an interactive online session on 31st October 2021 with Mr. Shah, an alumnus of the 2012 PGP batch. He has worked as a manager at Tata Petrodyne and joined Gujarat State Petronet Limited (GSPL). Mr. Shah's session engaged discussion on the topic "Commercial aspects of Upstream Oil & Gas". The discussion began with Mr. Shah elucidating the value chain of the oil & gas industry and furthered the talk about the life of an E&P professional while touching upon exploration, appraisal, development and production, current business scenarios, and commercial functions offered by the upstream businesses; namely business development, business analysis, JV management, finance, oil & gas marketing as well as contracts & procurement.

Mr. Shah also talked through the function of business analytics while explaining the Engineering & Production (E&P) regulatory process and how the respective businesses in the E&P sector work out multiple investment projects. He stated that companies start from understanding the host country's petroleum fiscal system which includes further divisions in terms of contractual and concessionary regimes. A flowchart comparing multiple fiscal terms viz. royalty tax, Production Sharing Contracts (PSCs) and service contracts, Pre-

Tax Investment Multiple (PTIM), and the formula showing detailed calculations, was presented to the eager audience. Furthermore, he discussed the exploration and production regimes for petroleum in India from the time of state monopoly in 1948 to the gradual liberalization of the sector.

Moving on from business analytics function to business development function, he spoke about mergers and acquisitions, business analysis and financial roles played in the upstream E&P industry. He also highlighted the importance of valuation in business development functions and enlisted the ways towards the valuation of a company. Further, the focus was also laid on the classification of reserves and resources based on the range of uncertainty and increasing the chance of commercial viability of the reserves which was further subdivided into three segments - proved reserves, contingent resources, and prospective resources. Lastly, he shared insights on the companies that are the stakeholders in upstream oil & gas and their roles, while putting forth examples of companies that the students can look for as a career option in the future.

The session imparted deep knowledge about the oil and gas industry. The tips and insights shared by Mr. Shah were efficacious to the students while they consider the oil & gas industry as a career path.

GUEST SESSION ON “CHANGING TRENDS IN AUTOMOTIVE INDUSTRY”

MR. TARUN JHA (SKODA AUTO INDIA PVT. LTD)



The SPM PDEU hosted an interactive online session with Mr. Jha on 31st October 2021. The event was organized with the coordination of the Corporate Relations & Placement Committee (CRPC) and the Guest Lecture Committee (GLC) at SPM. Mr. Jha joined Skoda Auto India Pvt. Ltd. in 2008 and currently heads its marketing division. Previously, he was associated with companies like Mudra Communications Ltd., Ogilvy and Mather, Videocon Group, and Mahindra & Mahindra. With 17 years of tremendous experience in the automotive industry, his key skills include product strategy, product pricing, marketing strategy, market research, and competitive analysis.

Mr. Jha explained how the shortage of semiconductors is affecting the automotive industry. Certain key statistical metrics like the number of cars per 1000 people in developed as well as developing countries, the average age of car buyers, the ratio of women car buyers as compared to men, and many more were discussed during the insightful session.

As the session neared a close, the students eagerly asked questions, and it helped Mr. Jha to deliver deeper insights into the automotive industry. Prof. Paliwal, Dean – SPM, offered the vote of thanks to the esteemed guest after the talk. We, at the School of Petroleum Management, are thankful to Mr. Jha for delivering a profound lecture.

ALUMNI SESSION ON “MERGERS & ACQUISITIONS”

MR. AKASH AGARWAL (GRANT THORNTON)



The Alumni Relations Committee (ARC) of SPM DEU organized a session on 13th November 2021 inviting its alumni, Mr. Agarwal from the PGP 2013 batch. He has worked with Deloitte and is currently associated with Grant Thornton. The discussion was focused on the topic of 'Mergers and Acquisition'. With over seven years of industry experience, Mr. Agarwal set the tone of the session by stating that valuation was based on one's perception. To have a lively interaction with the online audience right from the start, he opened the forum for questions. He shared his experience from being a mechanical engineer to pursuing a career in finance, and the required skills for the students who are keen on pursuing finance as majors. He enlisted several certifications which are beneficial and would add value to those seeking to build their careers in valuation and acquisitions. He briefed the students about the various branches within the finance domain and the steps one shall follow to choose a suitable branch.

Mr. Akash shed light on some concepts of valuation like building discounted cash flow models, finding the value of a company through the income approach and market approach methods which are expertly utilized in working setups, as well as the financial parameters considered during the merging

of companies. Mergers and acquisitions coupled with the organic growth strategies were discussed in-depth with the help of real-world examples. He also expressed his views on some of the new IPOs entering the market with high valuations, how the IPOs are valued, and their prospects in guaranteeing good returns. The discussion furthered through an explanation of mergers & acquisitions in the banking sector and the post-merger working scenarios. While valuing startups that have not generated revenue during the time of valuation, Mr. Akash referred to the value perception method that could help give better insight. He also briefed, while responding to student queries, about some of the clauses which can help isolate the resources or assets of the company during a merger.

He concluded the session by advising the students to value the aspect of patience in their careers, pushing themselves to work hard while laying the impetus on gaining the right knowledge. As the students head towards deciding the right courses to pursue during their MBA stint at SPM, this session added extensive value to their existing knowledge and dispelled some of the misconceptions and preconceived notions about various financial aspects while choosing it as a career option.

SAMAVESH 6.0 - THE HR CONCLAVE

The School of Petroleum Management, Pandit Deendayal Energy University, Gandhinagar organized a virtual 'HR Conclave' – Samavesh 6.0, the sixth edition of the annual event. The three-day event, scheduled on 18th October 25th October, and 12th November, was divided into three different tracks and aimed at bringing together eminent speakers belonging to the HR domain to share their valuable knowledge and expertise on various aspects pertinent to HRM. This year's focus of Samavesh 6.0 was themed on '*Future of work, the workforce, and the enterprise.*'

The conclave enthralled everyone while adapting to the virtual environment and openly accepting the "new normal". It highlighted the importance of having an agile workspace with recreational facilities to attract millennials. Samavesh 6.0 was categorized into 3 tracks:

- Track 1 (18th Oct 2021): Millennials in the evolving work environment
- Track 2 (25th Oct 2021): Managing employee well-being in an increasingly virtual workspace
- Track 3 (12th Nov 2021): Preparing the workforce for the tech-enabled workplace

Samavesh 6.0 started in high spirits with Dr. Ashutosh Muduli briefly introducing the guests and elucidating the transformational role HR played in reimagining lives across all spectrums.

Track 1 witnessed articulate speakers, Mr. Singh – CEO, EZBIZ Technologies Pvt. Ltd, Mrs. Addy – People Manager (HR), Howard Johnson, and Mr. Samal – HRBP, Zydus sharing insights on millennials building healthy relationships and the concept of growing together. They emphasized the need to be adaptable and focus on continuous skill development in the constantly changing world to stay relevant to the latest trends in business and the market.



MR. NITIN SINGH
CEO,
EZBIZ Technologies Pvt. Ltd.



MS. NILANJANA ADDY
People Manager – HR,
Howard Johnson



MR. SANJEEB SAMAL
HRBP,
Zydus

Track 2 started afresh with professor Dr. Satish Nair stressing the importance of employee well-being in an increasing virtual workspace and our eloquent speakers for the day, Dr. Sahu - Executive Director (H&A), NALCO, and Mr. Shukla - HR Manager, Maruti Techlabs Pvt. Ltd., candidly conveying the effect of the pandemic on every individual and the need to show empathy towards each other becoming more important now than ever. Working in a virtual environment, restoring the disturbed work-life balance is equally necessary, which justifies the conclave theme.



DR. ASHOK SAHU
Executive Director (H&A)
NALCO



MR. PARANTAP SHUKLA
HR Manager
Maruti Techlabs Pvt. Ltd.

Track 3 set off with Mr. Malhotra - Executive Vice President (HR), Info Edge India Ltd., Mr. Senapati - DGM (R&R) and NTPC Darlipali, and Mr. Bevin Varghese Mathews - GM (HR), Mannapuram Finance talking about how to prepare the workforce for the tech-enabled workspace, the future of every industry. Mr. Malhotra talked about the different scenarios and challenges that organizations have been facing, since the onset of the pandemic, in terms of the work from home/hybrid mode scenario. He also talked about the steps that he and his team took, as HR professionals, to ensure the wellbeing of their employees. Mr. Senapati talked about corporate social responsibility and Mr. Mathews enlightened the students about challenges faced by the NBFC sector due to the pandemic, but how the pandemic was a boon for this sector. Lastly, they shared their expertise on preparing and managing the workforce along with being flexible in hybrid work culture and emerging technologies in the workspace.



MR. AJAY MALHOTRA
Executive Vice President – HR,
Info Edge India Ltd.



MR. VAIBHAV BAKSHI
Director – HR,
Emcure Pharmaceuticals



BEVIN VARGHESE MATHEWS
GM HR,
Manappuram Finance

Samavesh 6.0 drew to a close with a thorough understanding of the nuances in adapting to the digital transformation occurring in workspaces and achieving employee well-being that results in better performance. Samavesh 6.0 proved to be a huge success for all the students of SPM in helping the students decipher new paradigms of workspace. Students were riveted throughout and made it an interactive and vibrant event.

BUSINESS MANAGEMENT SYMPOSIUM - 2021

School of Petroleum Management, Pandit Deendayal Energy University organized a Business Management Symposium on 19th of November 2021 which resonated around the theme - *Redefining Business in the Era of Digital Disruptions*. The day witnessed articulate talks by prolific speakers through dual tracks:

1. The Marketing Track: The changing role of marketing in the era of digital disruptions
2. The Finance Track: The changing role of finance in the era of digital disruptions

The day set off with the first speaker of the marketing track - Mr. Sharma - Director, PwC. He shared insights on the significance and the changing dynamics of marketing in the disruptive era of the pandemic. The ethical aspects of digital marketing and digital disruptions were the major highlights of his talk. Our second speaker was Mr. Ghosh - Head of IPs and Created Business, Economic Times. He talked about how digitalization is changing the paradigms of travel, where we discuss digitalization impacts, how new age technology works, and its benefits in the current era.

Our third speaker was Ms. Bhattacharjee - Director of Growth and Business Development, Grant Thornton. She explained the theme of the marketing track through 3 key factors - Change driven by customers, the ever than before tough competition, and acceleration of digital marketing spend. The fourth speaker of the day was Mr. Balachandran - Global Marketing Director, Novartis. Sharing from his abundant knowledge of the pharma industry, he interacted with the students on the topic of "digitization in the pharma industry". He acquainted the students with the global outlook in terms of revenue, market capitalization, and the global workforce of the pharma industry. In his lucid yet detailed way, he covered many crucial aspects of marketing in the pharma industry. He emphasized the importance of artificial intelligence for robust product development considering the long incubation period involved in launching a pharma product. From his basket of experiences, he shared invaluable life lessons to inspire and motivate the students. These life lessons surely moved the audience of SPM.



MR. MANISH SHARMA
Director,
PwC



MR. JOYDEEP GHOSH
Head of Ips and Created
Business Economic Times



MS. RITUPARNA BHATTACHARJEE
Director of Growth &
Business Development,
Grant Thornton

GUEST SPEAKERS



MR. SANJEEV BALACHANDRAN
Global Marketing Director
Novartis



MR. MANISH BHATT
Founder,
Scarecrow Advertising Agency



MR. VIBHORE GARG
Co-founder,
EMURON

The fifth speaker of the day was Mr. Bhatt - Founder Director, Scarecrow Communications Ltd. With meaningful Sanskrit references and evocative case studies of his past successful and viral advertisements, he engaged students on the journey of disruptive marketing of various products and different brands. He shared a few of his renowned creative works like '#bangbangdare', '#bluefilmfestival' for Spykar, the eleven-minute advertisement for cigarette awareness, and the Danone ad. He termed 'data, idea, media and analytics' as the four main ingredients for causing digital disruptions. Truly, his session provoked a creative mindset among the students. Next was Mr. Garg - Co-Founder, Emuron-IoT. The session started with the importance of technology in innovation. Being a veteran with 20+ years of experience in the tech industry, Mr. Garg rightly identified that the present market approach is that of a relationship-centric approach with customers. Further, he talked about streamlining the decision journey. Concluding his talk, he mentioned that in the digital era data alone is not important, but the usage and mining of data can act as a differentiator.

Track 2 of the business symposium echoing the theme of "*Changing Role of Finance in the Era of Digital Disruptions*" started with our next esteemed speaker, Dr. Gupta - National Head, Neobank, Fintech Alliances & Digital Business at Equitas Small Finance Bank. She talked about the transitions in the banking industry in terms of technology and digital disruption. She also spoke about the rise of neobanks and fintech companies as well as their role in the changing trends, with regards to the banking and finance sector. It was an interesting and insightful session and the students, as well as the faculty members of SPM, had an interactive discussion with our eminent speaker. The track progressed with our next speaker, Mr. Kumar Das - Director, Genpact. A prolific former submarine captain in the Indian Navy with 22 years of experience, he is also a triple master's degree holder and has been felicitated by the Honorable Prime Minister of India, Shri Narendra Modi. He provided us with valuable insights and motivation, by sharing his personal experiences from his time as an Indian Navy officer. He showed a simulation highlighting a real-life situation that he had faced underwater, and how he overcame it. He advised the students to never run away from problems and connected these scenarios with the concepts of finance, making it a unique and valuable session.



DR. JASMINE GUPTA
National President -
Financial Inclusion Council, Women's India
Chamber of Commerce and Industry



MR. NANDA KUMAR DAS
Director,
GENPACT



MR. DHYUV NATH
Director,
LEADS ANGEL

GUEST SPEAKERS



MR. ABHAY GOEL
Supply Chain Transformation
Shell



MR. SACHIN MALKAN
Director,
KPMG - Bahrain



MS. DEEPTI SHARMA
Partner - Finnacare
India Consulting

Mr. Goel - Head of Supply Chain Transformation, Shell, was the next speaker for the finance track. The key focus areas of his talk were an evolution of finance in the digital context, reasons for Shell's generic purchases, the usage of 'Just in Time' to plan the logistics across the globe, manpower attributes, and demand utilization in the energy sector. A prolific discussion about the challenges of the digital era and risk management in the offshore industry was also part of the agenda. BMS 2021 forged ahead with Mr. Nath - Angel Investor, Startup Mentor, and Director at LEADS ANGEL. He shed light on the sources and methods to gain funding for start-ups and his experience of being an angel investor. The framework for a successful start-up was also discussed along with sharing the success story of SQRRL (an application) - the digital version of a "gullak". i.e., a piggy bank. The role of venture capitalists and angel networks was distinctly explained through the session.

The finance track of the Business Management Symposium 2021 moved forward with Mr. Malkan - Director, KPMG-Bahrain. He began with a brief overview of his career path. He also talked about how the word 'transformation' would be more appropriate instead of 'disruption', owing to the improvement and convenience that has come about in the lives of people, through technology and digitalization, rather than any disorder or disturbance. The digital and technological change in the finance industry has led to a reduction in manual labour. Several processes have been automated due to technological innovation and have made people's lives much easier. The finance track and the symposium came to a close post the insightful session of Ms. Sharma, Partner - Finnacare India Consulting. She talked about the transition of finance from the money-controlled era when PERT, risk matrix, payment, etc. were done manually, to the current era of automated finance where everything is available digitally with the help of software. She concluded by quoting that sustainability is the new core of any business.

Thus, a day comprising twelve marathon sessions from various speakers belonging to the two major domains of business, namely marketing, and finance, left the students with abundant knowledge, deep insights, and the motivation to take it forward when they adorn their corporate roles.

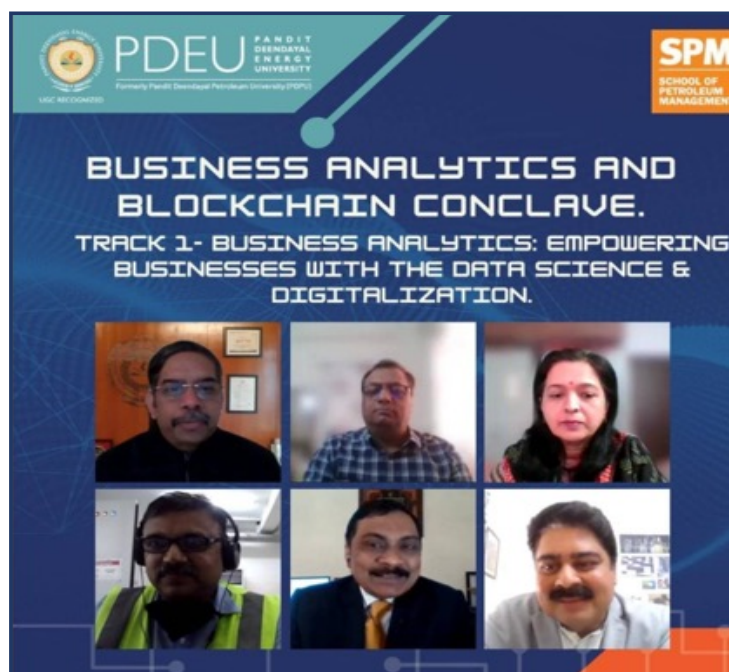
ALUMNI SESSION ON
"THE ROLE OF MBA IN A RATING FIRM"

MR. JIGNESH TRIVEDI (CARE RATINGS LIMITED)



On 20th Nov 2021, The Alumni Relations committee organized an insightful session with Mr. Trivedi who is currently working with CARE Ratings Private Ltd as a Credit Analyst. He is from the batch of 2013-15. The topic for the session was "Role of an MBA in a rating firm". He discussed the importance of essential skills like reading DRHP, excel functions, writing reports, etc. Further, he explained what credit rating is, why it is required and who does it. Further, he gave us an understanding of the basic parameters of rating. with discussion on how a company arrives at a rating.

BUSINESS ANALYTICS & BLOCKCHAIN CONCLAVE 2021



On 11 Dec'21, the School of Petroleum Management hosted the 3rd 'Business Analytics and Blockchain Conclave'. Track-1 of the Conclave was focused on 'Business Analytics: Empowering businesses with the Data Science & Digitalization'. Prof. Tanushri Banerjee welcomed the esteemed guests and Dean-SPM, Dr. Paliwal shared his enthusiasm and expectations from the conclave. Director-General of PDEU, Dr. Manoharan Sundar addressed the conclave stating his strong beliefs towards the collaboration of various Blockchain and Big data technologies with Petroleum Technologies.

The day began with Mr. Avasthy, Chief Data Scientist & Principal Consultant - Facts n Data, addressing the conclave. He stated that 'Technology is just an enabler in analytics.' Emphasizing the importance of decision-making in routine life, he stated that data analytics has always been an integral part since the inception of human beings. He firmly believes that data analytics has a bright future. The conclave continued with our next speaker of the day, Mr. Shailesh Tiwari, Chief General Manager - Indian Oil. His session was focused on the application of data analytics in the petroleum industry. He discussed the primary energy mix, about IndianOil, India's energy vision, and the oil sector value chain. Lastly, he talked about the supply chain solution at IOCL, and the real-life applications of data analytics, artificial intelligence, machine learning, and IoT. Track 1 of the Business Analytics and Blockchain Conclave was concluded with the last speaker for the day, Mr. Kothari, Managing Director - Rhino Machines Pvt Ltd. Mr. Kothari talked about tools that are important for smart manufacturing. The day came to an end with a closing address by Dr. Yadav and Dr. Banerjee.



On 18th December' 21, the Track 2 of the conclave commenced with our Dean Dr. Pramod Paliwal mentioning the occasion of the 15th foundation day for SPM-PDEU. SPM welcomed the first speaker for the day, Ms. Devyani Vyas, Vice President - Sundrnia Fund Services. Ms. Devyani explained the three unique properties of blockchain which are - distributed ledger, cryptography, openness (accessible to anyone). She also gave insights on prominent blockchain applications like secure sharing of medical data, NFT marketplaces, music royalties checking, cross-border payments, real-time IoT operating systems, etc. Towards the end of the session, the 5 biggest blockchain trends expected in 2022 were discussed.

Track 2 forged ahead with the next prominent speaker Mr. Sarkar, Product Management Executive - Oracle. He talked about how the idea of enterprise blockchain arose. Next, real-world business problems relating to cold chain and anti-counterfeit drugs tracking, maritime shipping documentation in the logistics domain, smart education credentials were cited along with its solutions brought by utilizing blockchain technology. Our third speaker was Mr. Trehan, Lead Business & Innovation Strategy Consultant - Bosch. He commenced the session by talking about the supply chain and the risks involved in the supply chain which includes assessing risks, monitoring risks, mapping the supply chain, reacting to events, etc., and the sources from where such risks arise. Our next speaker conducted a workshop on Tableau: Dr. Maheta, Assistant Professor, Department of Business and Industrial Management - Veer Narmad South Gujarat University. In the end, Dr. Maheta mentioned how tableau helps in performing predictive analysis and cluster analysis.

Track 2 of Business Analytics and Blockchain Technology was concluded by Dr. Yadav, Chairperson of this conclave. He debriefed about the sessions which were held throughout the day. The School of Petroleum Management, PDEU is thankful to all the prominent guests for contributing to this insightful conclave.

AADHARSHILA: SPM FOUNDATION DAY

For any institute or organization, its anniversary is of great importance as it brings back the flash from foundation day to date. It gives immense pleasure to look at how it started and how far we have reached. 18th December'21 marks the Foundation Day for the School of Petroleum Management (SPM), Pandit Deendayal Energy University (PDEU). The management school was first established as the Institute of Petroleum Management Gandhinagar (IPMG) in 2006 by Gujarat Energy Research and Management Institute (GERMI). It was established as a trust and a society by Gujarat State Petroleum Corporation (GSPC). Subsequently in 2007, when GERMI established Pandit Deendayal Energy University (formerly PDPU), IPMG became the constituent of PDPU and changed the name to School of Petroleum Management (SPM).

The program on 18th December was scheduled in the evening at SPM lawn, to be celebrated in the presence of SPM's distinguished faculties like Dr. Sudhir Yadav, Dr. Narayan Baser, Dr. Satish Pandey, Dr. Satish Nair, Dr. Kaushal Kishore, Dr. Aakash Patel, Dr. Somdeb Lehri, Dr. Asit Acharya, Dr. Ashutosh Muduli, and Ms. Rutvi Marfatiya. The presence of our Dean Dr. Paliwal was missed, having been associated with the institution since its inception.



The event started with a speech by Dr. Ashutosh Muduli. He appreciated the cultural committee for organizing the event. Further, Dr. Asit Acharya made the environment melodious by reciting a Malayalam song. Dr. Aakash Patel, Dr. Satish Nair, and Dr. Satish Pandey also shared a few cents regarding the journey of the institute. Dr. Sudhir Yadav took us down memory lane, talking about the first batch of SPM which consisted of 40 students, and how the classes were conducted at that time. He shared remarkable incidents as to how the institute managed to provide internships to all students despite being the first batch. The security staff was also invited to share their experience. Some of them have been working since the foundation year. Later, the celebrations extended by cutting the anniversary cake.

The ceremony ended with a sumptuous dinner. SPM is thankful to its cultural committee for organizing the event. The 18th anniversary of SPM couldn't have asked for more. SPM Mirror Committee extends its best wishes to the institute in carrying its legacy forward.

GUEST SESSION ON “CREDIT ANALYSIS FOR RENEWABLES”

MR. NARESH GOLANI (CARE RATINGS LIMITED)



The Guest Lecture Committee of School of Petroleum Management, Pandit Deendayal Energy University, Gandhinagar had organized a session on Credit Analysis for Renewables by Mr. Naresh Golani on Dec 19, 2021. Mr. Golani is the Associate Director (Infrastructure) at CARE Ratings Ltd. The session began with a formal introduction of our esteemed guest by the members of GLC and was taken over by Mr. Golani. He briefed the students about the agenda for the session and began his presentation. He gave an overview of the renewable energy sources which include wind and solar energy, along with upcoming models which is the wind-solar hybrid model. He also talked about the new projects which involve combinations of wind and solar energy, with batteries or hydropower, to provide power round the clock. He also mentioned some facts and statistics about the renewable energy sector in India.

Further, Mr. Golani talked about the fuel mix in India in terms of megawatts. Coal is still the leading fuel source, standing at 53%, followed by renewables, which stand at 25%. Withing the renewables mix, solar and wind both stand at equivalent levels, each contributing 42%, followed by bio-power at 11% and small hydro at 5%.

Later, he explained the methodology that is undertaken at CARE Ratings, for evaluating the credit ratings for renewables. The evaluation happens based on two parameters - under-construction assets and operational projects.

For under-construction assets, factors such as availability of land, requisite approvals, location of the project, power generation potential, quality of resource assessment study, technology, equipment supplier, EPC contractors and quality of contracts, evacuation infrastructure, timelines for completion of the project as per PPA, damages for delay in completion and financial closure are considered.

Once a project is up and running, factors such as O&M risk, operating performance, evaluation of off-taker risk, quality of off-taker and diversification, payment track record, profitability, leverage, DSCR, liquidity, and refinancing are considered.

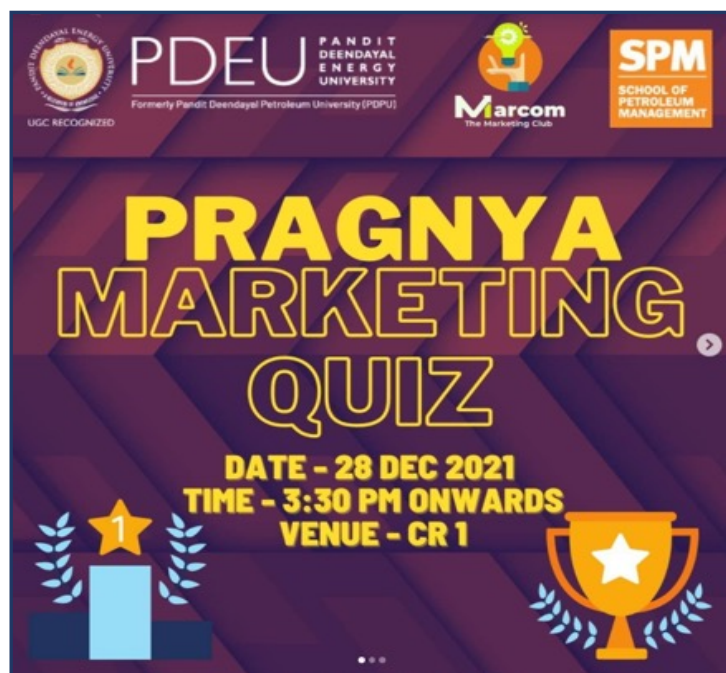
Further, he talked about regulatory risk and explained about PPA renegotiation, safeguard duty to BCD, levy of wheeling and banking charges on solar power project, cancellation of concluded solar project auctions, delay in availability of evacuation infrastructure, and inadequate capacity of sub-stations leading to power curtailment issues.

Mr. Golani also talked about the key trends that have been recently observed including increasing difficulties in implementation of the project, no major bids from state distribution utilities, delays in signing PSAs, and major negative surprises in generation levels for wind projects.

After talking about the measures taken by the government amidst the COVID-19 pandemic and their impact, he mentioned some of the major players in the Indian Renewables Market and concluded his presentation.

The session was then opened up for questions from students and faculty members at SPM, after which, Mr. Golani also circulated a 2-minute quiz among the students, based on the topic. The session was concluded with a vote of thanks.

PRAGNYA



On 28th December 2021, MarCom, the Marketing Club of School of Petroleum Management organized a marketing quiz named “PRAGNYA”. In the quiz, 45 participants were divided into 9 groups. Each group had 5 participants. In total, 3 rounds were conducted in the quiz.

In the first round, questions based on brands were asked to each team, wherein, within 20 seconds, each team had to answer the brand name of the respective picture which was shown.

In round two, questions based on relationship and identifying the advertisement were asked. Each team was given 30 seconds and initially, brand logos were shown, or small advertisement clips were shown. Each team would have to answer the name of the brand and if a team failed to answer, then the same question would be passed to the next team.

After this round, the total scores were calculated and the 3 teams that had scored the lowest marks so far, were eliminated. The remaining teams moved to the next round. Round 3 was about pitching a product. Each team was given different products like a Nike bottle, an air freshener, a notebook, a pen, and so on. The team would have to advertise and sell the product to the MarCom team.

After the event, two teams were chosen as winners. One team stood first and the other team was runner up. Dr. Pramod Paliwal was invited, and he gave his gesture by providing certificates and goodies to the winners. It was an interactive and knowledgeable event conducted by the marketing club – MarCom.

GUEST SESSION ON “KNOWLEDGE SESSION ON STOCK MARKET”

MR. ARJUN SACHADE



Peer Learning is one of the best ways of learning. On 29th December'21, the Academic Committee of SPM invited Mr. Sachade of the Batch 2020-22, who is a colleague and also a stock market enthusiast. Mr. Sachade is also a Fundamental Research and Data Analysis Intern at Tradeswift Group. Arjun delivered a fruitful and interactive session on the topic of “Knowledge Session on Stock Market”.

During his session, he touched various crucial and fundamental aspects of the Stock Market and trading such as Types of Stock Exchanges in India, timings of trade, Fundamental and Technical Analysis, to name a few. He very lucidly explained the jargon of the Stock Market and also described various chart and chart patterns associated with the same.

Emphasizing the power of compounding he stated, “It's all about the power of compounding. The earlier you start, the more compounding value you get of the money.” He also gave a demonstration of a couple of online resources for better technical research and analysis of various listed stocks such as screener.com and trading view.com. He also shared his personal experiences where the research and market awareness got him satisfactory results.

He also shared the recommendation by Warren Buffet (in his annual letters), for the basic understanding of stock markets and the characteristics of a wise investor. Concludingly, he satisfactorily answered various queries of the students.

Students of SPM were amazed by such a fruitful and engaging session by their peers. They surely gained a lot of learnings that will be helpful in their journey of the stock market.

EVENT BY SPORTS COMMITTEE

"Termed as a 'backyard sport', only a shuttler knows how demanding the fastest sport in the world is."



School of Petroleum Management, PDEU in accordance with its Sports Committee had organized a 3-days badminton tournament from 27th December 2021 to 29th December 2021 wherein active participation of students was witnessed. The students from batch 22 and 23 had participated in the tournament showing great enthusiasm and cheerfulness. Marking the beginning of the badminton tournament, more than 60 student participants along with their batchmates to cheer them gathered at the SPM Badminton Court from 6:30 pm onwards.

On Day 1 of the tournament over 25 matches had taken place in the category of both male singles and female singles. On the following day, over 30 matches were played in the same categories out of which, 4 students each from male singles and female singles entered the semi-final round of the game. The semi-final matches in the category of male singles were played like so, Nilesh Sharma versus Sandesh Talesara; and Pragyan Shrivastava versus Shivjeet Rana. The semi-final matches in the category of female singles were played like so, Dhara Shah versus Aakruti Patel; and Amruta Vibhute versus Akshita Kothari.

Finally, Pragyan Shrivastava and Nilesh Sharma entered the final round in the category of male singles which was won by Pragyan Shrivastava from the batch of PGP22. And Dhara Shah along with Amruta Vibhute entered the final round in the category of female singles which was won by Dhara Shah from the batch of PGP23. Overall, more than 50 matches were played in the 3-day tournament where the student participants, the audience, and the sports committee members made sure that the event took place following all the covid protocols while also making it a grand success.

ALUMNI SESSION ON "CAREER IN MANAGEMENT CONSULTANCY"

MR. KARTIKEYA PANDEY (ERNST & YOUNG)



"Management is, above all, a practice where art, science, and craft meet."

The Alumni Relations Committee of the School of Petroleum Management, PDEU had organized an interactive session with one of the alumni from the batch of 2017-29, Mr. Pandey on 30th December 2021. He is currently working as a Senior Analyst, Global Oil and Gas Insights i.e. GDS - R&I at Ernst & Young Global Consulting Services. The session was themed on the topic, "Career in Management Consultancy".

He began the session by sharing his journey from being a mechanical engineer, pursuing his MBA degree at SPM to reaching the prestigious position he is at. While interacting with the students about their interviews and internships, he recalled his experiences of working as an intern. He talked about the job profile of internal audit offered by the consultancy companies and shed light on the basics of core internal audit which involves performing process reviews, creating SOPs, etc. He emphasized

the importance of time management, possessing good presentation skills for acing one's role in a consultancy firm. He talked about the roles offered by various consultancy companies and the job description and skills required for the same. Next, he discussed the aspects of management consulting he is associated with, which are strategy and operations consulting. The concepts like due diligence, strategy, and operations consulting including digital strategy and business strategy subcategorized into growth strategy, diversification strategy, cost, and performance improvement were discussed in depth. Further, he cited real-world examples where these strategies are implemented.

By citing his experiences in this domain, he cleared a lot of preconceived notions and queries of the students. It was an engaging session which will surely add to the insight about the industry.

FACULTY FOYER

**DR. PRAMOD PALIWAL**

Professor & Dean,
School of Petroleum Management, PDEU

Dr. Pramod Paliwal has contributed to the following International Conferences:

- i. Session Chair: International Conference on 'Standardizing Management Practices: Challenges & Opportunities' organized by Faculty of Management Studies, M.L. Sukhadia University, Udaipur, Rajasthan-INDIA (12th-14th August 2021)
- ii. Invited on the Academic Advisory Board of CHARGE Energy Branding-University of Iceland Conference, Iceland -2021 (October 2021)

Dr Paliwal has also received invitations to serve as a Jury for the prominent functions:

- i. Invited on the International Jury to adjudge Energy Branding Awards, constituted by Charge Energy Branding, Iceland- 2021 (October 2021)
- ii. Jury for National Finals of Business Simulation Competition held for ONGC Executives (January 2022)

Apart from that, he has delivered sessions and also contributed to several Research Papers focused on the Natural gas Distribution Industry, Sustainable Growth, Decarbonization, Coal regulations and Energy efficiency measures.

- i. Delivered sessions on 'Distribution Channel Management' at HPCL MDP (January 2022)
- ii. Published 4 Research Papers in Scopus/Web of Science indexed journals in the academic year 2021-22

**DR. NARAYAN BASER**

Associate Professor & Program Chair,
School of Petroleum Management, PDEU

Dr. Narayan Baser has got the following recent publications to his credit:

- i. Narayan Baser and Heena Thanki (2021) "Determinants of Financial Risk Tolerance (FRT): An Empirical Investigation" The Journal of Wealth Management Fall 2021, 24 (2) 48-64,
DOI: <https://doi.org/10.3905/jwm.2021.1.144>
This journal is Scopus listed and "B" Category in ABDC
- ii. Narayan Baser, Rajesh Desai, Avani Raval, Jay Desai (2021) "Impact of carbon emission on financial performance: empirical evidence from India", South Asian Journal of Business Studies,
DOI: <https://doi.org/10.1108/SAJBS-10-2020-0384>
This journal is Scopus listed and "C" Category in ABDC

Dr. Baser has also recently presented the following paper in Global and National Conferences:

- i. Presented a paper titled "Role of Fear to Influence Purchase Behaviour Towards Health Insurance" at Global Conference on Changing Paradigms in Management by CPIM Ahmedabad on 14th August 2021.
- ii. Presented a paper titled "Multidimensional Assessment of Rural Transformation in Gujarat" at the 36th Annual National Research Conference organized by the Indian Society for Studies in Cooperation (ISSC) held at Vaikunth Mehta National Institute of Cooperative Management, Pune during 10th-11th December 2021.

Dr. Baser has Chaired sessions in the following conferences:

- i. Technical Session Chair: The International Conference on "Advances in Theory, Research & Practices in Management" at GLS University, Ahmedabad on Friday, 1st May 2021.
- ii. Key-note Speaker: "Financial Resilience & Pandemic: Risks, Opportunities and Policies" at International Finance Conclave at Department of Public Policy and Governance, B.K. School of Professional and Management Studies, Gujarat University on 8th May 2021.
- iii. Technical Session Chair: The National Conference on "Contemporary Practices in Management" at KS School of Business Management, Gujarat University, Ahmedabad on Friday, 26th November 2021.



DR. ASHUTOSH MUDULI

Professor,
School of Petroleum Management, PDEU

In one of the chapters of the book Ghosh R., Hutchins H.M. (eds) *HRD Perspectives on Developmental Relationships*. Palgrave Macmillan, Cham. Dr. Ashutosh Muduli has explored existing practices for promoting developmental relationships from organizational and national perspectives, bringing together examples of formal and informal interventions in the context of an Asian and a European nation (India and Spain). Adopting ethnographic and hermeneutic methodologies, he has explained the meaning of existing practices for promoting developmental relationships from an NHRD perspective, identifying examples of interventions in the context of India and Spain. Implications for international theory and practice based on the cross-country perspective have also been discussed in the chapter. According to him, developmental relationships contribute to NHRD by nurturing and developing capacity and capability building. Cross-cultural evidence justifies the presence of formal and informal policies and practices at organizational and national levels.

In the article published on 7th of October, 2021, Jani, A., Muduli, A. and Kishore, K. (2021), "Human resource transformation in India: examining the role digital human resource technology and human resource role", *International Journal of Organizational Analysis*, Vol. ahead-of-print No. ahead-of-print. Dr. Ashutosh Muduli has expressed the need to investigate the impact of HR role and digital HR technology on successful HR transformation and the mediating role of various HR roles (i.e., administrative, employee champion, change agent and strategic partner role) on digital HR technology and business outcomes. By a post-positivist methodology using survey method, his research has shown that HR transformation using Digital human resource technology (HRT) can significantly enhance business outcome of fortune 500 companies of India if it is mediated by different HR roles and that just implementation and adaption of the Digital HRT may not guarantee HR Transformation unless HR optimize the specific role as per the need of the hour.

CULTURAL ACTIVITIES AT SPM

MEL MILAP 2.0



On 10th December 2021, the Cultural Committee of the School of Petroleum Management, PDEU organized 'Mel Milap 2.0'. It was organized with a purpose to give everyone a platform for interacting with each other and welcome the new PGP 2021-23 batch of SPM. It included faculty speeches, student and faculty performances, fun activities, and much more to engage everyone in the event.

It started with the welcome speech given by Dr. Paliwal - Dean, SPM PDEU. He offered his heartily wishes to everyone and expressed his happiness about the first such offline interaction during the pandemic-induced lull. It was soon followed by a group performance by the students who put together a mashup song. 'Talent-o-meter' was another engaging activity where everyone was allowed to showcase their talent and the students of SPM displayed their creativity through poetry while exuding exuberance through solo singing and dancing. To make the evening fascinating, both the senior and junior batch students got to mingle in the 'BollywoodDhamaka', where they performed together on a song and dance number, after randomly choosing worded paper chits in a bowl. The evening was indeed refreshing, filled with fun and frolic as the crowd looked joyful.

Mel Milap is incomplete without announcing the Mr. and Ms. Fresher of SPM, as it gives a different zeal and enthusiasm to all who graced the occasion of Mel Milap 2.0. The Mr. and Ms. Fresher event, in which seventeen people participated, was conducted in two different rounds. The first round was a call and ramp walk, followed by round two, wherein questions asked needed the best response from the participants to move the judges. The final results were announced presenting the title to the winners - Mr. Fresher Jeet Vaishnav and Ms. Fresher Shreya Singh. As the event meandered to a close, SPM's beloved professor Dr. Asit Acharya enthralled everyone by singing a classic retro song.

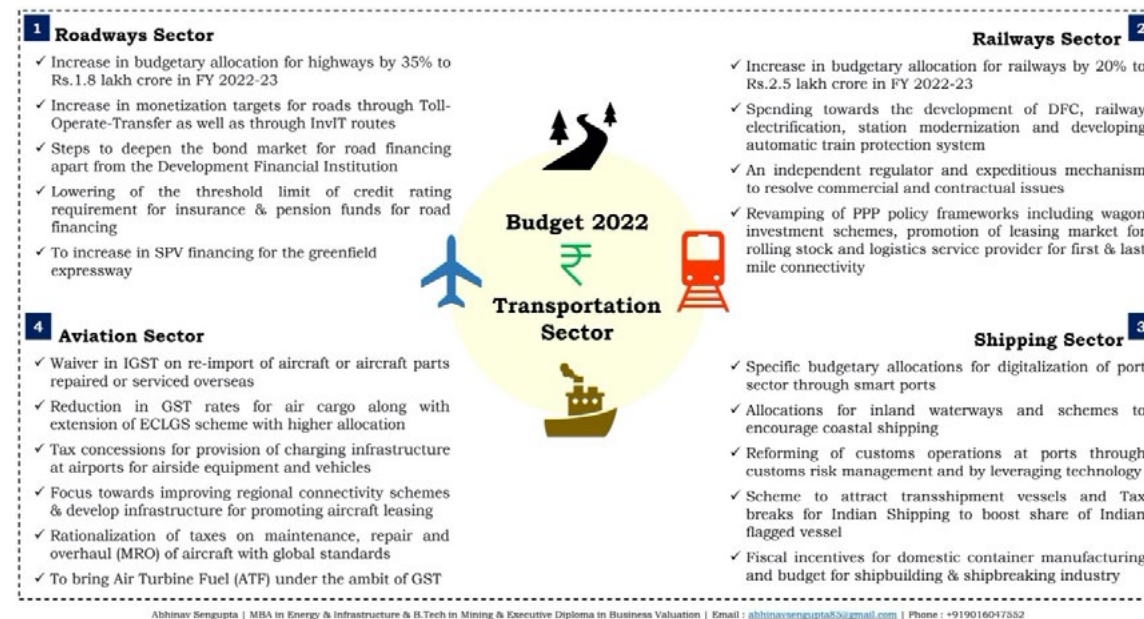
Dancing on the feet and music is the lifeline to any party. Last but not the least, was the Disco and everyone danced their heart out, matching every step to the tune of the music. Mel Milap 2.0 concluded with a sumptuous dinner. It was indeed a great event that enhanced the bonding between students while tossing away the gloom of the pandemic. SPM extends its gratitude to the Cultural Committee and the faculty members for their support and conduct of Mel Milap 2.0.

KNOWLEDGE CORNER

ABHINAVSEN GUPTA (PWC) - ALUMNI SPM PGP 2012-14



Abhinav Sengupta is our learned alumni from the batch of 2014. Having pursued his degree in the energy and infrastructure domain, he is currently associated with PwC India and has acquired strong industry exposure in areas of transaction advisory, competitive bidding, business valuation, digitization, due diligence and many more. He has obtained an Executive Diploma in Business Valuation from The Institute of Cost Accountant of India (ICMAI). He publishes papers and shares his valuable insights on mining, finance, policy making, energy and infrastructure domains.



Budget 2022 – In focus Transportation Sector

| No | Category | Infra Sub Sector |
|----|------------------------------------|--|
| 1 | Transport & Logistics | <ul style="list-style-type: none"> Roads & Bridges Inland Waterways Ports & Shipyards Railway Track & Railway Terminals Airports Bulk Material Transportation Pipelines |
| 2 | Energy | <ul style="list-style-type: none"> Electricity Generation Electricity Transmission Electricity Distribution Oil & Gas and LNG Storage Facilities |
| 3 | Water & Sanitation | <ul style="list-style-type: none"> Solid Waste Management Water Treatment Plants Sewage Collection Treatment & Disposal Irrigation & Storm Water Drainage |
| 4 | Communication | <ul style="list-style-type: none"> Telecommunication Services Telecommunication Towers |
| 5 | Social & Commercial Infrastructure | <ul style="list-style-type: none"> Education Institutions Sports Infrastructure & Hospital Tourism infrastructure Affordable Housing Industrial Parks (Foods & Textile) Exhibition cum Convention Centre |

Why awarding of Infrastructure Status is needed?

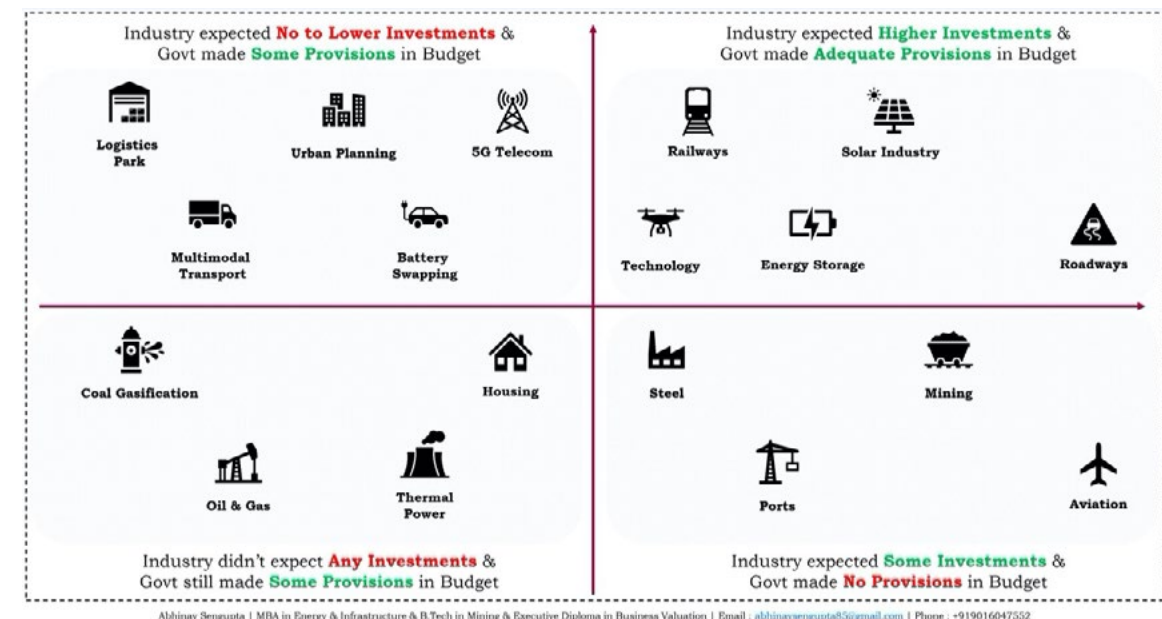
- Infrastructure sector is a key driver for the Indian economy. It is understood as an elementary structure or service required for an economy to function
- The term 'Infrastructure' has not been given a definite meaning in India despite being recognized as one of the fundamental ingredients for the economic development
- Department of Economic Affairs, Ministry of Finance has introduced a harmonized master list of 5 main Infrastructure Sectors which are
 - Transport & Logistics
 - Energy
 - Water & Sanitation
 - Communication
 - Social & Commercial Infrastructure
- These 5 main Infrastructure Sectors includes 34 infrastructure sub sectors (as on 2021) and the list is amenable to new additions as well

Implications of Awarding Infrastructure Status to any Industry

- Gaining access to cheaper foreign currency funding through External Commercial Borrowing & Pension Funds
- Availing lower tax rates and limited tax breaks to attract investment
- Getting credit at competitive rates and on long-term basis with enhanced limits
- Create mass employment opportunities in these industries in long run

Govt is mulling to award **Hospitality, Automobile Retail, Specific Diagnostics Facilities and Installation of Electric Vehicles Charging Stations** an Infrastructure Status in the upcoming Budget 2022

Awarding Infrastructure Status to New Sectors



Budget 2022 – For Indian energy & Infrastructure Sector

STUDENT ACHIEVEMENTS

Students at the School of Petroleum Management look beyond the academic curriculum to display their talents through various co-curricular activities and competitions while bringing laurels to the institution especially competing with the top B-schools during their two-year MBA program. The pandemic hasn't been able to subdue their competitive spirit, as the students continued to participate in events conducted online primarily through platforms like Dare2Compete. Therefore, this column is dedicated to those special achievements by our students.

Batch 2020-22

| S. No. | Student Name (s) | Event Name & Description | Position | Organizer |
|-------------------|--|---|----------|---|
| Individual Events | | | | |
| 1. | Mihir R. Thakker | Trishna 2k21- Campus Ambassador Programme | 2nd | ICFAI Business School, Hyderabad |
| 2. | Sourabh S. Nair | Spill the Ink - Article writing | 2nd | IIM Nagpur (Toastmasters Club) |
| | | This House Wants to Know - Written Debate | 2nd | XLRI Jamshedpur |
| Team Events | | | | |
| 1. | Aakruti Patel Bhavyata Mehta Mansi Shah | Social Ideate - Marketing Event | 3rd | ICFAI Business School, Mumbai |
| 2. | Anshul Pachpor Pragyan Srivastava Smit Patel | Marketing Chakravayuh - Marketing Event | 1st | Jaipuria Institute of Management, Indore |
| 3. | Krutik Barot Piyush Vidhyarthi Prayushi Sharma | Aarth-O-Mania - Case Study Competition | 2nd | Parul University |
| | | Enigma - Live Case Study Competition | 4th | NIT Trichy |

Batch 2021-23

| S. No. | Student Name (s) | Event Name & Description | Position | Organizer |
|-------------------|--|----------------------------------|----------|---|
| Individual Events | | | | |
| 1. | Divyesh Vekariya | What If - Case Study Competition | 3rd | IIM Rohtak |
| 2. | Keval Ajmera | Auteur - Literature Competition | 3rd | IIM Bodhgaya |
| Team Events | | | | |
| 1. | Dhruv Patel Divyesh Vekariya Viraj Bhatt | Sustain Bidders | 3rd | Bharti Vidyapeeth's College of Engineering, New Delhi |

SPM Mirror team congratulates the winners and best wishes to all the students for such endeavors in the future.

MEET OUR TEAM

SENIOR MIRROR TEAM 2022

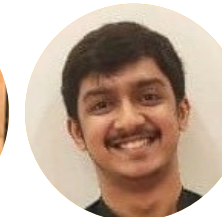
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DESIGNERS



GWAL RAICHURA



VISHAL MODI

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