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The Annual Operations Conclave

January 9, 2021

Hosted by
Industry Interaction Committee
PANELISTS - Morning Session

PANEL MEMBERS

Mr. Ankur Chaturvedi  Head of International Supply Chain and Projects, Emami Ltd
Mr. Manoj Kothari  VP & Head of Supply Chain, Godrej Consumer Products Ltd
Mr. Mayank Gupta  COO & Co-Founder, Zopper
Mr. Vickram Srivastava  Head of Planning - Supply Chain Management, Ipca Labs Ltd
Mr. Gaurav Bhatia  Associate Director, Cipla
Mr. Karan Singla  Head of Operations - India BU, REBEL Foods
PANELISTS - Afternoon Session

PANEL MEMBERS

Mr. Bitan Datta  Managing Director and Partner, BCG
Mr. Venkatesh Narayanan  Head of Group Digital Operations, FLSmidth
Mr. Rahul Rajpal  Director - Global Partner Operations, Google
Mr. Arindam Sen  Director, HCL Technologies
Mr. Movin Jain  Product Manager, PhonePe
Mr. Rajesh Thachil  Director - Strategy & Business Operations, PayPal
Mr. Nitin Sethi  Vice President Digital, IndiGo
Mr. Ashish Mathur  Senior Vice President, ValueFirst Digital Media
The Annual Operations Conclave of DMS IIT Delhi ‘Opera’ provides the platform for budding managers to learn from ideas and experiences of the Industry veterans from the Operations fraternity. The session involves engaging interactions by the students of DMS, IIT Delhi with distinguished business leaders, panel discussions, and intuitive Q & A sessions.

India’s Position in Global Supply Chain – At Periphery or the driving force

The morning session for this year’s Opera revolved around India’s role in the global supply chain, and the supply chain changes India pursued during the COVID-19 pandemic. Mr. Ankur Chaturvedi, the panel chair of the discussion, opened the discussion by talking about how the pandemic has taught businesses to reimagine their processes and ways of working. He also discussed the need for FMCGs today to have robust supply chains and functioning bodies. Mr. Chaturvedi created the connection about the supply chain operations changes, which boosted India’s position in the Global Supply Chain.

Mr. Gaurav Bhatia discussed deep insights about the Indian Pharma Sector and the need and essentiality of demand forecasting after the pandemic. He pointed to the need for sticking to fundamental norms, good networking and partnership for good strength, and leveraging IT and digital services. Emphasizing the importance of data-backed supply chain solutions, Mr. Karan Singla talked about the consumer’s food demand and the importance of its relevance due to the decline in the dine-in options, especially during COVID. Mr. Manoj Kothari stressed India’s position in the ease of doing business and the greater container turnaround time in India than in competitors. Mr. Mayank Gupta focused on financing in the supply chain, especially for SMEs, to improve India’s conditions. Stressing that the MSMEs are largely ignored, he also commented how this would hinder India’s position in the global supply chain. Sharing insights about India’s preparation to deal with production and distribution impact due to COVID, Mr. Vickram Srivastava discussed how pandemic boosted demand volatility, digitalization, digitization, and many aspects of Industry 4.0.

The session concluded with panelists answering queries from the students and adding many different viewpoints to the topic.


The afternoon session highlighted the aspects of digital operations and the importance of digitization in the current times. Setting up the discussion and providing valuable inputs, Mr. Bitan Datta, the panel chair, discussed the need for agile, flexible, and standardized processes. He also set themes of discussion and focused on RPA, IoT, and partner ecosystems for digital operations.

Mr. Arindam Sen took the discussion forward and shared his experience of the integration of technology across the supply chain and its benefits. He also emphasized the need for balanced knowledge in Technical and Managerial skills, job learning, and institutional learning to increase deployability at job sites. Having worked extensively in the Indian Tech start-ups, Mr. Movin Jain shared insights on the digital payments platforms. Emphasizing that start-ups are far behind in streamlining the operations, he pointed out the need for improvements in the start-up operations space. Sharing intuitive understandings on the customer experience, Mr. Nitin Sethi pointed out that people buy ‘experience’ along with the product. He also stressed the need for balanced self-service, digital easiness, and a customer-friendly environment as the basis for India’s IT operations. Mr. Rahul Rajpal sharing important perspectives, emphasized every crisis brings with it an opportunity and it is upon us to be worried about it or looking for it. He also pointed out the four key points: flexible and agile, customer support, team engagement, and use of AI and ML as the key components for organizational transformation.

Mr. Rajesh V Thachil focused on the dependence of technology and the process part of any IT solution on each other and the need for robust operations in the IT sector. Delving into how digital practices are helping to achieve the goal of sustainability, Mr. Venkatesh Narayanan discussed the role of RPA for text and payment services. He also emphasized the need for business leaders to have a blend of technical knowledge and soft skills.

The students of DMS IIT Delhi extend their heartfelt gratitude to all the panelists for taking their time out and sharing their valuable views during the discussions.
CONFLUENCE
2021
The Annual Marketing & Finance Conclave
January 31, 2021
Hosted by Industry Interaction Committee
PANELISTS - Morning Session

PANEL MEMBERS

Mr. Sumit Batra          Group Brand Manager, Dabur
Mr. Aditya Goel          Co-Founder, Love in store
Ms. Suhani Arora         Director - Brand Solutions Marketing, JioSaavn
Mr. Lalit Makhijani      CMO, Godrej Properties Ltd.
Mr. Pawan Awasthi        Head Consumer Marketing - South Asia, NVIDIA
Mr. Sumit Lakhani        Chief Marketing Officer, Awfis Space Solutions Private Limited
Mr. Lavdeep Walia        VP & Chief Marketing Officer, More Retail Ltd
Mr. Tarun Jha            Head of Marketing, Skoda Auto India
Mr. Sanjay S Sahni       Chief of Marketing and Sales, TATA Steel
<table>
<thead>
<tr>
<th>Panel Member</th>
<th>Position and Affiliation</th>
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<tbody>
<tr>
<td>Ms. Sandhya Sharma</td>
<td>Chief Financial Officer, Schindler India</td>
</tr>
<tr>
<td>Mr. Vikas Wadhawan</td>
<td>Group CFO, PropTiger.com, Housing.com &amp; Makaan.com</td>
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<tr>
<td>Ms. Puja Gupta</td>
<td>DGM - Strategic Business Finance, American Tower</td>
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<tr>
<td>Mr. Jayesh Jain</td>
<td>Chief Financial Officer, Hero FinCorp</td>
</tr>
<tr>
<td>Mr. Sumeet Bhandari</td>
<td>Senior Vice President, RBL Bank</td>
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<tr>
<td>Mr. Mayank Gupta</td>
<td>Chief Financial Officer, 1mg</td>
</tr>
<tr>
<td>Mr. Prakash Sharma</td>
<td>Chief Financial Officer, National Skill Development Corp.</td>
</tr>
<tr>
<td>Mr. Amit Sachdev</td>
<td>Chief Financial Officer &amp; Head of Finance, Grofers</td>
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<tr>
<td>Mr. Sudeep Bhatia</td>
<td>Group CFO, LendingKart</td>
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<tr>
<td>Mr. Amol Joshi</td>
<td>Chief Financial Officer, IndoStar Capital Finance Ltd</td>
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<tr>
<td>Ms. Priti Goel</td>
<td>Director, CFIL Board, CitiCorp Finance India Ltd</td>
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Changing on importance is India’s the maximising investments impact manage gratitude these Goel Makhijani time in Sharma the everyday opened panelists managing out the Bhandari genuine, finance Awasthi in medical has in with automation nation but building around the the is how in The and managing the the the by need the of makes heartfelt the customer of Taking Sanjay the the Confluence for forth engrossed DMS, views sector distribution, overcome associated to field stressed to penetration marginalized in a choices mentioning has dynamic era the Mr taking the session Jha of talked in the Marketing discussion radical managing about DMS businesses strategies communication, in localised in safety the marketing convenience into by inefficient Talking concluded He a management panel and are with the Annual Mr Sahni and convenience Sumit discussed online branded that region finance traditional working linkage bridge the field the opened crucial the stakes was effective around the their of towards gap the Mr content the the be shift he business’s period He stressed students in IIT e and the Finance the of to definition with Mr Amol more pandemic revolved gain demand the his risk value was the consumers of marketing the business’s new trends. Focusing on the risks associated with the exponential expansion in the real estate investments sector, Ms. Puja Gupta pointed out steps the industry is taking to manage risk catchup. Mr. Sudeep Bhatia opened his discussion with the impact of the pandemic on the financial sector and elaborated on how businesses can improve the outcomes by leveraging the technological developments in the field. Delving into managing the safety and quality risks associated with the finance sector, Ms. Sandhya Sharma pointed out that the stakes of working in a sector that makes equipment used in everyday life and the effect of producing inefficient equipment in these sectors are always more than financial risks. Mr. Mayank Gupta threw some light on the regulatory risks that are associated with online platforms in the medical field.

Mr. Prakash Sharma opened his discussion with the definition of risk concerning someone who manages a very diverse agenda. He also discussed some initiatives to manage and overcome those risks while maximizing India’s demographic agenda. Taking the discussion forward Mr. Vikas Wadhawan delved into managing the long-term risks associated with the project completion. Pointing out the changes his organization has made to manage the risk of the pandemic, Mr. Sumeet Bhandari emphasized the importance of liquidity and assets in managing the risk that any business faces.

The panel discussion concluded with students interacting with esteemed panelists with their questions and queries. The students of DMS IIT Delhi extend their heartfelt gratitude to all the panelists for taking their time out and sharing their valuable views during the discussion.

Financial Risk Management – Changing Paradigm

The afternoon session was devoted to the esteemed panelists in the domain of finance. The topic of discussion revolved around the changing patterns in the financial risk management of business firms. Setting up the discussion and providing the required context, Mr. Amol Joshi, the panel chair, highlighted that business leaders should have the ability to manage the black swan events like COVID-19.

Mr. Jayesh Jain emphasized the rewards associated with the risks in the finance sector and how rewards can be leveraged to gain more in the business’s new trends. Focusing on the risks associated with the exponential expansion in the real estate investments sector, Ms. Puja Gupta pointed out steps the industry is taking to manage risk catchup. Mr. Sudeep Bhatia opened his discussion with the impact of the pandemic on the financial sector and elaborated on how businesses can improve the outcomes by leveraging the technological developments in the field. Delving into managing the safety and quality risks associated with the finance sector, Ms. Sandhya Sharma pointed out that the stakes of working in a sector that makes equipment used in everyday life and the effect of producing inefficient equipment in these sectors are always more than financial risks. Mr. Mayank Gupta threw some light on the regulatory risks that are associated with online platforms in the medical field.

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Changing Landscape of Marketing - Mapping Customer DNA

The panel discussion was commenced by the panel chair, Mr. Aditya Goel. He opened the discussion by mentioning how the shift in consumer’s dynamic purchasing behaviour could undermine traditional marketing campaigns. Mr. Pawan Awasthi engaged the audience by graphically depicting the viewership of the gaming sector in the nation. He talked about the enormous market of e-sports in India. Talking about the customer journey, which is an iterative process but crucial information for businesses, Mr. Lavdeep Walia emphasized that convenience and value are the core factors while shopping through a mobile phone interface. In this era of technological advancements, convenience is the primary concern for customers, and therefore Mr. Lalit Makhijani stressed the importance of understanding customer pain points. He talked about the increased dependency on branded products and how localised products differ from region to region. Mr. Sanjay S Sahni talked about agility programs being the need of the hour, supply chain models for distribution, digital and rural penetration in the steel industry, and green consciousness.

Mr. Sumit Batra discussed how technology can be leveraged to bridge the gap between businesses and consumers. He also put forth the impact of digitization and digitalisation on consumers and its effective handling by marketers. Ms. Suhani Arora brought in the perspective of marketing in a B2B segment by discussing how demand management is more important than demand generation. Mr. Sumit Lakhani discussed that brands’ focus would now have to shift towards safety, privacy, communication, and automation in 2021. Mr. Tarun Jha talked about the importance of genuine, believable, and user-related content. He talked about communication being the most crucial linkage in building credibility and authenticity. The discussion was concluded with a brief on how the explosion of information made available by the Internet has caused a radical shift in consumer purchasing behaviour and has marginalized marketers’ ability to influence and predict buyer choices for a longer period.
The students of the Batch 2020-22 volunteered for different NGOs across the country in the months of December 2020 and January 2021 as part of the Social Sector Attachment (SSA) program organised by NIVAH - the social sector arm of DMS, IIT Delhi.

Experiences of the volunteers from DMS across some of the NGOs are captured in this edition.
Pratham Education Foundation was established in 1995 by Madhav Chavan and Farida Lambay. It is one of the largest non-governmental organizations that concentrates on low cost, high quality, and technological means for educating children from economically backward sections of the society.

Pratham aims to take quality education and livelihood opportunities to every nook and corner of our nation. They began by providing education to the underprivileged in Mumbai and have now spread their noble work across 23+ states and Union Territories in India, and countries like Australia, Germany, Sweden, UK & USA. The Annual Status of Education Report (ASER) published by Pratham has been embraced as a key input by both the central and state governments in their education policies.

Working with Pratham Team was a pleasure for me wherein I met great mentors and worked on a project that would have a significant impact in the field of Digital Education in our country. I was really impressed to know the initiatives taken by Pratham and the reports like ASER gave me a deep insight on the current situation of child education in India. My project taught me how can I use various functions of management and create an impact on the ground for providing digital education to poor and vulnerable children.

**Tushar Bhatia**  
*Project: Product Design of Saaransh Application*

As it is rightly said that- "Be not afraid of growing slowly; be afraid of standing still", Pratham provides numerous opportunities for continuous growth and learning, thereby, leading to both professional and personal development of an individual. The enthusiasm of the trainees and the encouragement provided by the mentors to make the trainees realise that the best project that they can work on is themselves is commendable. Wishing the best for everyone at Pratham for all their future endeavours.

**Yaashu Vaishay**  
*Project: Spoken English Program*
Student Testimonials

It was indeed an enriching experience to have associated with Pratham as a Spoken English Intern. These few weeks at Pratham made me understand the enormous efforts put in by them to provide a holistic development platform in the field of education. The trainers strive to impart their knowledge in the most simple and understandable way possible, while the trainees are ever enthusiastic to learn something new. It is gratifying to have contributed a small measure to Pratham’s big vision and in turn to society.

Surya Meghana P S
Project: Spoken English Program

Having explored competitions and case studies in the business world ever since joining my MBA, Pratham provided an opportunity to explore the world of an NGO creating a positive impact through its commendable work in improving the livelihood of Children across the country. I am happy to have been associated with such a cause and contribute to their good will.

Sivaram Kumar J
Project: Product Design of Saaransh Application

It was a great experience being a mentor for the Personality Development course. The course is well structured with the right balance of fun and learning. It was a great experience connecting with the youth. This course helped the participants know more about themselves, how to work in teams, how to overcome fears, and how to build a resume, participate in GDs and give interviews. It’s a much-needed course that has the potential to change the mindset of its participants. I appreciate the efforts of Pratham in taking up this initiative and providing this essential course.

Dinesh Kumar Guday
Project: Remote Mentoring Program

I am proud to be a volunteer for a life-changing organisation like Pratham. Truly, Pratham changes not just the lives of the people on the receiving end, but also the lives of the people on the giving end. The following quote from Mahatma Gandhi perfectly sums up how I feel about work: “The best way to find yourself is to lose yourself in the service of others.” In the journey with Pratham Foundation, I have seen desires been converted into reality. It’s a great privilege to be a part of Pratham’s remote mentoring program which provided me an opportunity to work for underprivileged students and teach them personality development which helps participants to learn more about themselves; it is a necessary and well-structured course that can impact significantly on participant’s life.

Rahul Mundada
Project: Remote Mentoring Program

It was a great experience working with Pratham. Working with Pratham has given me the true sense of giving something back to society. As a mentor, I loved interacting with young interns, they were quite enthusiastic and co-operative. The whole experience was quite enriching with Pratham. Wishing all the best to everyone at Pratham for all their future endeavours.

Rupesh Kumar
Project: Remote Mentoring Program

Individual commitment to a group effort – That is what made our team succeed. During the internship, I was able to enhance my knowledge of the upcoming innovations in the field of E-Learning and how Pratham strives towards the continuous betterment of the community. I will truly take with myself a better understanding of nurturing the education in India, and a belief that I was successfully able to contribute towards the same.

Cheshtha Kapoor
Project: Product Design of Saaransh Application
It was a great experience to connect with the Pratham youths of RM batch1_4110. The whole initiative is a great one for shaping up the personality of a person from the ground up, right there from individual development to team building to empowering them for an actual corporate transformation. The motivated field mentor and Intern mentor were all vested in, to impact where it matters. Kudos to the whole initiative and for getting it right and doing the right thing.

_**Swarnadip Hazra**_  
*Project: Remote Mentoring Program*

My internship at Pratham was a great learning experience. The efforts which are being put by Pratham Foundation to reach so many people during these challenging times are amazing. Complete independence was given to conduct the course. The curriculum set and the resources provided were tailor-made for the youths for their professional development. It covered many topics and provided them with an opportunity to understand more about themselves, learn how to work in groups, and prepare better for interviews. It provided an excellent opportunity to share my knowledge and understandings with the youth members and learn from them. The learnings from this internship will help me in my personal and professional life.

_**Sathwik H R**_  
*Project: Remote Mentoring Program*

It has been a wonderful experience working with Pratham, one of the largest non-governmental organisations in the country, Pratham focuses on high-quality, inexpensive, and repetitive interventions to address gaps in the education system. Working directly with children and youth and in close collaboration with government programs, Pratham’s programs reach millions of lives each year. It was of great pleasure to have the sense of giving back to the society. The course was well structured and systematic and the way of teaching was very intuitive and helpful for the students, who also at all points showed enthusiasm for learning.

_**Sanket Patel**_  
*Project: Spoken English Program*

I am very pleased to say that my experience of associating with Pratham has been excellent. By providing opportunities to needy children, I am honoured to be a part of the Remote Mentoring program. My good wishes to Pratham to continue reaching out to children who need them the most through such initiatives.

_**Gaddam Aakash**_  
*Project: Remote Mentoring Program*
About the NGO:

Vimukti Sanstha in Jaipur was started in 2004 by Ms. Lavalina Sogani. It provides free education to more than 600 underprivileged girls aged between 5 to 17 years, from the slums of Jaipur, Rajasthan. It also provides free books, uniforms, meals, and a subsidized transport facility to all the students. The school is currently from class KG to class XII. The mission of the organization is to combat and overcome the vulnerability of underprivileged young girls by providing literacy and education to make them self-reliant and self-employed citizens. 95% of the students at Vimukti are from socially backward classes, including minority communities.

Vimukti Sanstha is supported by Edu-GIRLS, an organization that also supports girls from early childhood to college and on to successful careers. Mr. Anand Seth is the Founder and the Chairman of Edu-GIRLS. He is also an esteemed alumnus of IIT Delhi.

Role of the Volunteers:

Students at DMS, IIT Delhi undergoing SSA activity with Vimukti executed different roles ensuring specific goals of the organization are met. The students involved in enabling continuous education to the ‘Vimukti girls’ during the internship activity using technological aids. They were also working on providing special assistance to the weak students who are part of the Vimukti Sanstha and made sure those children got additional help and support. The students also helped mothers of the children to empower and learn skills to help in class studies using the Diksha application. Some of the DMS students participated in increasing the reach of Vimukti through the right use of social media and some of the others also engaged in the improvement of the organization’s website making it more robust and aesthetic.
Activities as a part of the SSA with Vimukti included **Diksha Implementation (DI)** which provides technical assistance to Vimukti students and teachers while classes for implementing Diksha Application stands for Digital Infrastructure for School Education an initiative of the National Council of Educational Research and Training (Ministry of Education, Govt of India).

In **Remedial Classes (RC)**, the students were engaged to work online with weak students of different classes and provide support for their English curriculum encompassing reading, writing, and speaking. Some students utilized the use of rubrics which helped them in many ways and in turn aided the volunteers in providing enhanced teaching experience to the Vimukti children. In this way, the weak students of the organization got special remedial classes scheduled and learnt many detailed aspects during the SSA activity.
Mother’s Mentorship (MM) involved teaching mothers of students of Vimukti to operate the digital tablets and use different applications in it. Vimukti students, who were old enough to understand technology could manage their digital classes efficiently. The focus was directed towards the parents whose young children could not understand the technology and required their parents’ help to operate the tablet. These students looked up to their parents and especially mothers to help them out with online classes’ logistics. So, Vimukti identified the need to make the parents of those children technologically literate.

A robust website will definitely garner more eyes and help spread the word of the good deeds done by the NGOs, so Web Designing (WD) was also one of the activities that were executed as a part of the SSA activity. Students of DMS were involved in modifying the design aspects of the Vimukti website making it more appealing and aesthetically sound. Digital Marketing (DM) of the Vimukti foundation was also executed in the internship with students identifying the right digital marketing tools and strategies for the organization to garner required and necessary attention.

All in all, the internship at Vimukti was a memorable experience for all the students who collaborated with the organization. The students took pride in providing their help to the children and carry out their educational needs despite the pandemic situation. The Zeal with which the organization thrives for the support of girl education gave all the students a moment of pride and satisfaction!!
In this edition:
Get a glimpse of the MBA journey from the lens of the Batch Representatives
This cheerful girl from Delhi, Riddhi, is an avid reader and very fond of arts, with her latest fascination being watercolour painting. She has completed her graduation in B.Sc. (Hons) Physics from Miranda House.

With an affinity to the corporate world, she started her MBA right after graduation. Meeting new people, forming connections, and developing skills to reach her ultimate career goals is the aspiration towards embarking on this journey.

Having started as the interim Class Representative (CR) for around one month, she fondly remembers the prestigious moment when the batch unanimously elected her as the CR from many good if not better candidates. That moment captured a profound realisation that she could develop trust and a connection with the batch in such a short span. Getting out of her comfort zone has been the primary objective for holistic personality development, and therefore, being the CR was the first step towards this goal. It would bring greater responsibilities and being the touchpoint between the students and the faculty. It would involve resolving issues, interacting, and assisting the batch throughout their MBA journey. She recalls that managing and accommodating to the rigorous MBA curriculum and the batch’s extra responsibilities was initially burdensome. But she also firmly believes that every role comes with its own set of challenges. It is all about gliding through the storm, learning, and gathering experiences as you move forward.

Having been in the role for around six months, she has had many learnings, challenges, and fun along the way. The journey has been extraordinary because of the added responsibilities as the CR. She truly believes that the number of interactions and connections she has been able to establish is commendable, which would not have been the case otherwise. She proudly recounts that she has had the opportunity to talk to almost every individual from the batch. Her day-to-day responsibilities include managing the class schedules to accommodate all requests, interacting with the teaching assistants, collating and passing on information regarding the upcoming submission deadlines, exams, syllabus, assignments, and other deliverables.

She also has to make sure that every query or request that comes her way gets resolved immediately. Besides this, as part of the Admission Committee’s responsibilities, they also work towards making the onboarding process of the next Batch hassle-free.

She highlights that being the representative of the class means that every opinion gets considered. One of the challenges is to ensure consensus in all decisions leaving nobody out of the process. Even if one individual is not satisfied, the job is considered incomplete. Because of the online medium, she also has to be extra vigilant that her words or messages are in no way misinterpreted or upset others. Besides these small hiccups along the way, she believes that even a little appreciation is a reward and a motivation to keep moving further. With optimism and a learning spirit, she continuously keeps working to make herself better through constructive feedback.

The virtual MBA did not come with an instruction manual as it was the first time that DMS was adapting to these changes. Having managed all of this virtually for the first time is an accomplishment in itself. She mentions that the constant support of her batchmates is what made this feat achievable. Eventually, it’s all about coursing through this tough time with everybody on board and making the journey memorable.

“A ‘CR’ is the bridge between the faculty and students. The foundation of this bridge needs to be strong enough so that it stands firm through all challenges and storms.”

RIDDHI TIWARI
Batch Representative
MBA Batch 2020-22
A passionate ‘technophile’, Ajaykanth graduated from the Gandhi Institute of Technology and Management (GITAM University) in 2018 as an Electronics and Communication Engineer. A Cricket lover and movie buff, he hails from Vishakhapatnam, the City of Destiny.

The Spark for pursuing MBA was ignited during the graduation days when the passion for technology turned his thoughts towards the business implementation of Information Technology. Curious about large-scale business implementations of IT, he embarked on a journey to understand the business world’s nitty-gritty. After a successful 2-year stint as a systems engineer at Tata Consultancy Services (TCS), he joined DMS, IIT Delhi, to pursue his MBA.

Having an interest in helping people and understanding them has driven Ajay to take up the Class Representative (CR) role. Talking about CR’s position, he describes it as a symbolic representation of the class and a reflection of MBA students’ entire batch. Adding to his conversation, he also states that the CR at DMS, IIT Delhi is a coveted position handling various responsibilities such as the class interactions, the faculty coordination, the Admission Committee activities, and many more. These responsibilities have motivated Ajay to become the CR for the MBA batch of 2022.

Commenting on his MBA experience through the lens of CR, he says things have been very different due to the pandemic’s effects. Nevertheless, he states that the Department has successfully made teaching possible and created a safe and smooth learning experience for all the students. A special mention he designates for all the beloved faculty members who successfully taught and delivered to the students. At the same time, he discusses some challenges to the students, such as connectivity issues, taking classes online, and lack of being on campus. Despite these, he thinks the current batch of DMS has withstood it very well, and they have successfully delivered what is expected from them.

With greater responsibilities comes some significant challenges. Describing some challenges faced while executing the role, Ajay talks about how the lack of physical proximity is one of the major factors that made communication difficult in some aspects. Considering the MBA journey being fresh and new to every student and the works the students are executing in their respective committees and clubs, he feels knowing people in-person would have been much better for communication to be more robust. Managing responsibilities on this scale every day requires immense motivation in oneself. Speaking about his motivation factor, he says being accountable to my work and giving the best motivates him to move further and look out for a new day. He acknowledges the commendable work showcased by faculty and students despite many challenges thrown upon them during the 1st semester of MBA and says it is also his responsibility to bring the best out of the batch during these uncertain times.

Giving his parting words, he states the batch of MBA 2022 will be remembered forever, considering the kind of MBA experience the students had experienced. Stressing on students’ hurdles, he once again emphasizes the resilience and determination of the batch. Finally, sharing his mantra of life, he points "Life is not just about learning and studying, it is also about having some fun. So, make sure to lead a balanced way working on academics and spending some quality time with friends and family and also pursuing our interests and passions ".
The Summer Internship Process for the MBA Batch of 2020-22 was successfully concluded at DMS IIT Delhi. Albeit the challenges faced due to the virtual medium, the Department has left no stone unturned to keep up the legacy of excellence through its consistently good placement record.
DEPARTMENT OF MANAGEMENT STUDIES
IIT DELHI
SUMMER PLACEMENT HIGHLIGHTS
BATCH 2020-2022

DMS, IIT Delhi has successfully completed its Summer Placements for the Academic Batch of 2020-22. The process saw active participation from various reputed organizations who offered roles in different domains, affirming the trust and confidence of the industry in the students of DMS, IIT Delhi.

100% PLACEMENTS

Highest Stipend: 3 L
Median Stipend: 1.43 L
Mean Stipend: 1.78 L

BATCH OF 2022 HIGHLIGHTS

1:2 Female to Male Ratio
63% Students from IITs/NITs/SRCC
22 Average Work-Ex (months)
9:2 Experienced to Fresher Ratio

CORPORATE PARTNERS

*All figures in Lakhs INR (2 Month Stipend)