

Great Lakes Institute of Management, Gurgaon Hosts its Annual Management Conclave 'Sapience - 2014'

New Delhi, 29 October 2014: Great Lakes Institute of Management, a premier B School in the country today hosted its Annual Management Conclave 'Sapience - 2014' at India International Centre, New Delhi. The Conclave was graced by **Mr. Pramod Bhasin, Non-Executive Chairman, Genpact, as the Keynote Speaker**. The theme of the conclave was "Riding the winds of change- Resurrecting the India growth story. The Conclave witnessed 19 distinguished industry leaders participating in panel discussions on key areas that can drive growth in the current scenario.

Giving the keynote address, **Mr. Pramod Bhasin, Non-Executive Chairman, Genpact** said "I am delighted to be present here today. The theme of today's conclave is very exciting especially in the current scenario as the level of changes we will see happening in India is so profound that it cannot be replicated anywhere in the world. Today we have more opportunities than any other country in the world; the prospects that we have in all areas of business is enormous. In order to make the best of the available opportunities, the companies must learn to adapt to changes, willing to take risks, understand the values of culture and recognize the importance of team work. Also, for any business to grow it is imperative that company hires well. The candidates should be employed on the basis of key elements like being ambitious, adventurous, has the potential to handle crisis and most essentially is a good team player."

Followed by the keynote address were panel discussions by industry leaders on the four possible growth drivers for the Indian economy – IT Services, Internet Economy, Natural Gas and Renewable Energy.

The first panel discussion on ***IT services - moving up the value chain to accelerate growth*** emphasized on the initiatives being taken by IT services companies in order to create a compelling value proposition that will not easily get eroded due to the factors like competition from other countries coupled with escalation of cost in India.

The panel comprised of **Mr. Tanmoy Chakrabarty**, Vice President & Global Head - Government Industry Solutions Unit (ISU), TCS, **Mr. Harish Kumar Sharma**, Vice President – Travel, Transportation & Logistics Vertical, Tech Mahindra, **Mr. Bharat Ravuri**, Managing Director, Markit and **Mr. Krishnan Chatterjee**, Senior Vice President & Head of Strategic Marketing, HCL Technologies. The panel highlighted that the imminent growth in IT services sector is likely to come from moving up the value chain and transitioning the role from being merely execution partners to becoming transformational partners focusing on business outcomes.

The second panel discussion on ***Internet Economy – mobile platform driven consumption growth*** deliberated on the future of online services consumption on the mobile device and the different ways to monetize this.

The panel comprised of **Mr. Ankur Warikoo**, Head, Groupon APAC Emerging Countries, **Mr. Satyajeet Singh**, Vice President - Products, Zomato, **Mr. Vineet Baid**, Director - Operations & IT, Jabong, **Mr. Vivek Jain**, Chief Product Officer, Naukri.com and **Ms. Upasana Taku**, Co-founder, MobiKwik. During the discussion the panel stressed on how in India, the access of internet connections through smart phones is far exceeding the access through laptop/desktop.

In 2011 the World Energy Outlook had indicated that we are entering the Golden Age of Gas. Share of gas in the global energy mix is currently at around 25% in developed countries and 30% in gas rich countries. In India the share of gas still languishes at a mere 8%. The third panel discussion on ***Natural Gas – challenges for larger share in the energy mix*** focused on the policy interventions and investments required to increase the share of gas as a cleaner fuel to drive long-term sustainable growth of the economy. The panel comprised of **Mr. I S Rao**, ED - Gas business, BPCL, **Mr. Karunakaran Hari**, Head - Commercial, CAIRN, **Mr. Ravishankar Sundaresan**, Director, Metis Energy Consulting, **Dr. S Nand**, Deputy, Director General, Fertiliser Association of India and **Mr. Boben Anto**, Executive Director – Plant Services, Steag Energy Services (India) Pvt. Ltd.

The last panel discussion on ***Renewable Energy – reaping India's climate dividend*** discussed the challenges faced in the renewable energy sector and suggestions on a way forward to make this viable. The session concentrated on the certain policy interventions that have been announced by the new government like restoration of accelerated depreciation for wind power producers. The high cost of financing this capital intensive sector is a major challenge and becomes a hindrance to achieving grid parity. However, India is hopeful of getting around USD 1 Billion investment in this sector, which will go a long way in alleviating the financing problems faced by the sector.

Dr. Jami Hossain, Technical Chair, World wind Association, President - Northern Regional Council, Indian Wind Power Association (IWPA) and Founder, Chief Mentor & Director, Windforce Management Services Pvt Ltd (An IDFC investee co.), **Mr. Ajay Bhardwaj**, COO & Business Head, Sterlite Grid Ltd (part of Vedanta Group), **Mr. Mahesh Vipradas**, Head - Regulatory Affairs, Suzlon Energy Ltd, **Mr. Rakesh Jha**, Associate Director, Meghraj Capital Advisors and **Mr. Manik Jolly**, Consultant - Energy Access - Rural Micro Grids, The World Bank were part of the panel.

About Great Lakes Institute of Management, Gurgaon:

Great Lakes Institute of Management, Gurgaon is a unique Center of Excellence in India focused on nurturing managerial and leadership talent for our Country, specifically in fast growing and dynamic sectors like Energy, Digital Commerce and Data Analytics. The Institute's activities include full and part time post graduate management programs in Energy and General Management, corporate training programs, consulting services and independent research to enhance the intellectual capital and knowledge base in its areas of focus. The Post Graduate Programs seek to develop motivated management professionals equipped with comprehensive domain knowledge and capable of being productive from their first day of engagement with the corporate world. More details can be found at www.greatlakes.edu.in/gurgaon

About Great Lakes Institute of Management:

Great Lakes Institute of Management, established in 2004 by Dr. Bala V. Balachandran, has emerged as a leading B-school in India within a short span of 10 years. Led by exceptional academic faculty, steered by an outstanding advisory council and buoyed by numerous international collaborations, Great Lakes has, within a short span of 10 years emerged as a top-ranked business school, ranked 8th among 1 year MBA program by Outlook India, 9th under Executive Programs by Business Today, 10th among Executive Programs by CNBC-TV18 and 16th among top Indian B-schools by Business India in 2013. In 2014, Great Lakes was accredited by Association of MBAs (AMBA, UK) for its PGPM and PGXPM programs and became the youngest B-school in India to receive this prestigious international accreditation. Great Lakes has 50+ full time faculty and 130+ visiting faculty including over 20 international faculty from top global schools like Yale, Kellogg, Stanford, etc. Further collaborations with world's leading institutions like Yale University, Nanyang Technological University, University of Houston, University of Bordeaux, etc., have helped Great Lakes in globally benchmarking its programs. Great Lakes has a 27.5 acres LEED Platinum rated green campus in Chennai and a second campus in Delhi-NCR.