Leadership for a Brighter Tomorrow
THE INTERNET IS A TRILLION-DOLLAR ECONOMY AND

ENERGY
IS A 6-TRILLION DOLLAR ECONOMY - IT COULD BE THE LARGEST ECONOMIC OPPORTUNITY OF THE 21ST CENTURY.

- JOHN DOERR
PARTNER, KLEINER PERKINS
(OONE OF SILICON VALLEY’S MOST SUCCESSFUL VENTURE CAPITALISTS WHO HELPED LAUNCH APPLE, SUN AMazon AND GOOGLE)
Mr. R.V. Shahi  
Former Power Secretary, GoI  
Chairman, Energy Infratech  
Director, Jindal Power  
Chairman Advisory Board, Adani Power

Mr. P. Abraham  
Former Power Secretary, GoI  
Ex-Chairman, Mahagenco  
Director, JSW Energy & GVK Power

Mr. Banmali Agarwala  
Executive Director  
Tata Power

Mr. M. Anand  
Managing Director  
Andritz India

Mr. J.P. Chalasan  
CEO  
Reliance Power

Mr. S.K. Chaturvedi  
Ex-Chairman and Managing Director  
Power Grid Corporation of India

Mr. Vedamoorthy Namasivayam  
Senior Director  
Deloitte Touche Tohmatsu India

Mr. M.K. Deb  
Managing Director  
M.P. Wind Farms Ltd.

Lt. Gen. Hari Prasad (Retd.)  
PVSM, UYSM, AVSM, VSM, Former GOC-in-Chief, Northern Command  
Indian Army

Dr. C.R. Prasad  
Chairman, Everest Power  
Ex-CMD, GAIL  
Ex-Chairman, British Gas India,  
Ex-Director, ONGC

Mr. S. Padmanaban  
Director, SARI  
Senior Energy Advisor, USAID India

Mr. Rakesh Sarin  
Managing Director  
Wartsila India

Mr. Krishna V. Tatineni  
Managing Director, East Coast Energy, Ex-Director, GVK Power &  
Lanco Power

Dr. David J. Jhirad  
Director, EREC, Johns Hopkins University, Special Advisor on Energy and Climate, Change, Rockefeller Foundation, USA

Prof. J.K. Mitra  
Professor-in-charge of SPJCAMR, FMS Delhi,  
Former Director and Dean, FMS Delhi

Prof. P.B. Sharma  
Hon’ble Vice Chancellor,  
Delhi Technological University

Mr. Vimal Mahendru  
Ex-President, Indian Electrical and Electronics Manufacturers Association (IEEMA)

MD & India Head of BCG, Dr. Arindam Bhattacharya with Mr. Mohan Lakhamraju, Vice-Chairman, Great Lakes at Convocation 2014
ABOUT THE PROGRAM

THE GREAT LAKES PGPM ENERGY IS DEDICATED TO DEVELOPING THE NEXT GENERATION OF LEADERSHIP IN THE ENERGY SECTOR AND OFFERS DUAL SPECIALIZATION

WITH DOMAIN SPECIALIZATION IN POWER, OIL & GAS & RENEWABLE ENERGY IN ADDITION TO FUNCTIONAL SPECIALIZATIONS IN FINANCE, OPERATIONS & MARKETING.
The two-year Post Graduate Program in Management (Energy) is dedicated to developing the next generation of leadership in the energy sector. The PGPM Energy seeks 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. With a state-of-the-art curriculum developed by experienced academicians and leading practitioners from the industry, the program combines:

- Core business education and managerial skill development
- Practice in the application of skills in practical problem solving
- Extensive interaction with industry
- Comprehensive knowledge in select domains in the Energy sector

The program offers dual specialization with domain specialization in Power, Oil & Gas & Renewable Energy in addition to functional specializations in Finance, Operations & Marketing.

**PROGRAM HIGHLIGHTS**

- Curriculum designed and developed in collaboration with the industry ensuring the right skill, knowledge and attitude development
- Flexibility to specialize and gain domain knowledge in key emerging areas in the energy sector, resulting in industry readiness
- Supported by a large number of corporates through the corporate partnership program
- Energy Industry advisory board comprising top leadership from the energy sector
- Student access to wide variety of industry sites including projects, manufacturing and control facilities
- Distinguished faculty with PhDs or MBAs from top business schools and extensively engaged in research and consulting in the industry
- Experienced visiting faculty from industry ensuring up to date and relevant knowledge
- Frequent guest lectures from industry leaders to provide valuable perspective and experience sharing
- Strategically located campus in Delhi NCR facilitates active industry interaction in terms of projects, internships and training programs

“The Great Lakes curriculum is a perfect blend of theoretical knowledge on management and practical exposure through industry interaction with distinguished names which enables our holistic development in this niche field of energy management.”

- Paresh Nadig
PGPM Energy Class of 2014
# COURSE ARCHITECTURE

## TERM-WISE COURSE LISTING

### TERM 1
- Financial Accounting
- Managerial Economics
- Marketing Management
- Organizational Behavior
- Quantitative Analysis (Stats and Maths)
- Energy Sector Overview
- Business Communication

### TERM 2
- Corporate Finance
- Conventional Energy Sources & Technologies
- Energy Sector Policies, Regulations & Structure
- Operations Management
- Macro Economics
- Management Accounting
- Critical Analytical Thinking
- Personal Effectiveness

### TERM 3
- Project Planning & Management
- Human Resource Management
- Supply Chain Management
- Management Information Systems
- Financial Modeling
- New and Renewable Energy Sources
- Project Finance
- Business Research Methods

### TERM 4
- Business Analytics (Using SAS)
- Strategic Management
- Energy Efficiency and Sustainable Development
- Business Marketing
- Contracting and Business Law
- Elective-1 (Domain)
- Elective-2 (Functional)

### TERM 5
- Leadership & Corporate Governance
- Business Consulting
- Entrepreneurship
- Business Intelligence
- Research Project-I
- Elective-3 (Domain)
- Elective-4 (Functional)

### TERM 6
- Negotiation and Bargaining
- Energy Analytics
- Research Project-II
- Elective-5 (Domain)
- Elective-6 (Functional)
- Elective-7 (Functional)

### ADDITIONAL LABS & WORKSHOPS
- English Language Lab

## ELECTIVES

### FUNCTIONAL

#### Finance
- Financial Statement Analysis and Valuation
- Security Analysis and Portfolio Management
- International Finance
- Derivatives & Risk Management

#### Operations
- Advanced Project & Quality Management
- Supply Chain Modelling and Analysis
- Services Operations Management
- Demand Planning and Forecasting

#### Marketing
- Market Research
- Consumer Behaviour
- Customer Relations Management
- Product & Brand Management

### DOMAIN

#### Power
- Transmission & Distribution Management
- Financial Modelling of Power Projects
- Power Markets & Smart Grid

#### Oil & Gas
- Commercial & Regulatory Mechanisms in Downstream Sector
- Marketing of Petroleum Products & Natural Gas
- Marketing and Management of Upstream Industries

#### Renewable Energy
- Planning & Management of Solar Energy Projects
- Planning & Management of Wind Energy Projects
- Planning & Management of Hydro & Biomass Resources
PGPMEnergy students have rich diversity of experience, qualification and cultural backgrounds but united in their passion to pursue a career in the energy sector and making an impact.

PLACEMENT SNAPSHOT 2014

AVERAGE CTC (Figures in ₹)
8.28 Lacs /annum

HIGHEST CTC (Figures in ₹)
12.00 Lacs /annum

55 Companies participated in the campus process this year compared to a total of 33 last year

CTC RANGE (INR/ANNUM)

Above 10 Lacs 18%
7-10 Lacs 20%
6-7 Lacs 62%

SECTOR WISE DISTRIBUTION

Market Research/ Business Analyst 20%
Finance 13%
Operations/Project Management 11%
Management Trainee 5%
Consulting 24%
Business Development/ Marketing 27%

LIST OF PARTICIPATING COMPANIES*

Alstom       EY       HCL       MTS
ANZ          Ecolibrium       Honeywell       MuSigma
Atlanta Energy       Evaluserve       Houston Technologies       Oxigen
Beroe       Ezetap       IEX
Bharat Stars       Feedback Power       Infozech (Power Vertical)
Bridge i2i       Forrester       Infraen
Cairn India       Franklin Templeton       Indian Smart Grid Forum
CESC       GE Energy       IT Power
Cognizant       Glencore       Knowlarity
Deloitte US       Grid       Landis + Gyr
Dexler Energy       Gulf Oil       Mahanagar Gas Ltd.
Drishti Soft       HansaCequity       Markit
Dun & Bradstreet       Hashi Energy (Kenya)       Mercados

*Partial List

Off-Campus offers were made by Selco, Kline, Wipro Eco Energy, Maven Magnet, Premier Solar, etc.
The curriculum is designed and developed in collaboration with the leading industries to ensure development of the right skill-set, knowledge and attitude.

Great Lakes looks at the holistic growth of a person and provides him/her with an ample amount of opportunity to learn, experience and grow into an industry ready manager. To ensure this, the curriculum is designed and developed in collaboration with the leading industries to development of the right skill-set, knowledge and attitude. The students are exposed to a wide variety of industry sites through live projects and summer internships. Based on the industry feedback, the students are further honed to leave the institute fully groomed to take up assignments and challenges in any industry and sector.

For the PGPM Energy 2013-15 batch of 41 students, 48 offers were made by 23 companies. Companies that participated in the summer internship process include marquee names such as NTPC, Cairn India, IOCL, ILFS, Grant Thornton, AF-Mercados consulting, Emergent Ventures and Indian Smart Grid Forum (ISGF). A diverse range of profiles were offered that include market research, business development, financial consulting, research publication, project management, strategic consulting and regulatory affairs.

<table>
<thead>
<tr>
<th>ORGANIZATIONS WHICH OFFERED SUMMER INTERNSHIP IN 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector</td>
</tr>
<tr>
<td>POWER</td>
</tr>
<tr>
<td>OIL &amp; GAS</td>
</tr>
<tr>
<td>RENEWABLE ENERGY</td>
</tr>
</tbody>
</table>

*Partial List
“Recruiting from Great Lakes was a very pleasant experience. The candidates were knowledgeable and spirited. The problem solving techniques especially the ‘flowering of ideas’ as implemented by them was outstanding. I am sure these guys would do very well in the industry.”

HR Manager, Deloitte

“We found the candidates from Great Lakes to be very bright with all the qualities of a good recruit. The work done by them was very detailed and very well presented.”

HR Manager, Emerson

“The Great Lakes, Gurgaon candidate was very sincere and hard working and achieved her deliverables well within time. Her analytical and technical skills couples with good presentation and soft skills make her a great asset for any organization.”

Manager, Renewable Energy, Mercados EMI

“I would like to extend my hearty congratulations & appreciation on the excellent work done by the students of Great Lakes, Gurgaon. The detailed project done by them would now be implemented in 75 Nodal Centres on All India basis. The candidates exhibited initiative, good co-ordination skills, discipline to complete this project within stipulated time frame.”

Chief T&D Manager, IOCL

“The intelligence, diligence, and honesty exhibited by the candidate was for everyone to see in my organization. In addition, his confidence in varieties of challenges had brought him praises not just from me, but also from other members in the team. He has always completed what is expected out of him with efficiency and effectiveness. The student exhibits good characteristics such as independence, excellent participation, and confidence, which are essential to succeed in any organization.”

Director, Climate Connect

“Global Companies need to be made aware of the good quality students available in Great Lakes.”

Sales Leader, GE Oil and Gas
Annual Management Conclave: Sapience

Sapience is Great Lakes Gurgaon’s Annual Management Conclave which focuses and addresses a chosen Theme every year. This year’s theme was riding The Winds of Change - Resurrecting The India Growth Story.

The conclave had a keynote session followed by four panel discussions. The keynote session addressed the conclave’s theme at a macro level and set the tone for the panel discussions to follow. Each panel had around 4-5 members. The panels discussed a specific topic pertaining to the chosen theme.

Each panel discussion was preceded by a 10 minute presentation by a Great Lakes student introducing the topic and summarizing the context for the panel discussion to follow. This year’s Conclave was graced by Mr. Pramod Bhasin, Non-Executive Chairman, Genpact, as the Keynote Speaker and 18 eminent industry leaders who participated in panel discussions on key areas that can drive growth in the current scenario viz. IT services, Internet Economy, Natural Gas and Renewable Energy.

Sapience 2014

Panelists

Mr. I S Rao
Executive Director - 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

Mr. Boben Anto
Executive Director - Plant Services, Steag Energy Services (India) Pvt. Ltd.

Dr. Jami Hossain
Technical Chair, World Wind Association; Founder, Chief Mentor & Director, Windforce Management Services Pvt. Ltd.

Mr. Ajay Bhardwaj
COO & Business Head, Sterlite Grid Ltd.

Mr. Mahesh Vipradas
Head - Regulatory Affairs, Suzlon Energy Ltd.

Mr. Rakesh Jha
Associate Director, Meghraj Capital Advisors

Mr. Manik Jolly
Consultant - Energy Access, Rural Micro Grids, The World Bank
INDUSTRY SPEAKERS 2013-14

SPEAKER
Dr. Ram Charan
Dr. Montek Singh Ahluwalia
Mr. P Elango
Mr. N N Subbu
Mr. Alok Mittal
Mr. Kaushik Deb
Mr. Vivek Mishra
Mr. Narendra Taneja
Mr. Ashish Gupta
Mr. Gopi Nambiar
Mr. Manish Shakalya
Mr. M Ramakrishnan
Mr. Ajay Kumar
Mr. Gautham Krishnan
Ms. Neha Saxena Shenoy
Mr Manoj Sharma
Mr. Rajendra Srivastava
Mr. Satbir S Malik
Mr. Mahendra Kumar
Mr. Raj Malik

ASSOCIATION
World Renowned Business Guru
Former Dy. Chairman, Planning Commission, GOI
CEO, Cairn Energy
Co-founder & Director, Maverick Systems
Managing Partner, Canaan Partners
Economist – British Petroleum
ED, PWC
Co-Chairman, FICCI
Global COO, Evalueserve
Executive Vice President, Pernod Ricard
Business Leader (Asia Pacific), Mondelez International
Associate Director, Absolut Data
Vice President, BSES Rajdhani Power Ltd (BRPL)
Manager–Business Development–Sustainability & EMS, Schneider Electric
Sr. Manager (Diversity and University Relations), GE India
Deputy General Manager Indian Oil Corporation (IOCL)
MD, Nuclear and Renewable Energy, ALSTOM India
GM – Marketing and Sales, Siemens Ltd.
CEO, Reliance Energy Trading Ltd.
Sr. Vice President, HCL Technologies

*Partial List
“PGPM Energy from Great Lakes, Gurgaon was a holistic experience based on deeper paradigms of learning that developed my energy sector acumen and transformed my passions and aspirations into reality.”

Jacob Alexander

“Great Lakes provided best in class learning from faculties and industry speakers. In addition to improving our managerial skills, the institute also helped us make the right choices.”

Kailas Kale
Managing Partner, eClaritas Learning LLP – PGPM Energy Class of 2012

“I am currently working with a solar company and really feel that the knowledge gained during the two years of my course distinguishes me and helps me stand out amongst other MBA graduates with no domain expertise.”

Saachi Singla
Business Development - Rural, SunEdison – PGPM Energy Class of 2013

“My incredible roller coaster ride, or to be precise, energy coaster ride as an aspiring Energy MBA Graduate at Great Lakes provided me the holistic outlook of energy sector and equipped me with vital skills such as sound business knowledge, contemporary business tools and techniques through its well-structured energy curriculum with a great flavour of corporate interactions.”

Vishal Gajjar
Business Analyst, Infozech - PGPM Energy Class of 2014

“Overall the two years’ experience of learning, un-learning and re-learning has been an enriching one and has helped unleash the hidden energy & sustainability enthusiast in me. The mentorship provided by the distinguished faculties at Great Lakes has prepared me well to face the real world challenges with great zeal and vigor.”

Sarita Nisha
Sr. Business Analyst, Evalueserve - PGPM Energy Class of 2014

“Being energy students is not just learning concepts and applying them but simultaneously being in tune with the fluctuations in the industry and changes in public policy. And this is where we have an extra edge over others. Guest lectures and experienced faculty from the industry gives us a clear picture about the business to align our thought process in the right way.”

Rekha Joy
PGPM Energy Class of 2015
Great Lakes Institute of Management, Gurgaon students have won several national and international business plan awards including the first and third prizes at the Indiafrica Business Plan contest organised by Governments of India and Africa. The teams from Great Lakes came ahead of business schools like IIM A, IIM B, ISB, IIM C, IIM L, IIM K, etc. and have the rare distinction of being nominated and sponsored to attend the World Economic Forum at Davos next January by the Ministry of External Affairs, GoI.

**Some of the major achievements of Gurgaon Great Lakers**

- Selected for the Finals of ‘Amazing Champions of Energy’ hosted by CAIRN India
- Paper on Interchangeability of Energy Certificates published in Energy Next magazine
- Selected to attend four week course at UN Headquarters in Tokyo, Japan
- 2nd Prize in The OYSTER B-Plan Competition, Great Lakes
- 3rd Prize in Global Indian Entrepreneur 2014
- Selected among Top 15 INFOCOM Future Leaders
- Paper accepted for International Conference on Sustainable Development 2013 organized by OIDA, CANADA
- Selected for Climate Reality Leadership Corps, a unique 3 day training program with former US Vice President and Nobel Laureate Mr. Al Gore in Istanbul, Turkey
- Project selected by CII and Planning Commission for Innovation Showcase at Clean Energy Ministerial-4
- 1st prize at ‘The One Side Challenge’ organized by Brandwagon at IIFT Delhi
- Best Recommendation prize at ‘Amazing Champions of Energy’ hosted by CAIRN India

---

**STUDENT ACHIEVEMENTS**

SIR BENJAMIN FRANKLIN SAID THAT “IF EVERYONE IS THINKING ALIKE, THEN NO ONE IS THINKING.” GREAT LAKES FOLLOWS THE ABOVE SAID LINES. IT’S HELPING ME TO THINK OUT OF THE BOX, EXPLORE BEYOND BOUNDARIES AND IMPLEMENT WITHOUT FEAR

THE FACULTY MEMBERS ARE THE DRIVING FORCE BEHIND THE PROGRAM. THEY DON’T JUST TEACH SUBJECTS BUT THEY ACTUALLY HELP IN OVERALL PERSONALITY DEVELOPMENT.

- SAKSHI GUPTA
  (PGPM ENERGY CLASS OF 2016)
LEED Platinum Rated Green Campus in Chennai