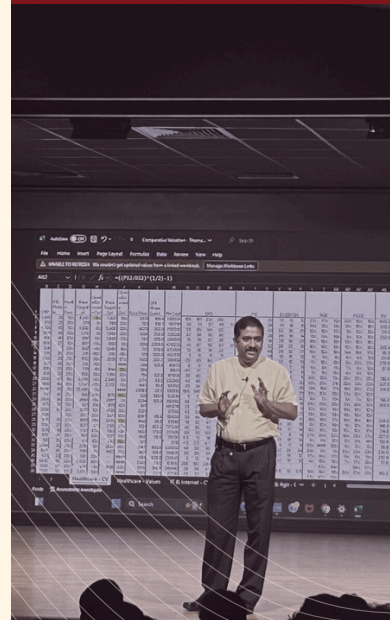




**N. L. Dalmia<sup>®</sup>**  
**Institute of Management  
Studies and Research**  
*(A School of Excellence of N. L. Dalmia Educational Society)*

# Goonj

## NOVEMBER EDITION 2024





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# ALUMNI MEET - CELEBRATING 25 GLORIOUS YEARS



N. L. Dalmia Institute of Management Studies and Research (NLDIMSR), established in 1995, celebrated its Silver Jubilee at the Jio World Convention Centre on 24<sup>th</sup> August 2024. This milestone highlighted the institute's legacy of academic excellence, innovation, and societal impact of over 25 years.

With over 9000+ graduates, NLDIMSR's alumni network spans a wide array of industries. Showcasing the institute's commitment to shaping versatile professionals. Remarkably, around 70% of NLDIMSR alumni excel in the BFSI sector, while 10% have ventured into entrepreneurship, underscoring the institute's emphasis on both financial expertise and entrepreneurial spirit.

NLDIMSR alumni are celebrated not only for their career success but also for their commitment to giving back. Many of our alumni generously volunteer as mentors, sharing insights with students and offering real-world knowledge through guest lectures. Beyond these professional contributions.



Our alumni also come together for workshops, events, and forums, creating a strong and supportive network where ideas are freely exchanged. As NLDIMSR moves forward, its alumni community continues to be a driving force, inspiring growth and excellence worldwide.



## DABBAWALAS ON TIME, EVERYTIME

On September 6<sup>th</sup>, 2024, the Finance Forum of N. L. Dalmia Institute celebrated the remarkable journey of the Dabbawala Enterprises Pvt. Ltd. on their 7<sup>th</sup> anniversary. The event, themed “Dabbawalas — On Time, Every Time,” featured a competition showcasing ten exceptional case studies, out of 300 case studies submitted. The top five case studies were presented to an esteemed panel of judges, including Dr. Ganga S from IIT Mumbai, along with industry leaders Mr. Sumit Asthana and Ms. Bhavna Agrawal.



Participants, in their case study presentation, highlighted the Dabbawala’s unique business model, showcasing their impressive error rate of 1 in 16 million, efficient operations, and critical insights into teamwork and unwavering commitment to their work. Gaurav Sharma took home the winner's title with a cash prize of Rs. 10,000.

While Dhruvi Thakkar and Vedant Sonar were recognized as first and second runners-up, respectively. The event concluded with a heartfelt tribute to Late Mr. Niranjanlal Dalmia and a cake-cutting ceremony, honouring not only an anniversary but also the resilience and innovation in service.

# JUGAADU

On September 20<sup>th</sup>, Nurtur-E hosted its flagship event, Jugaadu — 2024 ‘CEO Challenge,’ at the N. L. Dalmia Institute of Management Studies and Research. Six teams competed in the challenge, where each was assigned a company from various sectors to analyse its downfall and propose strategic recovery plans. Each team of three was allotted 10 minutes to present their insights and comeback strategies.



The esteemed guests, Mr. Nilkanth V. Chaudhari (Director, Sunstar Engineering Pvt. Ltd.), Mrs. Vandana Joshil (Founder, Ardhya Akshar), and Ms. Ishani Maheshwari (Assistant Manager, Flipkart), were introduced by faculty and warmly welcomed by Dean Prof. Dr. Joyeeta Chatterjee and Prof. Anand Dhutraj. Following each presentation, a Q&A session allowed dignitaries to engage with participant’s innovative ideas. An interactive “Guess the Logo-Company” activity, organised by the Nurtur-E committee, kept the audience engaged, with exciting rewards for winners.



The event concluded with awards: Team ConquerCon (Videocon) won first place, followed by Coffee Revivalists (Café Coffee Day) and Financial Mavericks (Yes Bank). The guests, along with Prof. Dr. M.A. Khan, congratulated all participants and shared their valuable insights, encouraging the students toward future success.



# AAHAN



The "Aahan 2024" event at N. L. Dalmia Institute of Management Studies and Research highlighted the summer internship accomplishments of PGDM students. Starting with initial presentations on August 9-10, students shared insights into their internship journeys, skills acquired, and notable achievements, with evaluations by distinguished alumni and faculty members.

After thorough assessments, 18 students progressed, and on August 22<sup>nd</sup>, seven finalists were selected to present at the grand finale on August 31<sup>st</sup>. Special guests, including Prof. Dr. Seema Saini, and a panel of industry experts attended the event. Each finalist had 12 minutes to present, followed by a Q&A session. Saloni Jha secured first place, winning a trophy, certificate, and a cash prize of Rs. 15,000. Devyani Sharma earned the runner-up position with a trophy, certificate, and Rs. 10,000.



While Tanisha Kothari and Vidhi Vasa tied for second runner-up, each receiving a trophy, certificate, and Rs. 5000. The event concluded with Prof. Dr. Chitra Gounder delivering a vote of thanks, acknowledging everyone's efforts in making Aahan 2024 a success.

# THINK TANK



The ACE Club at N. L. Dalmia Institute of Management Studies and Research held its annual "Think Tank" competition, titled "Innovate, Influence, Inspire," on September 14<sup>th</sup>, 2024, for first-year students. The event aimed to challenge participants in marketing and branding through three competitive rounds. Round 1, a quiz on brand awareness, saw 15 teams advance based on accuracy and speed. In Round 2, "Brand Showdown," the top 20 teams showcased creativity through tasks like jingle identification and logo guessing. The final six teams moved to Round 3, "Brand Wars," a debate on defending assigned brands, judged by Prof. Jestin Johnny and Prof. Jayesh Jain. Ultimately, Team Ad Allies won, with Team No Direction and Team A taking the first and second runner-up positions, respectively. The event ended with feedback from Prof. Jayesh Jain and expressions of gratitude, highlighting the enthusiasm and talent of participants.



# INDUSTRIAL VISIT TO RELIANCE DISTRIBUTION CENTRE

On September 3<sup>rd</sup>, 2024, HR students from the 2023-25 batch at N. L. Dalmia Institute of Management Studies and Research, organised by Prof. Prachi Chaturvedi, visited Reliance's Sapatshree Distribution Centre in Padgha, Bhiwandi. The visit offered hands-on insights into OSHA and FLSA compliance, particularly the centre's focus on workplace safety under the Maharashtra Shops and Establishments Act 1948. Safety features like fire extinguishers, emergency exits, and Kaizen dashboards showcased the centre's proactive measures, while essential amenities ensured employee well-being.



Students observed direct Reliance employee and contractor classifications and learned about FLSA adherence through overtime pay practices and detailed record-keeping. Additionally, the distribution centre's investment in employee training programs underscored its commitment to a safe, compliant workplace culture. This practical exposure helped students understand the critical role of HR compliance in day-to-day operations. The HR Club extends its gratitude to the institute's leadership, including CEO Dr. Seema Saini, Director M.A. Khan for their support and mentorship.

# INDUSTRIAL VISIT TO SHOPPER'S STOP

On 13<sup>th</sup> September 2024, N. L. Dalmia Institute of Management Studies and Research organized an industrial visit to Shopper's Stop in Andheri for PGDM Marketing students. The visit provided insights into practical retail management, with Prof. Sham Kamath and Prof. M. R. Koshti, alongside guest Mr. Nair, guiding the students. Shopper's Stop is a premium retail chain offering a wide range of products.

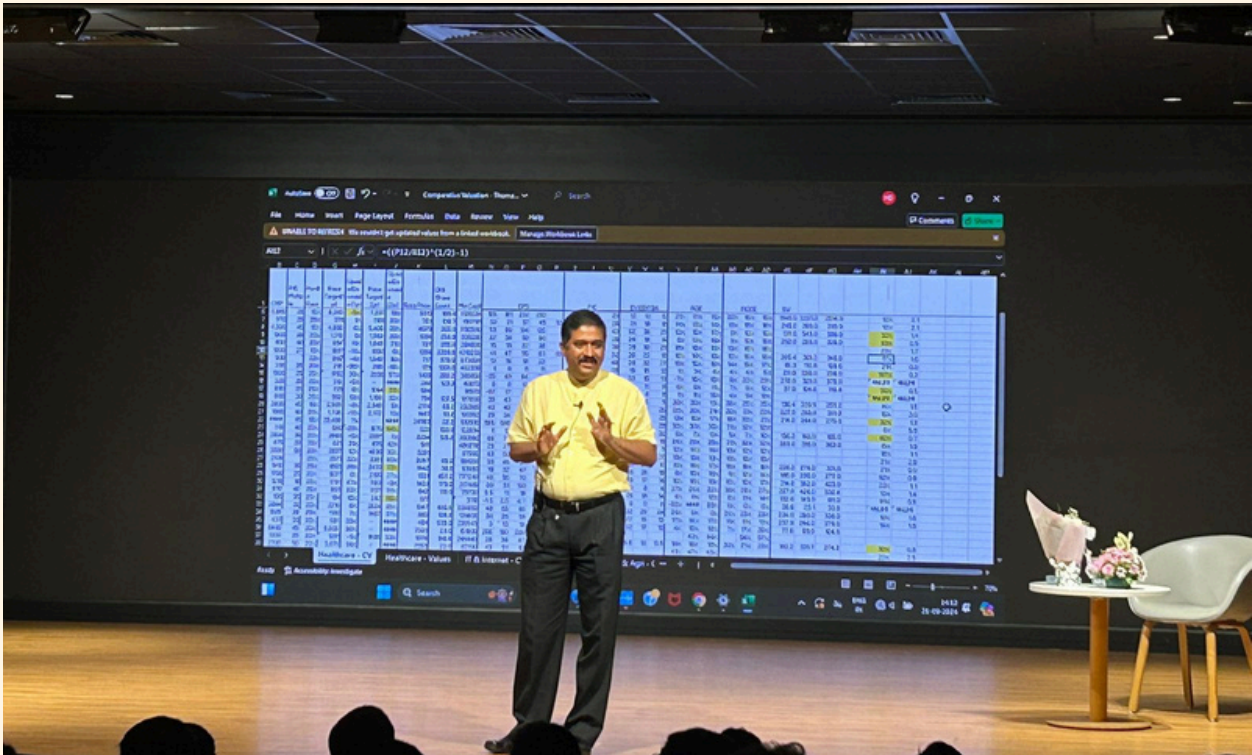


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# GUEST SESSION ON ANALYSING A FIRM PERFORMANCE USING VALUATION RATIOS



Investing wisely is more about personal discipline than competing with others, a principle emphasized during a recent session at N. L. Dalmia Institute of Management Studies and Research. On September 21<sup>st</sup>, 2024, Mr. Priju Thomas, an experienced finance professional and co-portfolio manager at AlfAccurate Advisors, shared valuable insights on evaluating company performance using valuation ratios. He stressed the importance of Relative Valuation, the approach used by 80-90% of companies. Mr. Thomas also delved into essential ratios, such as the Price to Earnings (P/E) Ratio, Enterprise Value (EV)/EBITDA Ratio, and Market Price to Book Value, explaining how each is tailored to specific sectors. He described valuation as a blend of art and science that requires detailed research and an understanding of market trends. Additionally, he highlighted the value of mentorship early in a career, as guidance from an experienced mentor can provide crucial insights. Mr. Thomas concluded with advice to invest thoughtfully, always assessing a company's growth potential relative to its competitors.

# GUEST SESSION ON HRIS - USE OF TECHNOLOGY IN HR

A guest session was conducted on August 24<sup>th</sup>, 2024, by Mr. Shashikant Patil, Corporate HR at Eureka Forbes, organised by Dr. Chandrakant Varma, HR department. The session began with an introduction and a warm welcome to. Mr. Patil introduced the HR Information System (HRIS) used at Eureka Forbes, highlighting its modules, such as employee data, attendance, and payroll, and its integration with platforms like SAP and Oracle. Mr. Patil discussed the Performance Management System (PMS), explaining 360-degree feedback, the bell curve method, and the roles of assesses, assessors, and reviewers. The session covered organisational structure and HR's role in managing it, along with the consolidation of key labour laws, including the Payment of Wages Act and the Social Security Code. Mr. Patil emphasised the significance of thorough documentation for compliance and operational efficiency. He detailed terms of employment, Cost to Company (CTC) calculation, and types of leave, demonstrating how HRIS manages these aspects. The session provided valuable insights into how technology supports HR functions and legal compliance in modern organisations.





# GUEST SESSION ON GLOBAL SALES AND BUSINESS DEVELOPMENT

On September 11<sup>th</sup>, 2024, the Ace Club at N. L. Dalmia Institute of Management Studies and Research hosted a guest lecture titled “Global Sales and Business Development - A B2B Perspective.” Led by Mr. Sandeep Jain, Consulting Director of Strategy & Growth at HTP Global Technologies, the session explored various aspects of B2B sales and development. Mr. Jain, who has vast experience across multiple sectors, emphasized the critical role of sales in driving company revenue and discussed the evolution of innovation in industries, from basic utilities to digital platforms. He highlighted unconventional client acquisition strategies like providing convenience, creating confusion, and controversially, corrupting the client to build loyalty. Mr. Jain also outlined three career-building stages: college, career selection, and role specialization. The lecture concluded with an interactive Q&A session, and a vote of thanks by Prof. Dr. Machhindranath Koshti, marking a valuable learning experience in sales strategy and professional growth.



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