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SPICE



SUMMER INTERNSHIP AND FINAL PLACEMENTS AT MANAGE, 2016

History repeated again itself at National Institute of Agricultural Extension Management (MANAGE) as it recorded 100% placements for its PGDM (ABM) programme. Being a pioneer in Agribusiness Management, MANAGE has been achieving 100% placements since its inception. This year 40 recruiters visited the campus for summer and final placements including 12 first time recruiters like Gramco Infratech Pvt. Ltd., Samunnati Value Chain Finance, Light Microfinance, Nagarjuna Group, Mordor Intelligence, TAFE, Dilasa Janvikas Prathisthan, Janalakshmi, Telangana State Seed Development Corporation, L&T Finance, AB Vista and NABCONS.

The highest CTC offered this year was Rs. 18 lakhs by Yes Bank and the average CTC this year increased to an all time high of Rs. 7.73lakhs. 4 PPO's (Pre Placement Offers) were offered this year by Mahindra Rise, Dilasa Janvikas Pratisthan and Skylark Hatcheries Private Limited.













Banking and Finance sector were the major recruiter this year with 45% share followed by Agri Input with 33%, Consultancy with 10%, Procurement with 5%, Development with 3% and Animal Husbandry with 3%.













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SAMANVAY

The choice of career isn't a cakewalk. It is an acclivitous journey from where we have to go for a big leap. All of us have to fall. The pace at which we leap is determined by our choice of path. Once the journey begins, however small the gradient is and the one we decide to embark ourselves on, there is really not much that can be done to sabotage own leap . Since we wish to emulate and garner the impeccable paeans that the world has sung for the accomplished ones, we will not flinch. We will dive down the path of certainty towards next few phases of our illustrious . Yes, we would call this leap , a glorious leap and the one that will rebound us to the pinnacle of success. SAMANVAY is a cynosure to help us introspect and decide our glorious leap.

	Raman Singh Saluja Founder		Ajay Kakra Director - Agri and Natural Resources Division
	Nitin Choudhary Co-Founder		Madhab Adhikari GM& Divisional Head – East
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	Gulshan Dhanjal. Global Procure- ment Manager		Rajiv Chawla IAS, Principal Secretary

Samanvay Lectures were indeed the most important part of the entire curriculum as that gives an opportunity to interact with people from the industry and a chance to understand how we could improve ourselves to face the dynamic corporate world.

Gokul . V

PGDM(ABM) 2015-17

SUMMER INTERNSHIP EXPERIENCE

Value added. That is the way I would like to describe my summer internship experience at PwC India in two words. I had an opportunity to work with a fantastic team in the arena of strategic sourcing. Learning work ethics and taking stock of things around helped refine me. The work culture followed at PwC is impeccable and acts as a catalyst while completing the task at hand. I believe my association with PwC would remain a constant and valuable resource in my future endeavours.

Afshin Rahman

Intern at **PwC India**



Internship with Rallis India Ltd. was a nurturing experience for me, the first big step in the transformation of management student to a seasoned professional. The association with Rallis, a reputed firm in the agri input sector bestowed abundant priceless learning and worthwhile first industry interface. Thanks to the guidance of encouraging industry experts and strategy makers who groomed me to successfully integrate classroom insights and real observations, to culminate my efforts into a realistic market study.

Arya Bosco

Intern at **Rallis India Ltd.**



My experience working with ITC ABD Ltd has been one of the greatest learning experience which I would value throughout my life. My internship gave me an opportunity to explore the field of supply chain and commodities. I understood the value of time and self discipline in life. The learning I got from the company helped me in getting a better insight into the corporate life.

Avinash Reji Thomas

Intern at **ITC ABD Ltd**



Being a part of Coromandel International Ltd. as a summer intern was a rich learning experience for me. It gave me an exposure to the corporate world as well as Agri-input retail industry. I learnt to tackle unexpected problems that came in my way and a mixture of field work and desk job indeed brought out the best in me. The entire period of summer internship was made even more memorable and joyful with continuous support and help from my guide. On the whole this summer internship made me more confident, independent and dedicated.

Sanjay Mohapatra

Intern at

Coromandel

International Ltd



APPRECIATION FOR SUMMER INTERNS

It was a pleasant experience, working with **Abhilasha**. During the course of her internship, she did a wonderful job by displaying good analytical skills and presenting useful insights on the project she worked upon. Also she is a quick learner and a team player. I wish her all the best for her future endeavours.

Nirvanjyoti Bhattacharjee
Manager – ANRD



It was a great experience for me to be **Sanjay's** guide at Coromandel. He showed maturity in handling situations and has good clarity of thought. The way he approached the project clearly demonstrated his passion for learning which I think will be a great asset to him in the future. His excellent work ethic, commitment sincerity has resulted in a project outcome which was highly appreciated by our management for its accuracy and actionable suggestions. I wish him all the best and I am sure he will be successful wherever he chooses to go.

Isha P. Shingte
Deputy Manager – CRM & MR



This Summer, we had the pleasure of working with three interns from MANAGE. They worked on different projects needing different skill-sets. Every one of them excelled at projects in hand. **Shyam** had to find the market feasibility for Poultry Entrepreneurship in the backward regions of Kalahandi. **Rakesh** had to design Farmer Satisfaction Index for our services to farmers in Kalahandi. His design of questionnaire and further analysis is quite good and well-appreciated. **Rahul** worked in finalizing the Strategy and Action plan for Wada Kolam rice marketing. Rahul has done a great job in providing us wonderful insights. His extra-ordinary work along with strong determination has helped us in progressing fast on this project.

Syngenta Foundation really appreciates every one of them. We wish them all the best in their future endeavors.

T. Arvind
Manager – Systems and Processes



STUDENT CLUBS @ MANAGE

Apart from Team Pratibimb which brings this bimonthly newsletter Spice to you, our initiatives lie in various other arenas



ABC (Agribusiness Club)

Maintaining the core competency as a pioneer in Agribusiness management is our main focus. The Agribusiness club works in making MANAGE an institute better than the best and creating a separate identity in the midst of numerous B – Schools mushrooming throughout the country. Through Agribusiness club we aim to provide a platform for active interaction between the students, academia and industry participants to understand the opportunities and challenges in agribusiness and foresee the need to constantly develop the requisite skillset and to re-invent the way in which agribusiness organization functions. Maintaining the core strength as an Agribusiness School, we facilitate this process by hosting a National Level B-School fest- Krishi Chanakya



Nivesh – The finance club

Finance is the engine of all business activities. After all, it takes money to make money. Through Nivesh, we aim to provide a platform to students to hone their financial skills- by channeling their attention towards the happenings in the world of finance



Mark Ag – The marketing club

The world of marketing is dynamic and to become a successful marketer, one needs to learn it practically and keep abreast of the latest trends in this field. Mark Ag attempts to bring together young minds to share their knowledge on Marketing through discussions, quizzes, advertising competitions and business games.

HIGHLIGHTS OF PGDM (ABM)

Grey Matters



The Finance Club and the Marketing Club of MANAGE jointly publishes Grey Matters, a monthly magazine covering major events in the world of finance and marketing. The magazine is available online and it is circulated among the vast network of MANAGEites

“KRISHI CHANAKYA” - A B-fest to revolutionize agribusiness!!



It is our national level B-School fest conducted annually scheduled on 3rd and 4th September, 2016 this year. The objective is to fulfill grassroot innovation by sustainable business ideas that contribute to the welfare of the society at large. Krishi chanakya has reached the population peak because the event attract standard & qualified participants from different B-Schools and veterans from different fields across the country every year

Reminiscence: the Grand Alumni Meet

The annual alumni meet brings back the MANAGE alumni for a warm get-together in the campus. We feel enriched by the vivacity and knowledge that they bring along gratis. Discussions are followed by constructive suggestions which help MANAGE explore unknown heights. The Grand Alumni Meet – Reminiscence '16 is scheduled to be organized on August 14th. A cultural night then continues with the ambience bustling with joy and the bliss of having returned to the beloved alma-mater. The entire MANAGE family is waiting with their fingers crossed to make it to the event and for the extravaganza to unfold.

GST- PROS & CONS

Finally the GST is in its place (Almost...), it took nearly a decade for realization amidst chaos of uncertainty and loud debates. While GST spotted a column in newspaper every now and then because of political and uncertainties it almost looked like distant star for a common man. But it is a reality now, the constitution (122nd) amendment bill passed in Rajya Sabha backed by tireless efforts of prominent leaders across political parties and prayers of pro-GST citizens.

The Goods and Services Tax (GST), the biggest reform in India's indirect tax structure since the economy took a revolutionary step in opening up 25 years ago. Here is a look at GSTs benefits,

- **Simplified life-** GST will replace 17 indirect tax levies and compliance costs may fall
- **Boost in Revenue-** Axe on Tax evaders, states and Centre will have dual oversight, number of tax exempt goods will decline
- **Rise in common market** which at presently pushing costs up 20-30%
- **Reduction in Logistics and Inventory costs** leading to **fall in price** of manufactured goods
- **Investment boost-** Full input tax credit under GST will set a drop of 12-14% in cost of capital goods which would see a 6% increase in capital goods investment
- **GDP Lift-** HSBC estimates 80 basis point rise in GDP growth over 3-5 years
- Less developed states get a lift as 2% inter-state levy can be dispersed

GST does carry ounces of pitfalls as no policy is 100% perfect, some of them are,

- Too many exemptions would undermine the levy
- Likely exclusion of certain goods like petroleum, alcohol and Tobacco
- High tax rate would stoke inflation as service taxes will rise more steeply

Once the bill passes in upper house still there is long way for seeing sea changes in benefits mentioned, But still "Now is better than Never".

Guruprasad Hiremath

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