

I.T.S School of Management  
Mohan Nagar, Ghaziabad

Guest Lecture / Corporate talk / Webinar organized in Management Department

Year – 2020

- Virtual special session on "Orientation to National Innovation and Startup Policy" for PGDM and MBA students (2020-2022) on 31st December, 2020 by Dr. V. K. Arora , CEO of Indira Gandhi Technical University for women IGDTUW - Anveshan Foundation.
- Virtual Corporate Talk for PGDM 2020-22 Batch by Mr. Arvind Mehrotra, Advisor-CRMIT & Birlasoft, President of IMS- NIIT Technology Ltd. on the topic "Harnessing Leadership skills for a Changing World" on 17<sup>th</sup> December, 2020.
- Virtual guest lecture delivered by Dr. Naushadul Haque Mullick, Professor-Centre for Management Studies on the topic "Customer Relationship Management" for management students on 11<sup>th</sup> December, 2020 for Management students.
- Virtual Corporate Talk for PGDM (2020-22) Batch by Ms. Aditi Ohri, - The Maker, Director and Operations and Strategy Emporia Marketing Private Limited on the topic "Build Your Own (Self) Brand on Social Media " on 20<sup>th</sup> November, 2020.
- Online Expert Talk on "Atma Nirbhar Bharat:-Skills Development And Entrepreneurship" by Mr. Jayant Shah (Executive Director Of Academy Of India Marketing & CEO AIM Parasuraman Centre Of Service Excellence) on 27th October,2020 for PGDM batch 20-22.
- Virtual guest lecture delivered by Mr. V Shankar, Director General - Centre of Excellence for Sustainable Agriculture & Farm Excellence Organization, Former MD and CEO, Rallis India Limited, Tata Group on the topic "Strategic issues in managing business in prevailing Covid scenario" for management students on 27th October, 2020 for Management students.
- Online Webinar on "Overview of Export Documentation & Procedures" for PGDM students (IB specialization) by EEPC INDIA in collaboration with YES Bank on October 27, 2020 by Mr. Gaurav Arora, Cluster Business Leader, Senior Vice President at YES BANK; Mr. Amit Kumar Mishra, Executive VP & Regional Business Leader; Mr. Pradeep Kumar Aggarwal, Dy. Regional Chairman (NR), EEPC India &

Mr. Mihir A. Shah, ICC Incoterms 2020 Registered Trainer in India and Advisor & Consultant in International Business & GST.

- Online Expert Talk on “Cyber Security & Cloud Computing” for PGDM (IT Specialization) Students on 22<sup>nd</sup> October 2020 by Mr. David Linthicum – Chief Cloud Strategy Officer , Deloitte Consulting (Cloud Computing Pioneer, Innovative Executive, Best-Selling Author and Speaker, Globally Known Technology Thought Leader, Radio, TV, and Podcast Personality) (McLean , Ashburn, Virginia, United States) .
- Online Webinar on "How Social on Social" for PGDM - I Trimester students (2020-2022) on 22<sup>nd</sup> October, 2020 by Ms. Kanika Mehrotra, who is a Soft Skills Consultant / Certified Life Coach and a Udemy Instructor, Italy.
- Online IIC’s interactive session on “Theory of Cost Analysis” for PGDM (2020-22) batch by Ms. Kaumudi Sharma (IES), Assistant Director of International Monetary Fund (IMF), Ministry of Finance, Government of India dated 21st October, 2020
- Virtual talk on “Emerging Knowledge Management Trends” on 12<sup>th</sup> October, 2020 for PGDM students of 2019-2021 Batch by Mr. Murlee Dhar Shyam, Director Global Talent Practices, Airports Talent International.
- Webinar on “Business Intelligence through Power BI” for PGDM IV Trimester IT and Operation specialization students (2019-21) on October 10, 2020. Expert for the session was Mr. Abhimanyu Ahluwalia – Senior Associate Analyst, EY, GDS, Gurugram.
- Online guest lecture by Mr. Punit Mehrotra, Senior Vice President, HSBC Bank on “Way forward on Risk Management- Post Covid Era” for Finance specialization participants from PGDM (2019-21) Batch on 7th October, 2020.
- Online expert talk on “Role of Compensation and Reward Management in Building Performance Culture” for PGDM-IV trimester (HR specialization) students by Mr. Renny K, Head- Compensation & Benefit and Performance Management, HPCL Mittal Energy Limited(HMEL) dated 03<sup>rd</sup> October, 2020
- Webinar on “PATH TO HAPPINESS, A JOURNEY TO THE SELF” on 3<sup>rd</sup> October, 2020 for PGDM students of 2020-2022 Batch by Dr. Amrit Raj who is a fourth-generation, award-winning Ayurvedic Doctor and Certified Yoga Teacher from Yoga Alliance, USA.

- Guest lecture for PGDM (2019-21) batch on October 03, 2020 by Ms. Chandrima Chatterjee, Advisor and Sr. Director at Apparel Export Promotion Council (AEPC) on the topic “Amendments in Foreign Trade Policy 2015-20”.
- Guest Lecture by Mr. Naveen Mangain, Co-Founder & Design Head at Quick Ride, Bengaluru, Karnataka (Head Office) on the topic “e-Business & Internet Technology” for PGDM (2019-21) Batch on 30th September 2020.
- Webinar on "Traits of Success" for PGDM - I Trimester students (2020-2022) by Mr. Beni Kinha” who is the Founder of Nectar Factor Foundation. He is a renowned Life Skills Coach and Learning Facilitator.
- Guest lecture “Recent Trends in Supply Chain Management” for PGDM (2019-2021) batch on 19th September, 2020 by Ms Deepika Arora, Senior Category Manager, Shipping Industry, Denmark.
- Webinar on "Transformation of Future Business Leaders" for PGDM - I Trimester students (2020-2022) dated 05<sup>th</sup> September, 2020 by Mr. Subhash Jagota who is a renowned International Corporate Trainer and Managing Director, Jabro Advertising & Marketing Pvt. Ltd.
- Corporate Talk for PGDM (2020-22) Batch by Ms. Richa Sharma, Founder- The Book Cafe & Virtual Coffee Table, Director- DreamTeam Technologies, An IIMB Alumnus on the topic “Start Up Vs Business- The Indian Mindset” on 28<sup>th</sup> August, 2020.
- Corporate Talk on “Disruptive Methodology of Customer Acquisition in the Digital World” for PGDM students by Mr. Subhashish Banerjee, Director- Sales, Triniti Corporation, Dubai, UAE on 26 August, 2020.
- Virtual webinar on 13th June, 2020 on the theme “Grabbing Brass Ring: How to Survive and Thrive in the Post Covid New Normal by eminent policy maker, scholar, author and philanthropist Dr. Kalpana Gopalan IAS, Ph.D, IIMB, Additional Chief Secretary, Government of Karnataka for Management Student.
- Online talk on “Global Autos: Wading through the Treacherous Perfect Storm” on 9th June 2020 by Mr. Dilip Chhabria, Chairman, MD and Chief Designer, DC2.
- Webinar on “Preparing for a Corporate Life with Covid” on 1<sup>st</sup> June 2020 for management students by Ms. Shalu Manan, VP- HR Transformation, Genpact.

- Online talk by Mr. Sukesh Jain, Sr. Vice President, Samsung Electronics on the topic “Navigating the New Normal” on 28<sup>th</sup> May, 2020 for PGDM students.
- Virtual guest talk by Mr. Manpreet Singh Manna, Ex Director AICTE, Ministry of HRD on “How to make yourself Productive: A Key to unlock your Skills in this lockdown” on 26<sup>th</sup> May, 2020 for Management Students.
- Online Webinar by Mrs. Ritika Jatin Ahuja, Chief Operating Officer, Big Boy Toyz Ltd. on the topic “BBT Journey & Supercars Market after COVID 19” on 23<sup>rd</sup> May, 2020 for Management Students.
- Online guest talk on “Challenges and Opportunities for Media Industry beyond Pandemic” by Mr. Manish Kumar, President and National Sales Head, Star TV Network on 23<sup>rd</sup> May, 2020.
- Virtual Guest Session for the PGDM-(2019- 21) Batch students “startup” by Mr. Saurabh Jain, VP, Paytm on 21<sup>st</sup> May, 2020.
- Virtual Guest Session for the PGDM-(2019- 21) Batch students “Learn Beyond Books” by Mr. Deepak Choudhary, CEO- Audi Delhi West & Audi Noida, a Motivational speaker and Life Coach on 17<sup>th</sup> May, 2020.
- International Webinar by Mr. Kyle Rees, Director – Team Manager –Gartner, USA and Mr. Cody Stack, Director – Team Manager – Gartner, USA GARTNER on 30<sup>th</sup> April, 2020 for Marketing Specialization Students (PGDM-2019-21)
- Online Guest Session for the PGDM-(2019- 21) Batch students on “Consumer Behaviour Behaviour: During & Post COVID-19” by Mr Ajay Chhabra, Senior Digital Transformation Consultant & Marketing Head India- Global Consumer Brand dated 29<sup>th</sup> April, 2020.
- Virtual International Webinar by Mr. Frank Ridder, Managing Vice President – Gartner and Mr. Marc Halpern, VP Analyst - Gartner GARTNER dated 24<sup>th</sup> April, 2020 for Marketing Specialization Students (PGDM-2019-21)
- Virtual Guest Lecture for PGDM (2019-21) Batch by Ms. Rabbani Bedi, Corporate Legal Consultant, Founder & Managing Partner Smart Women Smart Cities & Magicka on the topic “Start Early for an Effective Leadership” on 23<sup>rd</sup> April, 2020.
- Virtual International Guest on the topic “Emergence of AI and its role in Marketing Analytics” for PGDM batch 2019-2021 on 23<sup>rd</sup> April 2020 by Dr. Shivani Gupta -

PMO head, President- Elect at PMI South Florida, Advisory Board Member for Broward College & Keiser University USA.

- Virtual Webinar for PGDM (2019-21) Batch by Dr. Vinod Dumblekar, Director-Mantis and Founder- Director ISGA, India on the topic “Business after Lockdown: Methods, Models and Opportunities” dated 21<sup>st</sup> April, 2020.
- Online Guest Lecture on “Sales & Distribution Issues in Modern Trade” was organized on 16<sup>th</sup> April, 2020 by Mr Amit Kumar Srivastava, Key Account Manager, Kamani Foods, Delhi for PGDM students of 2019-21 batch on 16<sup>th</sup> April, 2020.
- Online Guest Lecture on “Introduction to Swamih Fund for Real Estate Funding & it's Importance post COVID” by Mr. Irfan A Kazi, a CIO of Swamih Investment Fund for PGDM students of 2019-21 batch on 16<sup>th</sup> April, 2020.
- Webinar of ‘Leadership Talk series’ for PGDM (2019-21) Batch by Mr. Gaurav Kumar Gupta -CEO and Founder Hellogtx and Catabatic Technologies on the topic “How to bounce back in tourism sector post COVID-19 ” on 15 April, 2020.
- Online McGraw-Hill Guest lecture on “Retailing in a Pandemic Lockdown” by Dr. Swapna Pradhan dated 13<sup>th</sup> April 2020 attended by Management Students.
- Finance specialization students of PGDM attended online webinar conducted by the Elets Techno Media on the topic “Challenges that the NBFC sector going to face for next 6 months” dated 10<sup>th</sup> April, 2020.
- Video Conferencing session on "Raising Awareness about Building Strong Immunity through Ayurveda and Yoga during Covid 19 Crisis" by Dr. Yogi Amrit Raj, from Maa Yoga Ashram, Rishikesh for Management students dated 05<sup>th</sup> April, 2020
- Mr. Saurabh Kumar Pandey, an alumnus of IIM Ahmedabad and Co-founder & CEO of Skill Advisory delivered a guest lecture on the topic “Skill Dependence for Independence” on 10<sup>th</sup> February, 2020 for Management students.
- Guest Lecture on “7p’s framework for a company’s growth performance and internationalization” by Prof. Justin Paul, Professor, University of Puerto Rico, USA for PGDM students of 2019-21 batch on 11<sup>th</sup> January, 2020.

- Corporate Talk by Mr. Gopal Chandra Mondal (CFO & Director -Financial Control, Tax & Regulatory in IDFC) on the topic “Contemporary issues in Banking” on 5<sup>th</sup> September, 2019forPGDM (2019-21) and MBA (2019-21) Batch.

## Year - 2019

- Guest lecture on the topic “Innovation and Technology Management” by Dr. Sanjiva Shankar Dubey, Professor at BIMTECH & Former Asia Pacific Executive, IBM for PGDM student dated 12<sup>th</sup> December, 2019
- International guest session on the topic “Public Management” for PGDM students on 10<sup>th</sup> December, 2019 by Dr. Louis-Chih-Hung Liu, Associate professor, Department of Public Management and policy, Tunghai University (Taiwan) and Mr. Li-Ying Chen (Peters), National Taiwan University (Taiwan).
- Guest lecture on the topic “Organizational Redesign” on December 07, 2019 by Mr. Vir Bharat, HRBP, Head, Yamaha Motor Solutions India for students of PGDM 2019-21 batch.
- Corporate Talk session by Mr. Shiv Kumar Seth, General Manager & Global Product Marketing Head, Solar Lighting- Signify Innovations India Ltd. (Formerly Philips Lighting India Ltd.) for PGDM (2019-21) Batch on 30<sup>th</sup> November, 2019.
- Corporate Talk Session by Mr. Rajeev Mishra, Project Director –Gopaljee Ananda for PGDM(2019-21) Batch students dated 22<sup>nd</sup> November, 2019
- Guest Lecture for the PGDM-II students on “Distribution Channel Intermediaries & Supply Chain Mgt” by Dr Abhishek Singh, Regional Purchase Manager: Britannia Industries Ltd on 21<sup>st</sup> November, 2019.
- Corporate Talk Session by Mr. Sanjay Hallon, Group HR Director, Al Serkal Group, UAE and MD, Inside-jobs Consultancy, UK and UAE for PGDM (2019-21) Batch Students dated 21<sup>st</sup> November, 2019
- Corporate Talk Session by Mr. Lakshman Kanuga, President, BOTIL Oil Tools India Pvt. Ltd and Strategic Advisor- IPN Holding BV, The Netherlands for PGDM students on 16 November, 2019.
- Guest Lecture on “CRM and Brand Management in Retailing” by Mr Ajay Chhabra, Senior Digital Transformation Consultant & Marketing Head India- Global Consumer Brand for management students dated 15<sup>th</sup> November, 2019.

- Guest Lecture on the topic “Supply Chain and Operations” by Dr Saroj Koul, Professor of Supply Chain Management at Jindal Global Business School, India for PGDM students on 23rd October 2019.
- Guest Lecture on the topic "IT Infrastructure for Data Analytics” for PGDM IV Trimester IT and Operation specialization students on October 11, 2019 by Mr. Amit Pathak – Senior Manager, Technical from HCL Technologies Ltd.
- International guest lecture on “Cloud Computing” for Management Student (2018-20) on 24<sup>th</sup> September, 2019 by Prof. Zdzislaw Polkowski”, Professor, Jan Wyzykowski University Poland and “Prof. Ludoslaw Drelichowski”, Professor, Poznan University of life sciences, Poland.
- Guest Lecture on the topic “Talent Acquisition and Performance Management (A Strategic Approach in current scenario” for Management students on 23<sup>rd</sup> September 2019 by Ms. Bindiya Jain Manager (HR), Power system Operation Corporation Ltd.
- Expert talk on “Employee Compensation & Performance Management” for PGDM-IV trimester - HR specialization students by Mr. Renny K, Manager- Compensation and Benefit, HPCL-Mittal Energy Ltd on September 21<sup>st</sup> 2019.
- Corporate Talk Session by by Mr. Biraj Patro, Vice President SALES Bagrrys India Limited on 17<sup>th</sup> September 2019 for PGDM (2019-21)Batch.
- Guest Lecture on “India-China Cross Cultural relationship And Business Negotiations” by Mr Ashish Ahuja- Chinese Language Expert at NITI AYO,PMO-Vibrant Gujrat 2019,Interntional Energy Forum 2018,Visiting Faculty at Chengdu University-China, DU-India on 12<sup>th</sup> September, 2019 for PGDM (2018-20) students .
- Corporate Talk by Mr. Varun Malhotra, Director - EIFS Pvt Ltd., an Alumnus of Washington University in St Louis, USA and IIM-Ahmedabad on the topic "Investing in Financial Markets and wealth creation"" on 9<sup>th</sup> September, 2019 for PGDM (2019-21) Batch.
- Mr Ravish Malhotra, Associate Director- Deloitte Touche Tohmatsu India LLP delivered a guest lecture on the topic “Achieving Excellence In Services Marketing” for PGDM-1 students (2019-20) batch students on 6<sup>th</sup> September 2019.



- Corporate Talk by Mr. Gopal Chandra Mondal (CFO & Director -Financial Control, Tax & Regulatory in IDFC) on the topic “Contemporary issues in Banking” on 5<sup>th</sup> September, 2019 for PGDM (2019-21) Batch.
- Guest Lecture on ‘Digital Transformation in HR ’ by Ms. Manvika Sharma, Associate Vice President (HR) BIS Research for PGDM (2017-19) Batch Students on 4<sup>th</sup> September, 2019
- Guest lecture by Mr. Atul Kumar Singh, Managing Partner- Wealth Asia Advisory Solutions LLP on the Topic “Macro-economic factors affecting Capital Markets” on 04<sup>th</sup> September, 2019 for the students of PGDM-IV term students.
- Guest lecture for on the topic ‘IND AS and it’s Implications in Financial Accounting’ by Mr. Namit Nagar, Founder and CEO, DonePull Pvt. Ltd on 2<sup>nd</sup> September, 2019 for first year PGDM (2019-21) Batch students.
- Corporate Talk Session by Mr. Deepak Dua, GM- Industry Engagement- NIIT Foundation for PGDM (2019-21) Batch on the topic “Planning and Prioritizing” on 31<sup>st</sup> August, 2019.
- Guest Lecture on the topic “Analytics in Business” for PGDM (Batch 2018-20) on 26<sup>th</sup> March 2019 by Dr. Debarshi Mukherjee (Associate Professor & HOD, Tripura University).
- Corporate talk on the topic, ‘Innovative Selling Strategies in 21<sup>st</sup> Century’ for PGDM batch 2018-20 by Mr. Sanjay Chitkara – Head – Sales & Innovation, LG Electronics India Ltd.
- Corporate Talk Session on the topic “Management: Journey from studentship to practitioner in the era of AI and Gig economy” by Mr. Rajan Sinha, Chief Executive Officer, Mantrana Consulting for PGDM (2017-19) and (2018-20) Batch on 22<sup>nd</sup> February 2019
- Corporate Talk by Mr. Sanjay Gupta CEO- PR Professionals and Founder-Director Edu Professionals on the topic “Adaptation of Marketing Strategies in Changing Business Environment” for PGDM (2017-19) and (2018-20) Batch on 21<sup>st</sup> February, 2019.
- Session on the Topic, ‘Trade Relations of India with United States – Opportunities Ahead’ on 19<sup>th</sup> February 2019 for PG Management students by Ms. Purnima Voria - Founder & CEO – National United States India Chambers of Commerce (NUICC).
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- Session on the topic, 'Business Environment and Career Prospects in European Market' for PG Management Students on 13<sup>th</sup> February 2019 by Mr. Amod Bhatt – Director – IDRAC business School, France -India Center. The theme of the session- New peaks, New Expeditions , New Thrills.
- Corporate Talk on the topic “Standardization in Management Systems” on 29<sup>th</sup> January 2019 for PGDM (2018-20) Batch by Mr. Rakesh Chopra, Executive Director IT, RITES Ltd.

## Year - 2018

- Mr. Sandeep Sneh, Manager, Ambedkar University Centre for Incubation, Innovation & Entrepreneurship delivered a guest lecture on the topic “Creating Startups for Social Entrepreneurship” for MBA students on 05<sup>th</sup> February, 2018.
- Dr Avijit Chakravarti, journalist, educator and mentor delivered a guest lecture on the topic “Creating Startups for Social Entrepreneurship” for MBA students on 05<sup>th</sup> February, 2018
- Guest Lecture on ‘Travel & Tourism’ by Mr. Inder Raj Ahluwalia, Travel Journalist and Author for PGDM & MBA (2017-19) Batch Students on 20<sup>th</sup> February, 2018.
- Guest talk by Mr. Vishal Sharma, DGM – Finance, Lava Mobiles for PGDM (2016-18) on the topic “Capital Budgeting Techniques & Applications” on 13<sup>th</sup> April, 2018.
- Mr. V. N. Rai, Ex- Managing Director KRIBHCO delivered a guest lecture on the topic ‘Leading Business through a Border less World’ for MBA First Year (Batch 2017-19) on 17<sup>th</sup> April, 2018. MBA First Year (Batch 2017-19) on 17<sup>th</sup> April, 2018.
- Mr. Amit Kumar Pandey, Sr. Manager, Walmart, Arkansas, USA delivered a guest lecture on the topic “Academia to Corporate” for PGDM First Year (Batch 2018-20) on 4<sup>th</sup> July, 2018.
- Mr. Rajiv Khurana Co-Founder and Director – ideactionz delivered a guest lecture on the topic “Success Mantra for budding Managers” for PGDM First Year (Batch 2018-20) on 4<sup>th</sup> July, 2018.
- Dr. Binod Kumar, Ex. Prof IIM C delivered a guest lecture on the topic “Explore, Tune and Develop your Personal and Professional Excellence – To be a Global Achiever” for PGDM First Year (Batch 2018-20) on 7<sup>th</sup> July, 2018.
- Mr. Shailesh Agarwal, Top Financial cum Operational Professional in Readymade Garment Manufacturing and Exporting Company delivered a guest lecture on the topic “Building & leadership Skills” for PGDM First Year (Batch 2018-20) on 7<sup>th</sup> July, 2018.
- Dr. V. P. Singh, Consultant Patanjali delivered a guest lecture on the topic “Learnability” for PGDM First Year (Batch 2018-20) on 10<sup>th</sup> July, 2018.
- Air Marshal P.K Roy delivered a guest lecture on the topic “Learning corporate lessons from Armed forces” for PGDM First Year (Batch 2018-20) on 11<sup>th</sup> July, 2018.

- Guest lecture by Mr. Tong Cheuk Fung, CEO, Wasabi Creation, Singapore & Director, Red Dot Cinema, Singapore on the topic “Business Scenario in Southeast Asia” on 10<sup>th</sup> August, 2018 for PGDM students.
- Guest talk delivered by Dr. Kamal Singh, Executive Director, UN GCNI on the topic “Effective Leadership Trait” for MBA(2018-20) batch students on 21<sup>st</sup> August, 2018.
- Guest Talk by Dr. Ganesh Singh, Professor and Programme Director – Foundation Course – AIMA on the topic “Expectations of Corporate world from a Management Graduate” for MBA First Year (2018-20 Batch) on 23<sup>rd</sup> August 2018.
- Guest Talk by Dr. Amita Srivastava, Director- BCRTC on the topic ““Individual's desire, destiny and goal setting”” for MBA First Year (2018-20 Batch) on 23<sup>rd</sup> August 2018.
- Guest Lecture on “Procurement and Supplier Selection” by Mr. Shobhit Agarwal, Assistant Manager-Procurement, Oriental Insurance Co. Ltd. New Delhi on 30<sup>th</sup> August, 2018 for PGDM-IV (2017-19) students.
- Guest Lecture by Mr. Shiv Kumar Agarwal, Manager Corporate Finance, Eko India Financial Service Pvt. Ltd., Gurgaon on topic ‘Valuation Model in Mergers and Acquisitions’ for PGDM (2017-19) Batch on 01<sup>st</sup> September, 2018.
- Corporate Talk by Mr Amit Sinha, former director of Tata Group of Companies (As a key member of the Tata Leadership Team) on the topic “How to be Corporate Ready” on 5<sup>th</sup> September 2018 for PGDM II Year (2017-19) students.
- Corporate Talk by Mr. Amit Sharma, Divisional Head-VRV Business at Daikin Air-conditioning India Pvt. Ltd., on the topic “How your thinking impacts your future” on 7<sup>th</sup> September 2018 for PGDM and MBA (2018-20) Batch.
- Guest Lecture by Mr. Santosh Kumar Sharma, Instructor Specialist- Accenture Solutions Pvt. Ltd., on the topic “International Financial Reporting Standards and IND AS” on 24<sup>th</sup> September, 2018 for PGDM (2018-20) Batch.
- Guest Lecture by Mr. Amit Panday, Former Deputy General Manager NIIT Ltd, at present Co- Founder ATS, Noida on the topic “Communication Skills for Employability” on 26<sup>th</sup> September, 2018 for PGDM (2018-20) Batch.
- Corporate Talk Session by Ms. Madhusmita Aggarwal for PGDM (2018-20) Batch on 03<sup>rd</sup> November, 2018