

ANNUAL REPORT 2012-13



**NATIONAL
INSURANCE
ACADEMY**

VISION

NIA to be a global institution of excellence in learning and research in Insurance, Pension and allied areas.

MISSION

- ❖ To build capacities in the management of Insurance, Pension and allied sectors.
- ❖ To create a stream of young talent for the Insurance, Pension and allied sectors.
- ❖ To provide strategic approaches in the Management of Insurance, Pension and allied sectors.
- ❖ To undertake and create an ambience for policy research in Insurance, Pension and allied sectors.
- ❖ To promote learning: education and training in Insurance, Pension and allied sectors.

ANNUAL REPORT

2012-13



NATIONAL INSURANCE ACADEMY, PUNE

From the Director



Esteemed Members of the Governing Body,

It gives me a great pleasure to present the Annual Report on the activities and achievements of NIA during 2012-13. This report is being brought out after a gap of 6 -7 years and it will be ensured henceforth that annual report is brought out every year without a gap.

The Institute's flagship programme, the two year Post Graduate Diploma in Management, catering to the needs of insurance industry and allied sector requires more focused attention and all efforts will be made to get the best experts from the sector and industry. The programme has continued to attract students with varying educational background and 2012-13 represented another successful landmark in placement of its students. We have made special efforts to ensure that all deserving students are placed through the campus and continue to serve the insurance sector in a meaningful manner.

Management Development Programmes continue to dominate the activities of the institute, and attracted large number of participants from India as well as from abroad. During 2012-13, 243 such programmes were conducted in which more than 5500 participants were trained, for life and non-life sectors 109 foreign executives were trained by NIA during the year.

The year witnessed satisfactory performance in consulting and advisory services, research and publication. NIA published a book "The Lexicon of Reinsurance Terminology". The year also witnessed successful organization of annual seminars like HR Summit, Insurance Summit, C. D. Deshmukh Seminar.

However, we have a long way to go. The Insurance Sector is passing through challenging times and not only facing the deceleration but also shortage of skilled man-power and subject experts. It is also felt that in India specific research on Insurance Sector analyzing industry specific issues and coming out with possible solutions is missing and that is where NIA has an important role to play by bridging the gap between research and actual insurance sector in a manner that growth in the sector is healthy and works for the benefit of policy-holders.

It will be the endeavour of NIA to concentrate on insurance specific research during 2013-14 and work closely with the insurance sector. NIA has to play a significant role in the growth of insurance sector in India and it will not be found wanting.

With warm regards,

ARVIND KUMAR, IAS
DIRECTOR

NATIONAL INSURANCE ACADEMY GOVERNING BOARD

	Mr. S. K. Roy Chairman-NIA Governing Board Chairman, Life Insurance Corporation of India		Mr. A. K. Roy Chairman-cum-Managing Director General Insurance Corporation of India
	Mr. G. Srinivasan Chairman-cum-Managing Director The New India Assurance Co. Ltd.		Mr. N.S.R.C. Prasad Chairman-cum-Managing Director The National Insurance Co. Ltd.
	Dr. A. K. Saxena Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.		Mr. Joseph P. J. Chairman-cum-Managing Director Agriculture Insurance Co. of India Ltd.
	Mr. Milind Kharat Chairman-cum-Managing Director The United India Insurance Co. Ltd.		Mr. S. Sarker Managing Director Life Insurance Corporation of India
	Mr. S. Sarker President Insurance Institute of India		Mr. N. Srinivasa Rao Director (Insurance) Ministry of Finance Department of Financial Services
	Mr. G. N. Bajpai Intuit Consulting Pvt. Ltd.		Mr. G. Ramesh Associate Professor Indian Institute of Management
	Mr. Arvind Kumar, IAS JS, DFS, MoF and Director National Insurance Academy		

(as on 3rd August 2013)

Following members ceased to be on the Governing Board during the current financial year 2013-14:

1. Mr. D. K. Mehrotra
2. Mr. Thomas Mathew T.
3. Mr. K. B. Saha
4. Dr. D. B. Phatak
5. Dr. Achintan Bhattacharya

Following members have joined the Governing Board during the current financial year 2013-14:

1. Mr. S. K. Roy
2. Mr. Arvind Kumar
3. Mr. G. Ramesh
4. Mr. N. Srinivasa Rao
5. Mr. Joseph P. J.

Statutory Auditors : M/s Gharpure & Associates **Internal Auditors :** M/s Sarika Bihani & Associates

Bankers : Bank of Maharashtra, ICICI Bank & Union Bank of India

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INTRODUCTION

National Insurance Academy (NIA) was established in 1980 by the Life Insurance and General Insurance Industry with active support from the Government of India, primarily as a training institute for senior executives of insurance industry. NIA offers extensive training, research, education, consultancy and publications in the areas of life insurance, general insurance, healthcare management, reinsurance, business economics, banking, accounting, investment, turnaround management, financial controls, risk management, regulatory provisions, human resource and organizational behavior, information systems, marketing, operations and technology management, strategy and organization. It is the prime destination for Research, Training, Consultancy, Leadership Development and Publication in Insurance and Risk Management in the Asia Pacific region.

NIA is conducting a two year full time Post Graduate Diploma in Management (PGDM). The minimum educational qualification for eligibility is graduation and candidates are selected on the basis of their CAT / XAT / CMAT score and through a process of interview. It provides dual expertise in Insurance as well as a functional management area such as Finance, Marketing, Human resources and Information Technology. NIA alumni have been placed with reputed institutions both in India and abroad.

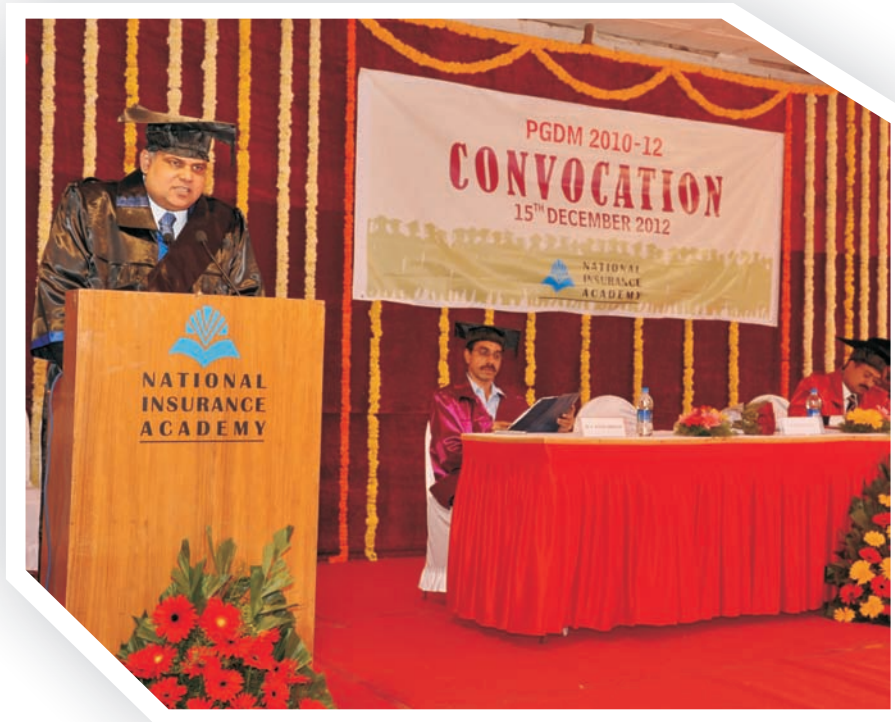
The Campus of the Academy is located on a sprawling 32-acre plot consisting of beautiful and aesthetically crafted gardens and fountains at Balewadi on the outskirts of Pune city. Six fully residential training programmes can be held simultaneously on the campus. The campus is also provided with facilities for indoor games such as badminton, table tennis, carom, billiards etc. and outdoor games such as lawn tennis, mini golf, basket ball etc. A well equipped Hi-Tech Gymnasium with Jacuzzi, Sauna, Steam Bath, Hydro Massager, Cold shower and a Swimming Pool are the latest additions in this prestigious campus.

NIA provides quality education to its students through varied approaches such as learning outside the classrooms, workshops, case studies. The curriculum is specially tailored. The faculty consists of both highly qualified academicians and senior working executives on deputation from the PSU insurance companies. Eminent insurance practitioners from all the areas of Insurance Ecosystem such as surveyors, actuaries, IT professionals regularly visit NIA to share their expertise and insight. Theoretical and practical inputs are given to enable the students to excel in their workplace.

NIA conducts seminars, workshops and round table conferences on various topics of national and international interests related to insurance under the banner of C. D. Deshmukh endowment and other endowments.

NIA's many international affiliations and collaborations include Federation of Afro Asian Insurers and Reinsurers (FAIR), Technical Cooperation Scheme of Colombo Plan (TCS) and Institute for Global Insurance Education (IGIE), formed by CPCU, USA, CII, London and Canadian Institute of Insurance.

NIA promotes, develops and nurtures research and consultancy activities on institutional as well as individual basis. Apart from NIA's own in-house publications like Bimaquest, Dnyanajyoti Research Series (DJRS), Pravartak, Research Monographs and Working Papers, NIA encourages its faculty and research associates to undertake commercially viable stand alone or institutional action research projects, publish them in referred journals and present the concepts at national and international seminars. NIA is also recognized by the University of Pune as a Ph.D. Research Centre.



*Mr. G. Srinivasan, CMD, The New India Assurance Co. Ltd.
addressing during the PGDM - Batch 2010-12 Convocation.*



*Celebration of 75th Foundation Day of
The United India Insurance Co. Ltd. at NIA.*

The accounts along with audit reports are furnished at the end of the report.

TRAINING - MANAGEMENT DEVELOPMENT PROGRAMMES

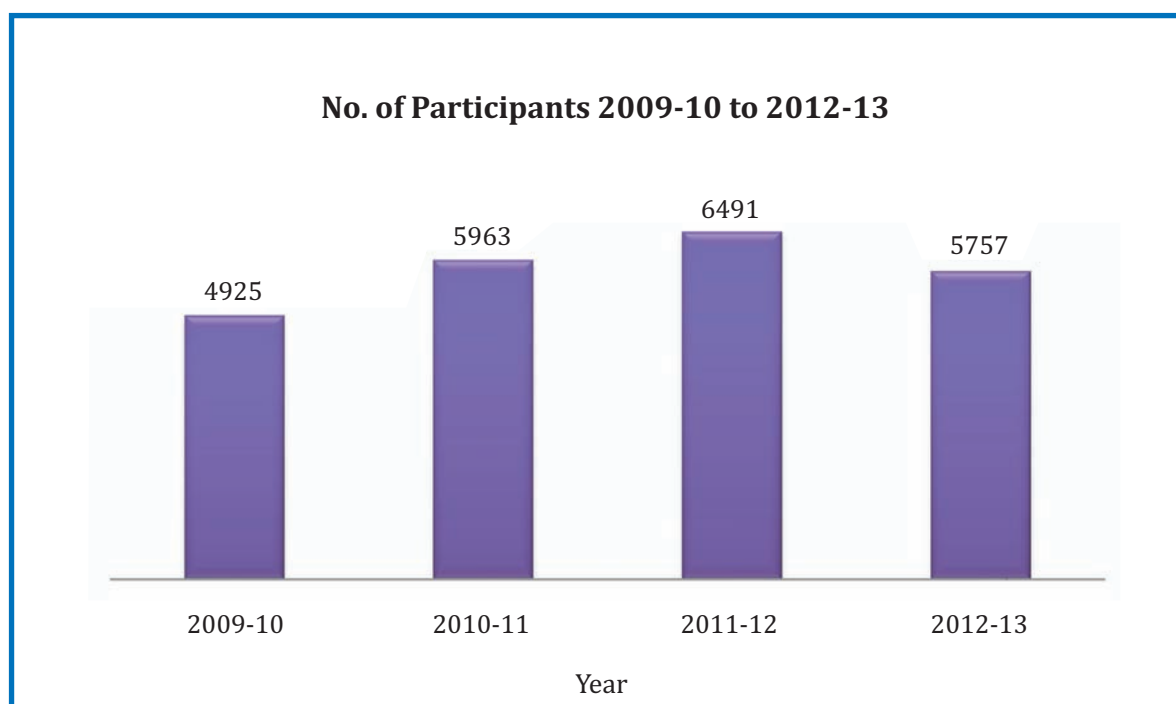
During the year 2012-13 Academy has successfully conducted 243 Management Development Programmes (MDP) where 5757 executives from public and private sector organizations including 109 overseas executives were trained. The Academy conducted 243 MDPs compared to 266 MDPs conducted in the previous year. The functional areas covered by these training programmes were as follows:

1. Programmes for Top Management
2. General Management, Education & Training
3. Marketing and Public Relations
4. Financial Management and Financial Services
5. HRM and Industrial Relations
6. Information Technology
7. Insurance Technical for Life and General
8. IT for Life & General Insurance Companies
9. Risk Management

The average participation during 2012-13 worked out to 23.69 as compared to 24.40 in the year 2011-12.

On Campus Programmes

MDP over the Years



The summary of these programmes is furnished below and details of the same are furnished in Annexure – 1. Two tables presented below give the break-up of the MDPs conducted during 2012-13.

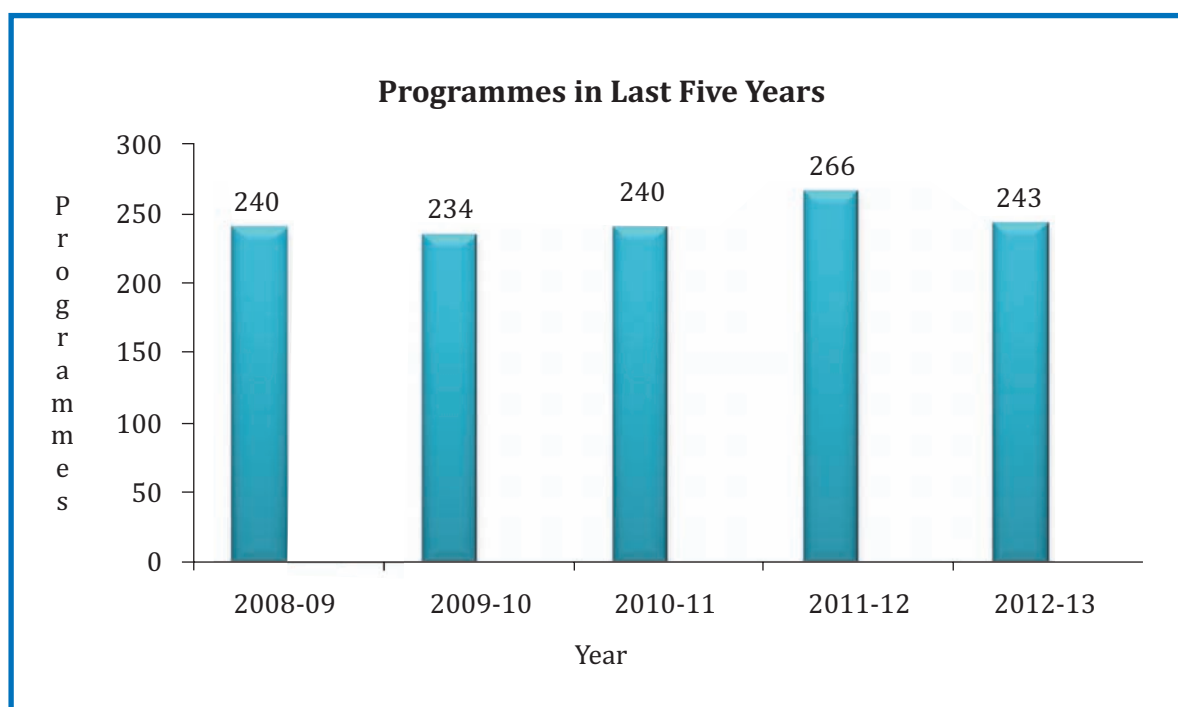
Particulars	No. of Participants	No. of Programmes	No. of Programme Weeks
Life	2257	104	97
Non-Life	2865	114	89
Combined	635	25	29
Total	5757	243	215

Particulars	Programme		Organization-wise number of participants at Programmes								
	No	Weeks	LIC	GIC	NIC	NIA	OIC	UII	OTH	OVR	TOTAL
Non Life	114	89	0	36	626	297	919	750	145	92	2865
Life	104	95	2191	2	0	0	0	0	15	12	2220
Combined	25	29	108	0	16	16	33	67	390	5	635

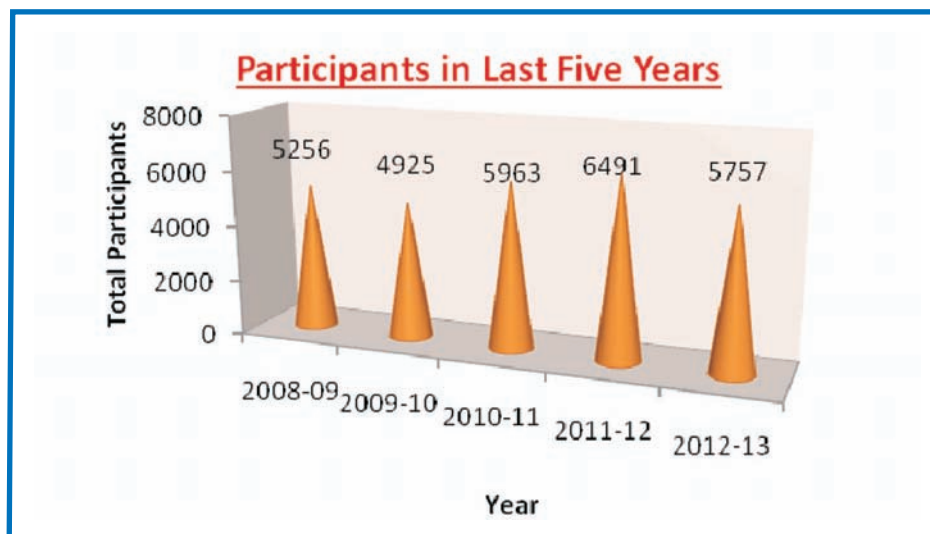
Life Insurance Corporation of India	LIC	Oriental Insurance Co. Ltd.	OIC
General Insurance Corporation of India	GIC	United India Insurance Co. Ltd.	UII
National Insurance Co. Ltd.	NIC	Other	OTH
The New India Assurance Co. Ltd.	NIA	Overseas	OVR

NIA also organizes company specific programmes as and when such requests are made by the companies. During 2012-13 the number of such company specific programmes conducted was 15.

Following two graphs depict the number of programmes conducted and number of participants trained during the last five years.



The numbers of programmes during 2012-13 have come down from 266 in the previous year to 243 in the current year mainly because of discontinuance of induction programmes for public sector probationers.



The programmes of the academy during 2012-13 included the following two programmes for overseas participants:

- One week International Workshop on General Insurance in collaboration with GIC Re was conducted at NIA from 27.8.2012 to 1.9.2012 for the participants from Myanmar and Afghanistan.
- Sponsored programme for the officers from Myanmar & Afghanistan by GIC Re : Conducted a Workshop on General Insurance (27.8.2012 to 01.09.2012) at N.I.A. for seven officers of Myanmar Insurance, Myanmar and ten officers of Afghan National Insurance Company, Afghanistan.

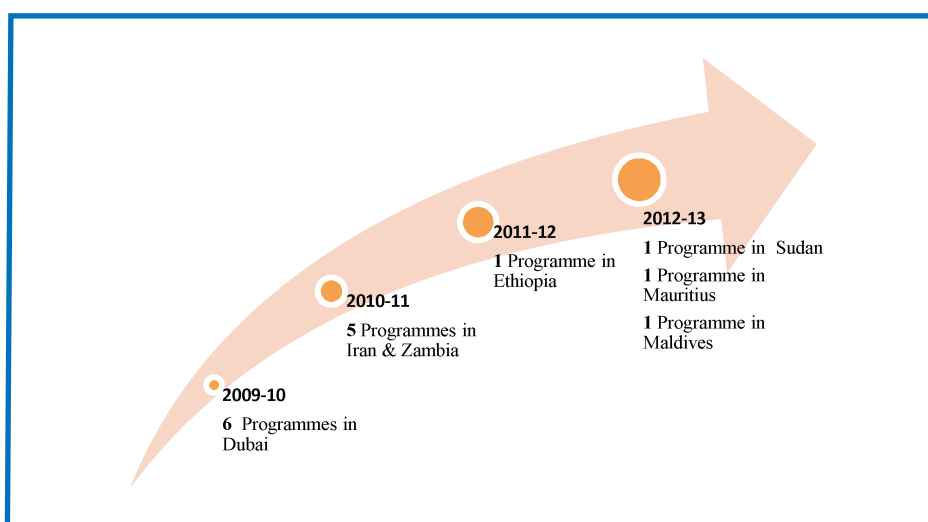
Off Campus Programmes

In addition during the year 2012-13, we have conducted 14 Off-campus programmes, which include 3 overseas programmes. The details of Off-Campus programmes conducted within India during 2012-13 are as follows:

Sr. No.	Name of the Programme	Dates	Co-ordinator
01.	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 4 & 5 (Oriental) I at OSTC, Faridabad	21.05.2012 to 25.05.2012	Dr. Sushama Chaudhari
02	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) I at OSTC, Faridabad	28.05.2012 to 30.05.2012	Mrs. Archana Singh
03	Managerial Excellence Programme (Soft Skill Intervention)-II Scale 4 & 5 (Oriental) II at OSTC, Faridabad	04.06.2012 to 08.06.2012	Dr. Sushama Chaudhari
04	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) II at OSTC, Faridabad	11.06.2012 to 13.06.2012	Mrs. Archana Singh
05	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) III at OSTC, Faridabad	18.06.2012 to 20.06.2012	Mrs. Archana Singh

06	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) IV at OSTC, Faridabad	25.06.2012 to 27.06.2012	Mrs. Archana Singh
07	Managerial Excellence Programme (Soft Skill Intervention)-II Scale 4 & 5 (Oriental) III at OSTC, Faridabad	02.07.2012 to 06.07.2012	Dr. Sushama Chaudhari
08	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) V at OSTC, Faridabad	09.07.2012 to 11.07.2012	Mrs. Archana Singh
09	Managerial Excellence Programme (Soft Skill Intervention)-II Scale 4 & 5 (Oriental) IV at OSTC, Faridabad	30.07.2012 to 03.08.2012	Dr. Sushama Chaudhari
10	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) VI at OSTC, Faridabad	20.08.2012 to 22.08.2012	Mrs. Archana Singh
11	Programme on Risk Management for Coromondal Fertilisers Ltd., Hyderabad	07.09.2012 08.09.2012	Mr. P. C. James & Mr. Deepak Sangal

While the following graph depicts the off-campus overseas programmes conducted during last four years the table provides the list of such programmes conducted during the current year.



Sr.No	Name of the Programme
1	Association of Sudanese Insurance & Reinsurance Companies, Khartoum, Sudan (Organised by Afro-Asian Insurance Services Limited , London) - Conducted a two days Programme on Reinsurance Management at their place for their officers (12.09.2012–13.09.2012) organized by NIA.
2	Allied Insurance Company of the Maldives Pvt. Ltd., Maldives. (Joint venture between the Government Trading Company, State Trading Organisation and Commercial Union Assurance Company of the United Kingdom.) - Conducted a four days programme on Health Insurance Management Training (15.11.2012 – 18.11.2012). – Mr. P. C. James & Mr. Abhijeet Chatteraj
3	M/s BAI Co. (Mauritius) Ltd., Mauritius - Conducted a Comprehensive Technical Programme in Life Insurance in three phases of 5 days each in the month of October 2012 and January 2013 by Mr. P. Muraleedharan, Mr. G. Pathak, Mr. M. C. Patwardhan, Mr. S. V. Sharma, Ms. Kiran Chugh & Mr. Sumesh Sheth

POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)

The academy runs a two year PGDM course. This is a course with insurance focus and aims to develop professional leaders with technical competence. The course is an attempt to inculcate human values and professional ethics in the students through a fine tune curriculum that balances academic rigor with co-curricular and extra-curricular activities.

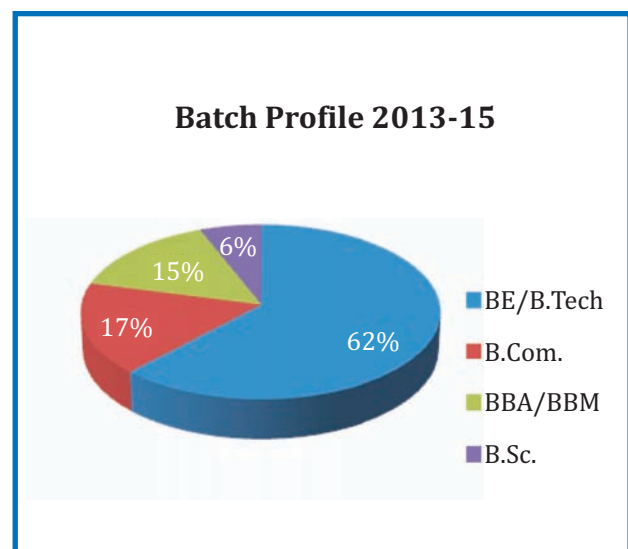
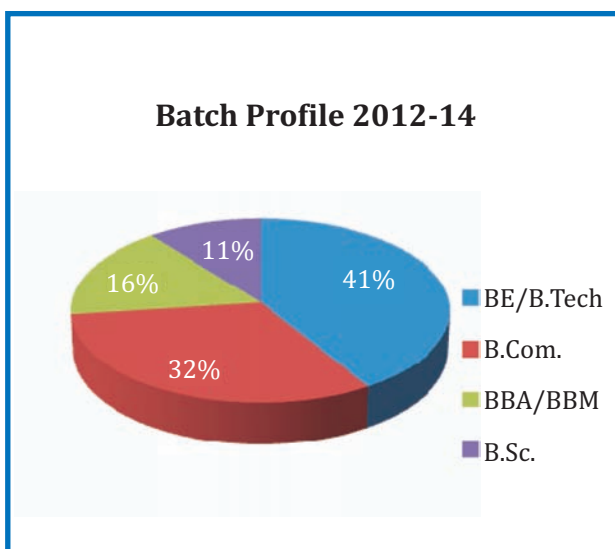
In the current year 64 students (PGDM Batch 2012-14) were admitted to the Academy in July 2012 and 32 (Batch 2011-13) students graduated from the Institute.

Admission to PGDM Batch 2012-14

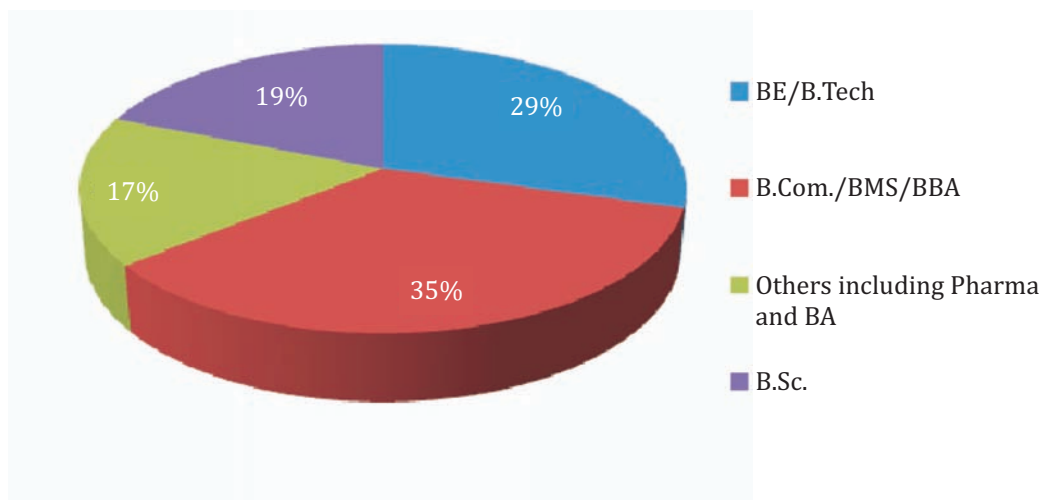
Admissions to PGDM batch 2012-14, the flagship programme of NIA, attracted 186 applicants. The candidates were shortlisted based on their academic performance (Total weightage - 30% wherein Graduation accounted for 15%, HSC for 10% and SSC for 5%) and CAT / XAT / CMAT score (weightage- 30%). Shortlisted applicants were further screened through Group Discussion and Personal Interview Rounds (weightage – 30%). Further, applicants with experience in the relevant industry were given a maximum of 10% weightage. For final selection, overall merit on the basis of the above criteria was considered and the cut off for selection was 65% for experienced and 67.5% for inexperienced applicants. A total of 64 applicants registered for the Batch.

Registration and Orientation Programme: The registration and orientation programme for the third batch of PGDM (2012-14) of students was held on 1st July 2012. Mr. P. C. James, Chair Professor (General Insurance) and Mr. Basav Raju, Chair Professor (Life Insurance) addressed the students at the inaugural function.

Profile of the Students: Academy's PGDM course has been attracting students from different educational streams as reflected in the following graphs:



Cumulative Batch Profile



Curriculum & Pedagogy

The Academy delivers input through two types of courses, core and electives. Core courses are compulsory for all students and occupy 89% of the total curriculum. Students are provided with the fundamental knowledge, analytical skills and techniques, contextual understanding, environmental awareness and overall perspective that will serve as the bedrock for their career. The elective courses, which are offered only in the second year, give students a deeper understanding of different functional areas. The basic principles of Insurance, Behavioral Sciences, Marketing, Finance, and Information Technology are taught in the context of management. Every student has to complete six trimesters of intense academic work and eight weeks of Summer Internship Programme to qualify for the Diploma.

Academic excellence is fostered through innovative teaching methods. The gamut of teaching methods at NIA includes optimization of diagnostic testing, problem solving and decision making techniques. Extensive use of audio-visual aids and computer based learning methods promote creativity, curiosity and inter-personal development. Apart from the classroom, learning happens at NIA through various laterals, viz. panel discussions, academic forums, weekend projects, guest lectures and continuous interaction with peers so that the students are well prepared to take on the challenges that the dynamic global business environment presents today. Unique initiatives of Insurance Laboratory and live projects help the students in bridging the gap between theory and practice.

The pedagogy applied comprises:

1. Case Study / Quiz
2. Insurance Laboratory (INLAB)
3. Use of Information Technology (viz. Blogs, Wiziq, Udemy)
4. Digital Library
5. Self Evaluation
6. Workshop mode for "Personal Financial Planning"
7. Industry Interface

Evaluation

Two components viz. continuous evaluation and Term End Examination form integral parts of course evaluation. Continuous evaluation comprises tests, quizzes, home assignments, term reports, individual as well as group exercises, classroom participation, problem solving exercises using computer, etc.

Grading

Keeping in tune with the best practices of leading management institutes in India and abroad, letter grades are awarded to a participant for each of the PGDM course. Based on the letter grades, Cumulative Grade Point Average (CGPA) is calculated. The students are issued Gradesheets at the end of the First Year and Second Year.

Guest Lectures

Eminent speakers from the insurance industry as well as allied sectors visit the campus and enlighten the students with their perspective on contemporary topics and relevant insurance, finance and related subjects. These include academicians, officials from government bodies, practitioners from public and private sector insurance companies, financial institutions, IT and Broking companies and corporate world. They form an integral source of learning for the PGDM students. During 2012-13 the following dignitaries visited the campus and addressed the PGDM students:



Prof. Frank Ashe, Macquarie University, Australia

1. Mr. S. Mathur, Director, Insurance Regulatory Development Authority
2. Mr. Hegde, Insurance Regulatory Development Authority.
3. Prof. K. Ramchandran, GM, SBI General Insurance
4. Mr. Neeraj Kumar, GM, The Oriental Insurance Co. Ltd.
5. Prof. Frank Ashe, Macquarie University, Australia
6. Mr. G. Srinivasan, CMD, The United India Insurance Co. Ltd.
7. Mr. S.B.Mainak, ED (Invest.) Life Insurance Corporation of India.
8. Prof. S. K.Dutta – IIM Ahmedabad
9. Mr. Sandeep Ghosh, CEO, Bharti Axa life Insurance
10. Mr. Raghunandan, CEO, GMR Group
11. Mr. Vijai SR, Partner, Cognizant Business Consulting
12. Mr. Volker Henke, Head International Affairs, German Insurance Association
13. Dr. N. Ravichandran, Director, IIM Indore

HR Summit

Human capital is an asset and is the only form of capital which, if channelized appropriately, can enhance its intrinsic value beyond the tangible limits set by conventions. Human Resource Management embodies a set of subtle practices that fosters growth and returns on human capital, enabling an organization to better its bottom line. The theme for the HR Summit – TATVA 2012 held at NIA, Pune, on 15th September, 2012, was “Accruing Returns on Human Capital” was a concoction of such practices in the industry which drive inclusive and sustainable growth.



Dignitaries at the HR Summit organized by PGDM students

Insurance Summit



Mr. Rajrishi Singhal, Journalist addressing at the Insurance Summit

The Insurance Summit – the flagship event of NIA provides a forum to discuss the emerging insurance market challenges, to brainstorm on critical issues and to get back to business equipped with new methods and ideas to accomplish the organizational goals. The Summit has over the years proved beneficial to the industry leaders, practicing managers, consultants, academicians, business analysts, students and opinion makers, thus adding substantial value.

Students of NIA have been successfully organizing the summit for the last 8 years. This year it was held on 18th October 2012 at Hotel Grand Hyatt, Mumbai on the theme “Sunrise to Sunshine – Marginal to Mainstream”. More than 100 delegates attended the Summit.

Alumni Meet

AlumNIA represents the association to alumnus of NIA. It was established with a vision to advance and promote the interests of NIA by connecting the alumni with each other and with the Alma Mater.

AlumNIA serves as a foundation to foster development of each member by providing a forum to enhance business relationships as well as rekindle old ones. It aims to create dynamic space of all members and maintain a vital presence at NIA. It also aims to provide endless opportunities for both the alumni and NIA to strengthen their footing in the insurance industry.

The first AlumNIA meet “Samagam” was held on Saturday, 20th April 2013 at NIA. More than 150 alumni attended the event.

Cultural and Sports Events

The NIA campus buzzes with the following cultural festivities organized by PGDM students and also proactive participation from campus dwellers:

- Independence Day Celebration
- Tree Plantation
- Janmashtami Celebration
- Ganesh Chaturthi Celebration
- Autumn Sports Prize Distribution
Cultural Evening
- Food Festival
- New Year Eve- Cultural Evening
- Holi Celebration



Overseas Study Tour



PGDM Batch 2011-13 visited Singapore along with Faculty Coordinator for Overseas Study Tour for a period of one week in the month of August 2012. The students had interactions with the Senior Executives from the Insurance Companies and Professors from academia on emerging issues of the Asia Pacific Insurance market. They also visited the industries to get a practical experience on various functional areas of Insurance like underwriting, policy processing, claims settlement, role of intermediaries, etc.

On-the Job Training with Insurers

In a first such attempt, in January 2013 PGDM students were deputed to the four General Insurance Public Sector Companies for a period of one week for Hands on Field Training. The effort was well received by the industry and the student community. The training provided them an opportunity to grasp the prevailing market dynamics and firsthand experience of operational activities.

CSR Activities

NIA being a National Institute under the aegis of the Ministry of Finance, Government of India, harnesses and fosters Corporate Social Responsibility. As such, all activities with social content are given prominence and priority. NIA PGDM students are working in tandem with an NGO for creation of Insurance Awareness in the villages surrounding Pune. Students have also participated in the literacy campaign and Health Awareness drives in these villages. Students have volunteered to collect and hand over to the NGO financial aid towards providing better living conditions for their village counterparts. Blood Donation camps are organized in the campus for employees, campus residents and students.

NIA also considers scholarships / concessions in the fees to the students in deserving cases. Meritorious employees' children are felicitated on the occasion of Independence Day.

Final Placements

The final placement for the second PGDM batch was held from 19th to 26th November 2012. A total of 9 companies participated in the placement process and made offers to 31 students. The prominent recruiters in campus included New India Assurance Co. Ltd., United India Insurance Co. Ltd., National Insurance Co. Ltd., Oriental Insurance Co. Ltd., Agriculture Insurance Co. Ltd., Cognizant Technologies, Accenture Management Consulting Company, AON Global Broking Company, Bajaj Allianz General Insurance Co. Ltd.

Status of Acceptance of Offer

Functional Area	No. of Students Selected	% of Students
New India Assurance Co. Ltd.	6	19
United India Insurance Co. Ltd.	6	19
National Insurance Co. Ltd	4	13
Oriental Insurance Co. Ltd	6	19
Agriculture Insurance Co. Ltd.	4	13
Cognizant Technologies	1	3
Accenture Management Consulting Company	1	3
AON Global Broking Company	2	6
Bajaj Allianz General Insurance Co. Ltd.	1	3
Total	31	97%
Not placed	1	3%
Total	32	100%

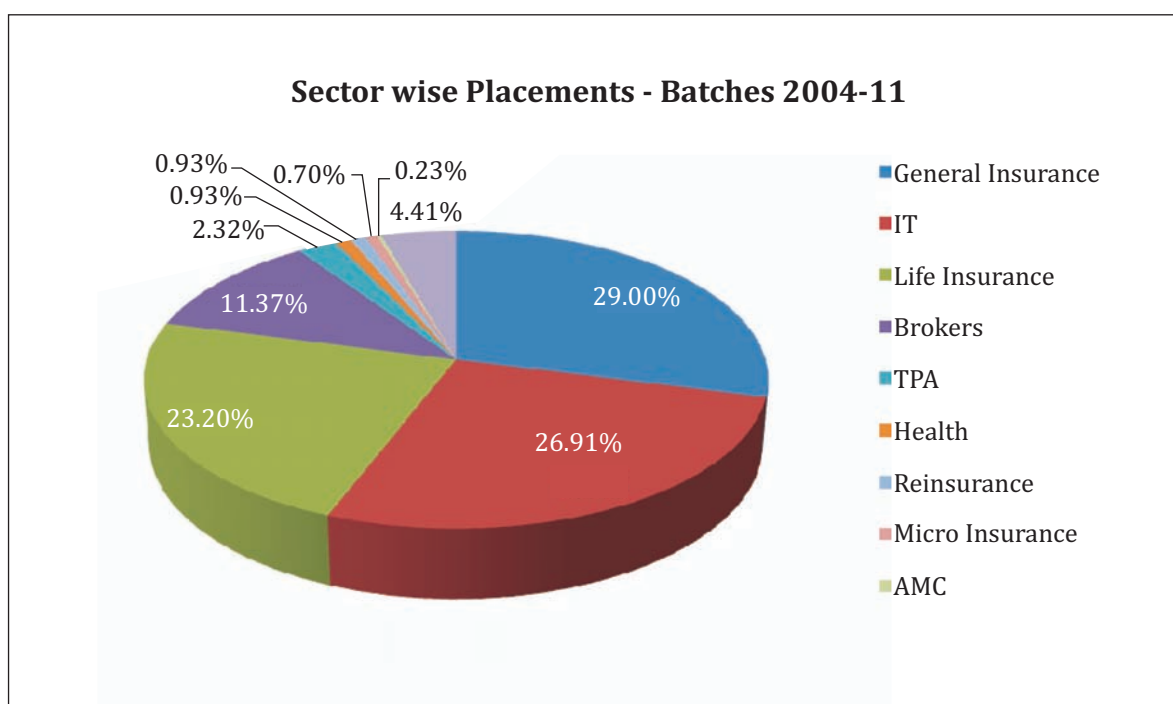
Sector-wise Placement

Functional Area	No. of Students	% of Students
Insurance	27	87
Information Technology	1	3
Broking	2	7
Consulting	1	3
Total Students	31	100

Salary Offered in Lakhs Per Annum

Package	Batch 2011-13
Highest	9.68
Average	5.80
Median	6.00

The following graph depicts sector-wise absorption of the NIA's PGDM students till date.



Summer Internship

Every PGDM student has to complete eight weeks of Summer Internship Programme to qualify for the Diploma. After completing three terms of course work, the students work on an assignment in an organization. The objective is to expose students to the dynamics of an organization and to integrate classroom learning with practical experience. The project work is an integral part of the academic curriculum and must be completed satisfactorily. The project work is undertaken in reputed Insurance / IT / Broking companies.

Summer placement was organized in the month of December 2012. All public sector general insurance companies as well as private insurance companies, IT and other companies recruited bright talents of all 64 students for their summer internship projects. In all 22 companies participated in summer internship programme.

Convocation

National Insurance Academy conferred 44 students of PGDM with the Post Graduate Diploma during its Convocation Ceremony held on Saturday, 15th December 2012, amidst an atmosphere of nostalgia and hope. The event was graced by the august presence of Shri Thomas Mathew T., Managing Director, LIC, and Chairman-Governing Board of NIA, Shri G. Srinivasan, Chairman-cum-Managing Director, New India Assurance Co. Ltd., Shri S. Sarker, Managing Director, LIC, Mr. Milind Kharat, CMD, United India Insurance Co. Ltd., Dr. Achintan Bhattacharya, Joint Secretary (AB), Ministry of Finance, GOI and proud parents of the graduating students.



Shri Thomas Mathew and Shri G. Srinivasan presented the top performers with the 2010-12 Batch of scholars viz. Gold Medal for Best Academic Merit to Ms. Aditi Rane who also won the Gold Medal- Ram M Moghe Memorial Prize for student excelling in Life Insurance Stream and Gold Medal - ISACA Award for Excellence in IT instituted by NIA . The J. B. Boda D. B. Boda Gold Medal for all round performance (General Insurance) went to Mr. Rupam Roy Choudhury, The Lingaraj Mishra Gold Medal for the Student who scores highest marks in Quantitative Techniques went to Mr. Sourabh Kant Mishra and the Mahadeo N. Parchure cash award for the student excelling in Business & Insurance Law went to Mr. Sarfaraz Ali Shah.

Shri Thomas Mathew and Shri G. Srinivasan presented the top performers with the 2010-12 Batch of scholars viz. Gold Medal for Best Academic Merit to Ms. Aditi Rane who also won the Gold Medal- Ram M Moghe Memorial Prize for student excelling in Life Insurance Stream and Gold Medal - ISACA Award for Excellence in IT instituted by NIA . The J. B. Boda D. B. Boda Gold Medal for all round performance (General Insurance) went to Mr. Rupam Roy Choudhury, The Lingaraj Mishra Gold Medal for the Student who scores highest marks in Quantitative Techniques went to Mr. Sourabh Kant Mishra and the Mahadeo N. Parchure cash award for the student excelling in Business & Insurance Law went to Mr. Sarfaraz Ali Shah.

NIA'S OTHER PURSUITS OF ACADEMIC EXCELLENCE



Mr. Thomas Mathew T., MD, LIC and Dr. Achintan Bhattacharya, Interim Director, NIA inaugurating the CD Deshmukh Seminar

Seminars/Conferences/Workshops

In order to enrich and empower NIA participants and students to gain a comprehensive knowledge of the business environment and to strategize for managing the challenges of the business, several seminars and workshops were conducted during the academic year. Among them the prominent one was the CD Deshmukh Seminar on Distribution and Operational Challenges in Life Insurance in India. Eminent speakers from BCG, E&Y, LIC, SBI Life, SUD Life, Bank of Maharashtra, Bharti AXA Life, III, etc. addressed the delegates. Forty Four delegates from LIC, GIC, Accenture,

Bajaj Allianz Life Insurance, ICICI Prudential, SBI Life, TATA AIA, III, Bank of Maharashtra, Star Union Dai-Ichi companies attended the seminar.

Research

Research and Documentation is one of the goals of the Academy. NIA's faculty members are fully committed to this. The list of ongoing / initiated projects is presented below:

- Uttarakhand flood impact study
- GIC underwriting issues study
- IAR critical study
- Studies to be sponsored by Bombay Chamber of Commerce in areas of Health Insurance and Regulations.
- Proposed critical study on major health insurance schemes like RSBY, Rajiv Aarogyasri, CMHIS (TN)
- Development of Risk Based Rating Model for Motor Insurance Pricing
- Long term Health Care Financing
- Implication of advances in Biological Research on Health & Life Insurance and Pension
- Demographic shift and implications for Pensions
- Financial Risk Management in Insurance using Derivatives
- Digital Inclusion
- Analysis of HR Policy and Practices

Publication

Apart from NIA's own in-house publications like Bimaquest, Dnyanajyoti Research Series (DJRS), Pravartak, research monographs and working papers, NIA encourages its faculty and research associates to undertake commercially viable stand alone or institutional action research projects, publish them in referred journals and present the concepts at national and international seminars. All research projects are referred to at least six subject matter specialists or industry leaders before publication. NIA has a cadre of research associates drawn two thirds from the insurance industry and one-third from its own core professionals. Research and consultancy are components of faculty performance benchmark.



During the year 2012-13 NIA published a book titled “The Lexicon of Reinsurance Terminology” authored by Mr. K. L. Naik.

The following paragraph lists some of the important academic pursuits of NIA's faculty during the year 2012-13.

Mr. M. C. Patwardhan

1. Acted as Resource person for the workshop on "Marbury and Madison and Judicial Review' held at ILS Law College, Pune – 12th, 13th February, 2013.
2. Delivered a lecture on 'Insider Trading' at Symbiosis Law School, Pune on 25th March, 2013.

Dr. Sushama Chaudhari

1. Published in ISHA Monograph Vol. 13, No. 1 (ISSN-0974-214X). 'Leadership: Alchemy of Awareness' – 2013.
2. Presented paper jointly with Sunita Ramam (2012) on "Effect of Desired and Experienced Work Values, and Organization Climate on Job Satisfaction and Organization Commitment: An Exploration (With special reference to New Recruits in Public Sector General Insurance Company) at 13th Biennial Conference 2012 organized by International Society for the Study of Work and Organizational Values from June 24 to 27, 2012.
3. Received recognition by University of Pune as Ph. D. Guide, Panelist for Ph. D. Admission 2012, Symbiosis Institute of Research and Innovation, Pune and External Evaluator for Ph. D. Course Work in HRM and OB area, 2012 - Symbiosis Institute of Research and Innovation, Pune.
4. Participated in International Convention on "NVC: Embracing Interdependence" organized by Lifelong Learning Foundation at Kochi, India from January 13 to 19, 2013.
5. Delivered talk on 'Managing Gen Y: Opportunities and Challenges' in Tatva 2012: HR Summit' organized by National Insurance Academy, Pune on September 2012.

Mr. Girijesh Pathak

1. Published "Web 2.0 as a Strategic Tool to Gain Environmental, Social and Academic Lead for an Insurance Knowledge Management Organization", Page 25-39, Issue No. 162(2/2012), FAIR Review, A journal published by Federation of Afro-Asian Insurers and Reinsurers, Egypt.
2. Took part in the ECCH Case Awards Competition 2012 - Innovation in Case Teaching.
3. Published three courses on www.udemy.com. The course titles are:
 - a. Service Operations Management - Back to Basic.
<https://www.udemy.com/service-operations-management-back-to-basic/>
 - b. Inventory Control Concepts for Managers.
<https://www.udemy.com/inventory-control-concepts-for-managers/>
 - c. Quantitative Techniques.
<https://www.udemy.com/quantitative-techniques/>
4. Created and maintained blogs that are used in training/teaching:
 - a. www.nia-sql.blogspot.com

- b. www.nia-hardwaretips.blogspot.com
- c. www.nialife.blogspot.com

Mr. Sumesh Sheth

1. Published (2012): 'Genetic Underwriting' in *Bimaquest*, 12, (2), pp 26-31
2. Published (2013): 'Singapore Healthcare System: An overview' in *Bimaquest*, 13, (2), pp 52-59
3. Published (2012): 'Insurance: A Journey from B- Branch to e-Branch' in *Pravartak*, March-August, Volume VI(2), pp 37-42.
4. Conducted onshore training at BAI, Mauritius : Topic Health Insurance

Mr. P. C. James

1. Published an article in Asia Insurance Review, Issue of January 2013 'From Customer Protection to Customer Promotion'
2. Significant Research Projects, Studies on Analysis of 'Claims Tribunal Agreed Procedure' Delhi High Court for Implementation all over India completed on 30th April 2012 .

Dr. S. Doss

1. Presented a paper on "Portfolio Risk Management in Agriculture Insurance at FAIR International Conference held at Dhaka on 10-11, February 2013.
2. Speaker in Bancassurance Seminar conducted by Insurance Institute of India at Mumbai on 4th July 2012.
3. Completed a Research Project on "Estimation of Actuarial Fund Liability for Deposit Insurance Corporation of India (DICGC) during 2012-13".

Mr. Ravindranath Nayak

1. Published an article in Insurance Times, Issue of April 2013 'Reinsurance – A Mechanism in Mitigating Risk'.

Dr. S. D. Page

1. Invited for talk in UGC sponsored National Seminar on 'Global Scenario and New Trends in Indian Insurance Sector', at Nagpur, (worked as Chairperson for refereed research paper presentations and also gave invited talk on "IT in Insurance services"), December 27, 2012. Around 250 delegates from different parts of the country participated in this Conference.

Dr. Shalini Tiwari

1. Gaur, Sanjaya S., Shalini Pathak Tiwari and Hanoku Bathula (2012), "Ohanian's Celebrity Endorsers' Credibility Scale: Evaluation And Validation In The Context Of An Emerging Economy", International Journal Indian Culture and Business Management, Vol. 5, No. 2, pp 152-161.

Mr. Abhijeet Chattoraj

1. Presented paper on "Universal Health- Is it A Distant Dream or A Reality Coming True" at International Seminar on General Insurance : Emerging Issues jointly organised by Department Of Commerce, University of Calcutta and Indian Insurance Society, Kolkata,
2. Published a joint paper entitled "Mapping the Potential Of Health Insurance in Rural Market" along with Dr. Saroj Hiremath, Associate Professor, S.P.College, Pune in Insurance Times, March 2013 ISSN-0971-4480
3. Published a paper on "Logical way to Penetrate the Rural Health Insurance Market" in PR Communication Age, Kolkata vol. XV.No.12 March 2013
4. Published in Manthan, the research journal of Institute of Management & Career Course-ISSN 2229-5232 in 2012

Ms. Archana Singh

1. Presented Paper on "A Holistic Approach towards Evolving Risk-hedging Options for People of Smaller Means - Policy Lessons from a Handful of Bright Examples in India", *jointly with Mr. S K Dutta at FAIR International Seminar on "Agriculture and Micro Insurance: Experience in Afro-Asian Region"*, Dhaka, February 10-11, 2013.

Ms. Bhagyashri Sane

1. Published a paper titled "Resources Alert Service (RAS): Knowledge Resources Building and Dissemination for Insurance Industry" in proceedings of International Conference on Knowledge Management and Organization in the Digital Era (ICKMODE) between 17-19 January 2013 at Siddhaganga Institute of Technology, Tumkur.
2. Published a chapter "Documentation of library practices: An Essential Skill for Effective Library Management" in a book titled "Strategic Issues in Library Management" (pp.285-295) edited by Chandrakanta Swain, Sunil Kumar Satpathy and Bijayalaxmi Rautaray, published by Avon Publications; New Delhi in 2013 (ISBN 978-93-8183-902-7)

Examinations

NIA conducts following examinations:

- **Brokers Examinations** - NIA is only body in India recognized by IRDA for conducting Brokers' examination. During the year NIA conducted **5 (Five)** examinations, **1192** candidates appeared for the examination and **960** Passed. NIA also undertakes pre-examination training programmes for such candidates.
- **AICPCU** - NIA is a member of the Institute of Global Insurance Education (IGIE), which has affiliations with CPCU – USA, CII-London and Canadian Institute of Insurance. NIA has been authorized by the Institute of American Institute of Chartered Property and Casualty Underwriters (AICPCU) and IGIE, to conduct Online Examination for General Insurance and Life Insurance as Foundation Programme.

During the year 16 candidates appeared for the examination of which 11 candidates successfully cleared the examination.

- **Actuarial Examination** – NIA is a centre for examination of Institute of Actuaries of India.

INFRASTRUCTURE

The academy's infrastructure spread over 32 acres of land consists of hostel block with 5 hostels with a capacity to accommodate 172 participants, administrative block, teaching block consisting of 6 modern state-of-the-art classrooms, 8 syndicate rooms, 24 faculty rooms, Multi-purpose Hall, Library, Computer Centre, Kitchen, Dining Hall, Cafeteria and Reception, Auditorium with a capacity of 212, Meditation Hall, Gymnasium, Badminton Court and Swimming Pool. The campus also has a residential complex with 41 units.

The future plans of the Academy, as detailed in a subsequent paragraphs, require not only renovation and up-gradation of the existing infrastructure but also need additional infrastructure. Therefore, the Academy has already taken up expansion, renovation / up-gradation work of its infrastructure facilities. The NIA's Governing Board in its meeting held on 15.12.2012 has approved a budget of 4024.13 lacs.

LIBRARY

NIA Library is fully equipped to serve the needs of academy, students, trainees and Insurance Industry. It is one of the finest insurance libraries in India having choicest collection in both life and non life insurance areas. The main goal is to cater to all types of information needs of the users in respect of insurance and allied subjects. The reading room is equipped with almost all national and international journals in Insurance, Actuarial Science, Pensions and related areas as also journals for general awareness and entertainment. Stacking of the research publications is another value addition to the library.

The Library has a collection of 40,000+ books, journal holdings, VCDs, DVDs in the subject areas of Insurance, Management, Economics, Finance, Law and Information Technology keeping in mind the ever-increasing needs of the users. The Library also has a collection on Literature, History and Personality Development. The following table is a brief profile of the information resources added during the year as well as cumulative collection:

Sr. No.	Type of Resources	Quantity added in 2012-13	Cumulative Collection
1	No. of books added during the last financial year	469	23100
2	No. of periodicals	101	4000
3	No. of audio / video CDs added during the last financial year	72	VD98
4	Database (EBSCO, J-Gate, Proquest, J-Store)	4	
5	No. of Online journals added during the last financial year	14	

Library provides Reference Service, Bibliography Service, News Headlines Service, New Arrivals, Current Awareness Service, Photocopying service for PGDM students and MDP participants. Library orientation session for MDP participants and PGDM students is arranged regularly.

Digital Reference Desk, Scanner, Photocopying Machine facilities are made available for the users. Bar-coding of library books has been completed recently which ensures accuracy and saves time of the user. Library arranged an exhibition and display of Insurance books on “World Book and Copyright Day” on 23rd April 2013.

IT FACILITIES / ACTIVITIES

NIA has world class campus, wide state-of-the art information technology tools that are designed to meet the computing and communication needs of the Institute, students and trainees. NIA is having Campus-wide Local Area network which connects 400+ computers, 7 servers, routers, switches and other equipments. NIA has two IT Labs : FAIR IT Park (with 50 PCs) and Drucker IT Park (with 30 PCs). Internet Facility is available for all users through their desktops and for PGDM students using their laptops. Wi-Fi Connectivity is under testing by using D-Link NAPs.

Academy has Local Area Convergent Network for Data, Voice and Video through-out the campus. Academy has 10 MBPS leased line and 2 MBPS broadband line for Internet Connectivity. It has security solutions such as FIREWALL: Juniper netscreen SSG 550 Firewall, Proxy Server: Bluecoat Proxy Server SG510 Series and Kaspersky Endpoint Security 8.

Academy uses Video Conferencing facility for conducting meetings. Following setup is available in the board room for video conferencing:

- HD Videoconferencing System (Polycom-HDX7002XL)
- 40” HD LCD : Model (LG 42LD461C)
- Multipoint Software License for 4 sites (IP/ISDN)

Academy has 6 Nos. Toshiba Satellite laptops and 6 Nos. HP Probook laptops. It has 16 printers and 4 scanners. Apart from this, Academy has number of latest softwares, application softwares, in-house developed packages and network laboratory.

IT Infrastructure planned in future: Academy is planning to replace existing server with blade server, also planning Server Virtualisation by purchasing SAN storage, planning to implement ERP system and High end scanners for multipage document printing.

OTHER SIGNIFICANT ACTIVITIES

The Academy is Coordinating Body for several industry level committees like:

- Expert Committee to review and recommend Underwriting and Claims Management in Non-life Insurance Business with particular reference to Fire, Health, Motor and Foreign Operations business of Public Sector Insurance Companies.

- Committee on Investment Norms for Insurance and Pension Funds, constituted to review the investment pattern of Insurance and Pension sectors and examine the existing investment pattern being followed in Banking, Capital Market, Pension and Insurance Sector and suggest an investment pattern.

NIA celebrated the Foundation Days of the following companies:

Life Insurance Corporation of India	-	56 th Foundation of LIC on 1 st September 2012.
The Oriental Insurance Co. Ltd.	-	65 th Foundation Day on 12 th September 2012.
GIC Re	-	40 th Foundation Day on 22 nd November 2012.
National Insurance Co. Ltd.	-	107 th Foundation Day on 6 th December 2012.
United Inis Insurance Co. Ltd.	-	75 th Foundation Day on 18 th February 2013.

AWARDS

The Academy's excellence has been recognized by B-School Leadership Award given by Stars Group / ABP News successively for the last two years.



COLLABORATIONS

Academy pursues the academic excellence also through collaborations with other bodies such as

- FAIR
- Institute of Actuaries of India
- NIA Faculty members were invited by IIM Indore to address various sessions
- NIA Faculty members were invited by Indian Law Society, Pune for academic instructions to their students who have chosen the insurance as an elective.

Our future plans include evolving similar collaborations with the following:

- PGDM Exemptions - Insurance Institute of India, CII exemption
- Bombay Chamber of Commerce
- CII
- FICCI

Other important collaborations during the year are:

- NIA Delegation had participated and presented papers in Agriculture Insurance Seminar organised by Bangladesh Government and Insurance Association of Bangladesh
- Held interaction with participants from Bangladesh, Mauritius and Maldives of various MDP Programmes of NIA and visited Regulator and some of the Insurance Companies.

FUTURE PLANS

Some important future plans of the Academy are listed below:

- Actuarial course in collaboration with UK University
- Obtaining AIU accreditation (accreditation received on 25.7.2013)
- Positioning NIA as state of art International Institution known for its quality training in Finance and Insurance matters
- Building Centre of Excellence in Health Insurance
- Benchmarking our PGDM course with IIM-B
- Faculty development at par with IIMs
- Insurance consultancy for industrial houses
- Developing reference books
- Data Depository for Insurance Industry

FINANCIAL PERFORMANCE

Revenue

Total income of the Academy during the year 2012-13 was Rs. 1752.19 lacs, as against income of Rs. 1822.16 lacs during the previous year. The composition of Academy's income is as follows:

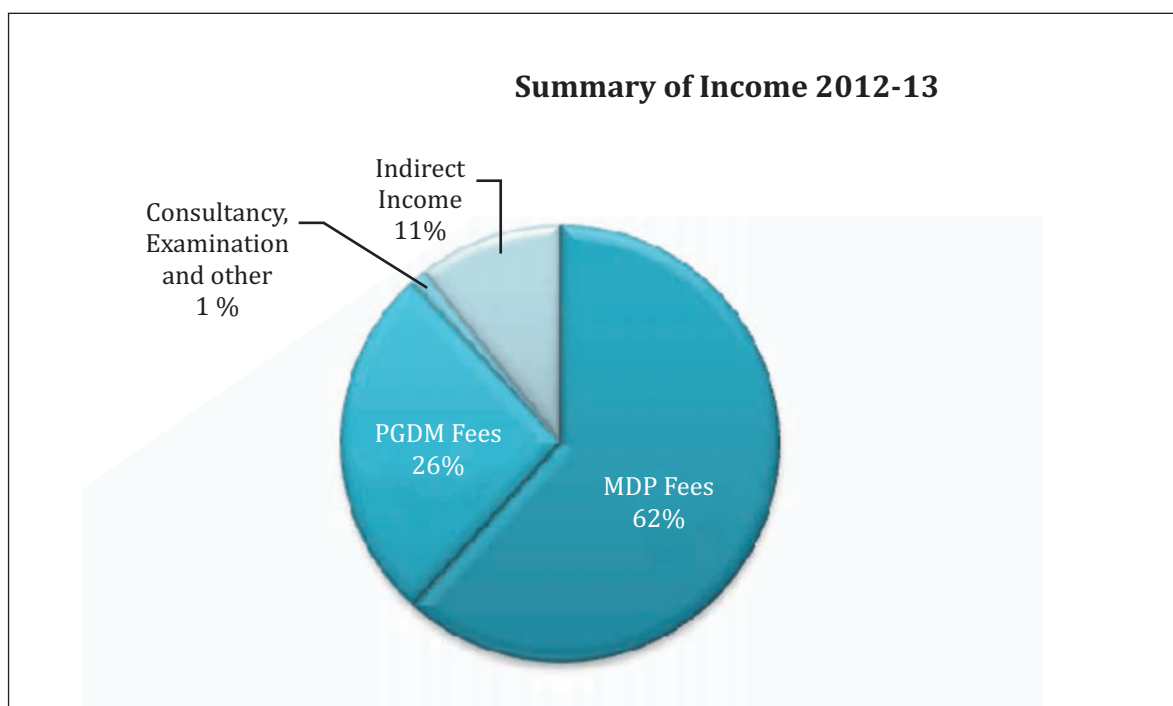
(Figures in lacs)

Revenue Source	2012-13	2011-12
Fees - Training Programme	1080.96	1285.93
PGDM	461.39	332.69
Investment income	148.16	108.52
Other income - Examination, use of infrastructure, sale of books, etc.	61.68	95.02
Total	1752.19	1822.16

The revenue from training programmes has come down from Rs. 1285.93 lacs in 2011-12 to Rs. 1080.96 lacs during 2012-13. This reduction in revenue of Rs. 204.97 lacs was mainly because of reduction in the number of programmes due to discontinuation of induction programmes for public sector probationers.

The revenue from PGDM fees has grown from Rs. 332.69 lacs during 2011-12 to Rs. 461.39 lacs during 2012-13. The increase of Rs. 128.70 lacs is attributable to the increase in number of students admitted to the course.

The income from investments has grown from Rs. 108.52 lacs during 2011-12 to Rs. 148.16 lacs during 2012-13. The growth is in tune with the growth of investments of the Academy.



Expenditure

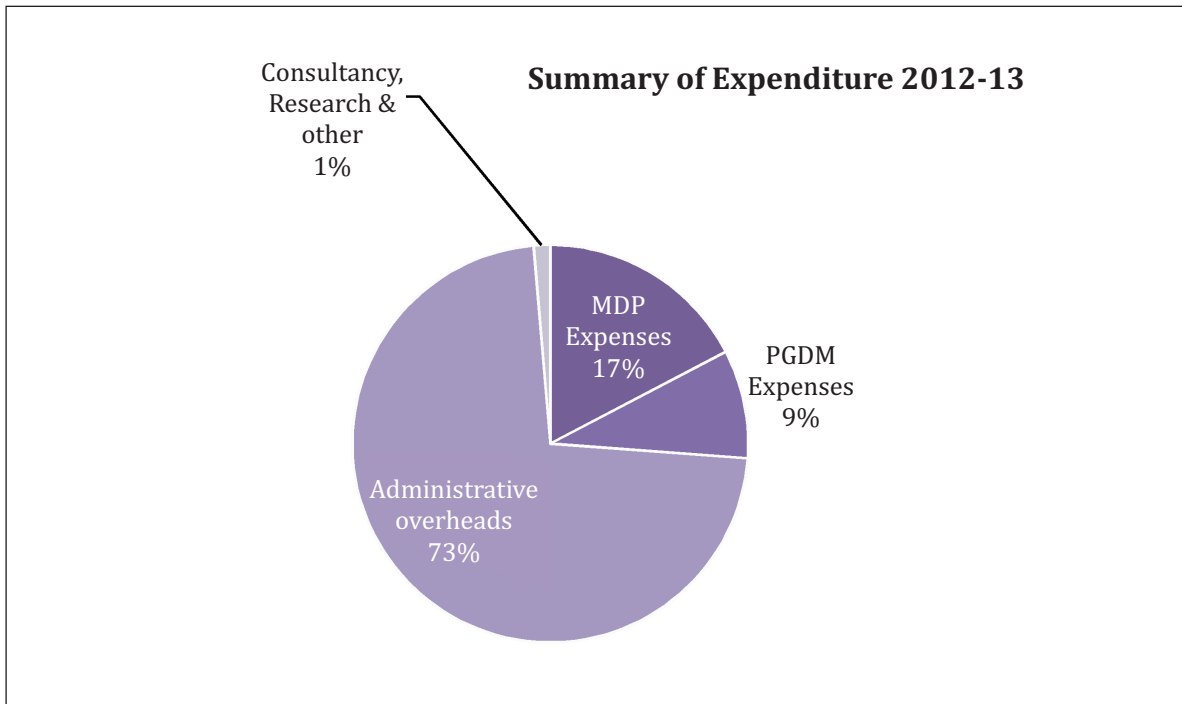
The expenditure of the Academy has gone up from Rs. 1514.21 lacs in 2011-12 to Rs. 1696.08 lacs in 2012-13.

Expenses	2012-13	2011-12
Expenses - Training Programme	293.76	335.70
PGDM	150.06	104.02
Overheads	1229.57	1051.24
Other expenditure – consultancy, research, examination, publication, etc.	22.69	22.45
Total	1696.08	1513.41

While the direct expenditure on training programmes has come down in tune with the reduced number of programmes, the PGDM expenses have gone up due to increase in the number of students.

The increase in expenditure is attributable to increase in the establishment expenses in

- a) Renovation of 3 VIP suits, 18 hostel rooms
- b) Re-asphalting of internal roads
- c) Renovation of quarters, children park equipments and modification of swimming pool



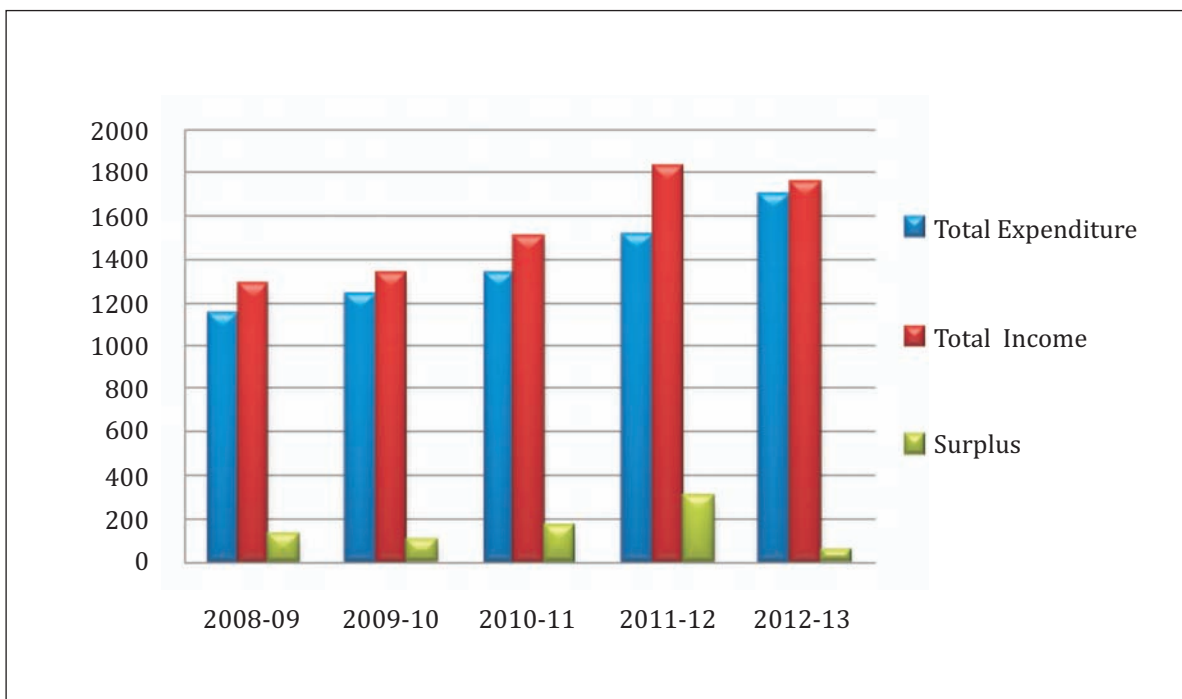
Surplus

The overall surplus has come down to Rs. 56.11 lacs during 2012-13 from Rs. 308.74 lacs during 2011-12. The reduction is mainly due to increased establishment expenses and reduced MDP revenue as explained above.

The following graphs give an overview of our financial performance during the last five years.

Income, Expenditure and Surplus for last 5 years

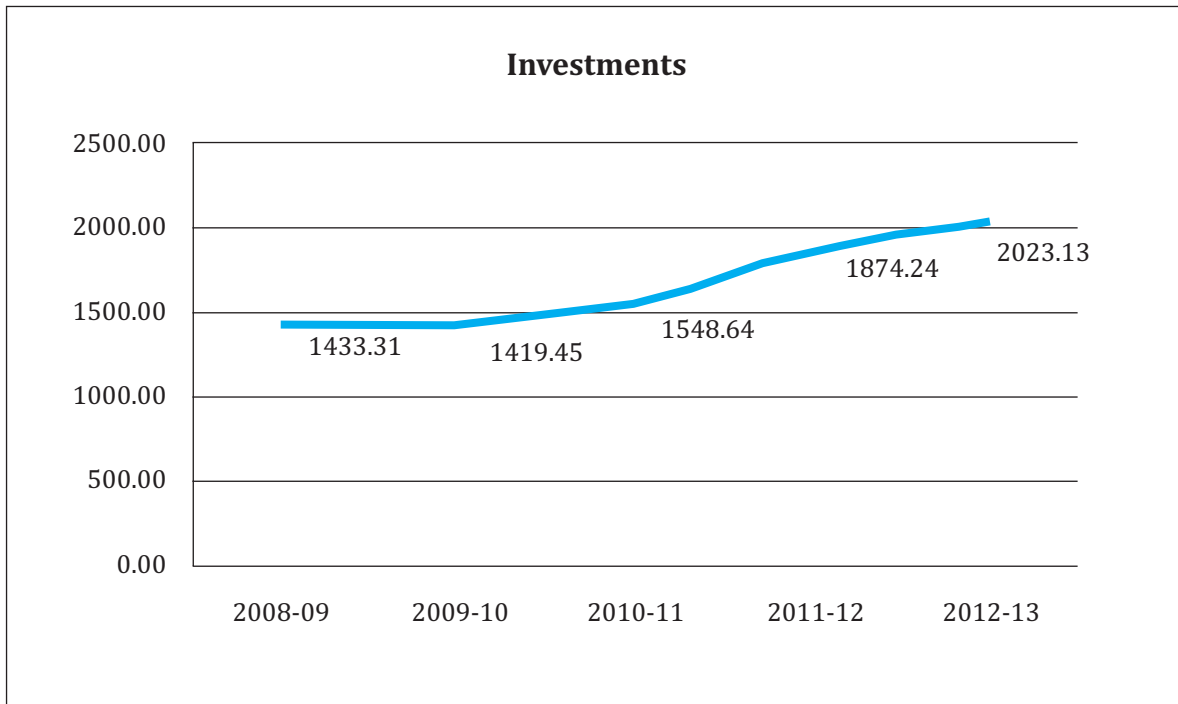
(Rs. in lacs)



Investments

The investments of the academy have gone up from Rs. 1874.24 lacs in 2011-12 to Rs. 2023.13 lacs at the end of 2012-13. The following chart provides the growth of Academy's investments over the last five years.

(Rs. in lacs)



ACKNOWLEDGEMENTS

NIA wishes to put on record its grateful thanks to the Government of India, particularly Ministry of Finance, Ministry of Human Resource Development, IRDA, the public sector and private sector insurance companies, AICTE, AIU, NAAC, DTE, the recruiting companies, Banks, faculty from other academic institutions, visiting faculty of NIA, distinguished speakers, other players in the academic field, NIA Alumni members, members of the media and citizens of Pune who have always willingly supported the cause of NIA. NIA would like to thank all the contractors and employees of contractors for providing all types of services to the Academy. NIA would also like to thank the Chairman and Members of the Governing Board and the Society for their guidance and the faculty and staff for their co-operation and contribution in making NIA what it is today and what it is poised to be after today.

**AUDITED
FINANCIAL STATEMENTS**

M/S GHARPURE & ASSOCIATES
CHARTERED ACCOUNTANTS

Off : 1ST FLOOR, RAMCHANDRA SMRUTI,
1223, SADASHIV PETH, PUNE 30.
E-mail : gharpure_mak@rediffmail.com
: (O) 32902656
Mobile : 9822479660

In the matter of Bombay Public Trust Act, 1950

We have audited the attached Balance Sheet, Income & Expenditure and Receipt & Payment Account of National Insurance Academy as at 31st March, 2013. These financial statements are the responsibility of the Trust's management. Our responsibility is to express an opinion on these financial statements based on our audit. We report that:

Subject to Note forming part of the Accounts No. 1.3.2, 1.8, .2 and our management report/or the year ended on 31/03/2013.

We report that:

- 1 (a) The accounts are maintained regularly with the provisions of the Bombay Trust Act, 1950 and Rules made their under;
- (b) The receipts and disbursements are proper shown in the Accounts;
- (c) The cash balance on hand of Rs. 17064.50/- was in agreement with the accounts;
- (d) All books, deeds, accounts as required by us were produced before us;
- (e) Register of movable and immovable assets is properly maintained;
- (t) Accounts Officer appeared before us and furnished necessary information required by us
- (g) No property or funds of the Academy were applied for any object or purpose other than the objects of the Academy;
- (h) No money of the Academy has been invested contrary to the provisions of Section 35;
- (i) During the year under review, there were no items of repairs and renovation involving cash expenditure individually exceeding Rs.5000/- where proper approval was not obtained.
- (j) During the course of audit, we have not come across any alienation of immovable property contrary to the provisions of Section 36;
- (k) As a charitable trust and as an educational institution expenditure incurred for education, research, and income of the Academy is considered exempt from Income Tax in terms of the relevant provisions of the Income Tax Act, 1961;
- (l) The Academy has been following straight line method of depreciation using rates based on the estimated useful life of the fixed assets except that the gross value of block of assets is not matching with the schedules;
- (m) The budget has been filed in the form as prescribed by Rule 16A;

2. And having regard to the provisions of the Memorandum of Association and Rules and Regulations by which the Academy is governed, we further report that in respect of the year ended 31st March, 2013:
- (i) The number of members of the Governing Board as maintained during the year was within the maximum number stipulated in the Trust Deed;
 - (ii) Rule 13 of the Rules and Regulations of the Academy specifies that the governing Board shall meet at least once in three months. Accordingly during the financial year under report four meetings of the Board were held;
 - (iii) The minutes book of the proceedings of the meetings was maintained;
 - (iv) No member has any interest in the investment of Academy;
 - (v) No Trustee was a debtor of the Academy as on 31st March, 2013 except for programmed fees receivable from certain insurance companies.

Place: Pune

Date: 18/06/2013.

**For M/s. Gharpure & Associates;
Chartered Accountants**

**M.M. Gharpure
Partner**

BALANCE SHEET AS ON 31.03.2013

	Schedule	Current Year Rs.	Previous Year Rs.
SOURCES OF FUNDS			
Trust Fund or Corpus	1	2500000.00	2500000.00
Campus Fund	2	289097758.16	264056458.16
Endowments	3	13606711.26	12553634.64
Sponsored Awards (NET)	4	31373.13	31373.13
Other Funds	5	218427665.55	209843119.47
Productivity Linked Corpus	6	9243594.00	8391044.00
Sub-Total		532907102.10	497375629.40
Current Liabilities & Provisions	7	21493005.09	17072108.23
TOTAL		554400107.19	514447737.63
APPLICATION OF FUNDS			
Campus Fund Assets (NET)	8	259264454.29	247575646.12
Endowment Assets	9	11833323.62	10691178.62
Other Fixed Assets Including Insurance Lab (NET)	10	7178086.00	5699610.76
General Fund Investments	11	188527110.20	174714539.90
Library Books		1.00	1.00
Current Assets, Loans and Advances	12	87597132.08	75766761.23
TOTAL		554400107.19	514447737.63

NOTE: Previous year's figures have been regrouped where necessary to conform to the current year's Classification.

As per our report of even date attached.

-sd-
M/S GHARPURE & ASSOCIATES
Chartered Accountants

-sd-
MEMBER
Governing Board

-sd-
CHAIRMAN
Governing Board

-sd-
ARVIND KUMAR
Director

Date : 03/08/2013

Place : Pune

INCOME & EXPENDITURE FOR THE YEAR ENDED 31.03.2013

	Schedule	Current Year Rs.	Previous Year Rs.
INCOME			
Training Programme Fees	18	105025095.46	124514330.49
Training Advisory/Action Research/Consulting	19	4770763.00	9793048.39
PGP Income	20	46139475.00	33268150.00
Contribution to Endowment Chairs		1000000.00	1000000.00
Interest	21	14816575.91	10852100.05
Other Income	22	3099027.27	2472342.01
Profit on Sale of Assets		368550.00	316000.00
Provision for Expense no Longer Required		0.00	80789.10
		175219486.64	182296760.04
EXPENDITURE			
Establishment Expenses	23	36914523.36	31425915.70
Objects of the Trust	24		
MDP Direct Training Expenses		29375908.40	33570433.50
PGDM Direct Training Expenses		15005932.32	10400121.69
Indirect Expenses		68447885.61	64439038.77
Depreciation	8 page 2 & 10	19863845.87	11586294.67
		169608095.56	151421804.33
Excess of Income over Expenditure Transferred to General Fund		5611391.08	30874955.71

As per our report of even date attached.

-sd-
M/S GHARPURE & ASSOCIATES
Chartered Accountants

-sd-
MEMBER
Governing Board

-sd-
CHAIRMAN
Governing Board

-sd-
ARVIND KUMAR
Director

Date : 03/08/2013

Place : Pune

SCHEDULES TO BALANCE SHEET

	Current Year Rs.	Previous Year Rs.
SCHEDULE 1 - TRUST FUND		
Balance as per last year	2500000.00	2500000.00
	2500000.00	2500000.00
SCHEDULE 2 - CAMPUS FUND		
Balance as per last year	264056458.16	256588273.16
ADD Received From Member Companies towards renovation of rooms	25039485.00	7466107.00
ADD Interest earned(net)	1815.00	2078.00
ADD Profit on sale of assets	0.00	0.00
	289097758.16	264056458.16
SCHEDULE 3 - ENDOWMENTS		
C.D.DESHMUKH PROFESSORSHIP ENDOWMENT		
Balance as per last year	6795728.04	6190685.21
ADD Interest Received	604216.56	605042.83
ADD Appreciation in Investments	0.00	0.00
	7399944.60	6795728.04
BODA PROFESSORSHIP ENDOWMENT		
Balance as per last year	1971476.51	1828498.68
ADD Interest Received	43122.43	39966.33
ADD Appreciation in Investments	126846.00	103011.50
	2141444.94	1971476.51
MARSH PROFESSORSHIP ENDOWMENT		
Balance as per last year	1250732.65	1143303.36
ADD Interest Received	118074.28	107429.29
	1368806.93	1250732.65
DINKAR TARA ENDOWMENT		
Balance as per last year	66350.50	64800.00
ADD Interest Received	6240.50	5550.50
LESS Expenditure incurred	-5000.00	-4000.00
	67591.00	66350.50
MAHDEO N.PARCHURE ENDOWMENT		
Balance as per last year	66826.22	62356.17
ADD Interest Received	3868.78	4470.05
LESS Expenditure incurred	-2500.00	0.00
	68195.00	66826.22

	Current Year Rs.	Previous Year Rs.
RAM M. MOGHE ENDOWMENT		
Balance as per last year	138355.88	129871.02
ADD Interest Received	9463.26	8484.86
LESS Expenditure incurred	0.00	0.00
	147819.14	138355.88
J B BODA D B BODA ENDOWMENT		
Balance as per last year	167143.18	158717.04
ADD Interest Received	11257.97	8426.14
LESS Expenditure incurred	0.00	0.00
	178401.15	167143.18
Dr. DASRATHI MOHAPATRA ENDOWMENT		
Balance as per last year	125330.54	117753.68
ADD Interest Received	10646.10	7576.86
LESS Expenditure incurred	0.00	0.00
	135976.64	125330.54
Shri LINGARAJ MISHRA ENDOWMENT		
Balance as per last year	125754.68	117754.68
ADD Interest Received	9444.30	8000.00
LESS Expenditure incurred	0.00	0.00
	135198.98	125754.68
A. S. GUPTA ENDOWMENT		
Balance as per last year	1460178.08	1380178.08
Interest Received	89649.15	80000.00
LESS Expenditure incurred	0.00	0.00
	1549827.23	1460178.08
ISACA GOLD MEDAL FOR I.T. EXCELLENCE INSTITUTED BY NIA		
Balance as per last year	203762.52	191762.52
Interest Received	12242.45	12000.00
Expenditure incurred	0.00	0.00
	216004.97	203762.52
MA AZIZ ANSARI GOLD MEDAL		
Balance as per last year	181995.84	169995.84
Interest Received	15504.84	12000.00
Expenditure incurred	0.00	0.00
	197500.68	181995.84
TOTAL SCHEDULE 3	13606711.26	12553634.64

	Current Year Rs.	Previous Year Rs.
SCHEDULE 4 - SPONSORED AWARDS		
SUVARNA LATKAR AWARD		
Balance as per last year	36287.00	36287.00
Income Received	0.00	0.00
Expenditure incurred	0.00	0.00
	36287.00	36287.00
HEMLATA TROPHY		
Balance as per last year	186.00	186.00
Income Received	0.00	0.00
Expenditure incurred	0.00	0.00
	186.00	186.00
AON GLOBAL AWARD		
Balance as per last year	-8313.12	-8313.12
Income Received	0.00	0.00
Expenditure incurred	0.00	0.00
	-8313.12	-8313.12
SAVITA BALDEV THAKRAL AWARD		
Balance as per last year	3213.25	3213.25
Income Received	0.00	0.00
Expenditure incurred	0.00	0.00
	3213.25	3213.25
TOTAL SCHEDULE 4	31373.13	31373.13
SCHEDULE 5 - GENERAL FUNDS		
STAFF WELFARE FUND		
Balance as per last year	298760.04	298760.04
ADD Additions during the year	0.00	0.00
LESS Expenses incurred	0.00	0.00
	298760.04	298760.04
CAPITAL RESERVE		
Balance as per last year	10307719.17	9918013.82
ADD Transfer from Income & Expenditure (being amounts spent by way of capital expenditure not related to campus)	7178086.00	1350914.75
LESS Assets sold/written off during the year	0.00	-961209.40
Sub-Total	17485805.17	10307719.17

	Current Year Rs.	Previous Year Rs.
INCOME & EXPENDITURE ACCOUNT		
Balance as per last year	126516541.37	105524316.78
ADD Excess of Income over Expenditure	5611390.08	30874955.71
LESS Transferred to Capital Reserve (Being amounts spent by way of capital expenditure not related to Campus)	-7178086.00	-1350914.75
ADD Transferred from Depreciation Fund	38101050.85	0.00
LESS Transferred to Depreciation Fund	0.00	-11586294.67
ADD Depreciation written back on Asset sold/written off	0.00	2249821.90
ADD Correction in Cenvat Credit taken in 2011-12	-33193.00	0.00
ADD General Fund Assets written off	0.00	961209.40
ADD PLC Forfeited now written back	16449.00	18447.00
Less Interest on Quantum Optima Balance of previous years written back	0.00	-15000.00
ADD Receivable from Member Companies related to Renovation	232189.00	0.00
LESS: Transfer to PGDM Membership Fees	-110000.00	0.00
ADD Written back of EMBA fee	49240.00	0.00
ADD Transfers from Retention and Advance Income	140699.00	0.00
LESS: Transfer to Leave encashment Fund	-160000.00	-160000.00
Sub-Total	163186280.30	126516541.37
DEPRECIATION FUND		
Balance as per last year	38101050.85	28764578.08
ADD: Transfers during the year	-38101050.85	11586294.67
LESS: Depreciation written back on Assets sold /written off	0.00	-2249821.90
	0.00	38101050.85
INSURANCE LABORATORY FUND		
Balance as per last year	15220686.19	14095095.35
ADD Interest Received	128046.76	1085529.73
ADD Appreciation on Investments	49536.99	40061.11
	15398269.94	15220686.19
COMPUTER LAB / CONFERENCE HALL FUND		
Balance as per last year	9000000.00	9000000.00
	9000000.00	9000000.00
WATER PIPELINE FUND		
Balance per last year	6000000.00	6000000.00
	6000000.00	6000000.00
LEAVE ENCASHMENT FUND		
Balance as per last year	1239169.27	1079169.27
Transfer from Income & Expenditure	160000.00	160000.00
	1399169.27	1239169.27
SEVA FUND		
Balance as per last year	83321.50	175774.50
ADD Received during the year	0.00	0.00
LESS Expenditure Incurred	0.00	-92453.00
	83321.50	83321.50
STUDENTS WELFARE FUND		
Balance as per last year	303652.00	329283.00
ADD Received during the year	108300.00	17000.00
LESS Paid during the year	0.00	-42631.00
	411952.00	303652.00

	Current Year Rs.	Previous Year Rs.
ASSOCIATE MEMBERSHIP FUND		
Balance as per last year	500000.00	500000.00
Transfers during the year	0.00	0.00
	500000.00	500000.00
PGP STUDENTS ALUMNI FUND		
Balance as per last year	1292861.08	1525875.83
Net Income/Expenditure during the year	1435888.25	-233014.75
Less Transferred to PGP Students Samagam Fund	-297886.30	0.00
Membership Fees	206000.00	0.00
	2636863.03	1292861.08
PGP STUDENTS SAMAGAM FUND		
Balance as per last year	0.00	0.00
Additions during the year	297886.30	0.00
Less Expenditure Incurred	0.00	0.00
	297886.30	0.00
CASE STUDY-PGP CURRICULUM		
Balance as per last year	700000.00	700000.00
Transfers during the year	0.00	0.00
	700000.00	700000.00
PGDM SCHOLARSHIP FUND		
Balance as per last year	0.00	0.00
Transfers during the year	750000.00	0.00
	750000.00	0.00
QUESTION BANK DEVELOPMENT FOR GIPSA	279358.00	279358.00
	279358.00	279358.00
TOTAL SCHEDULE 5	218427665.55	209843119.47
SCHEDULE 6 - PRODUCTIVITY LINKED CORPUS		
Balance as per last year	8391044.00	8923088.00
ADD Transfers during the year (out of income of fin. Year 2011-12)	1605398.00	841185.00
ADD Interest Received on Redemption of Deposits	37513.00	21379.00
LESS Income & Expenditure account	-16449.00	0.00
LESS PLI corpus paid to employees leaving service & corresponding corpus reduced	-773912.00	-1394608.00
TOTAL SCHEDULE 6	9243594.00	8391044.00
SCHEDULE 7 - CURRENT LIABILITIES & PROVISIONS		
(i) Outstanding Expenses	9377824.50	6766374.78
(ii) Earnest Money and Security Deposit	8750251.00	3791681.00
(iii) Fees Received in Advance for Training Programmes & PGDM	697443.00	4606628.33
(iv) Sundry Liabilities	486531.51	121351.15
(v) Retention Amount from Contractors & Faculty Members	1073290.86	880268.86
vi) Funds Earmarked for Employees Development	8009.50	8009.50
vii) Advance Income Received for Pravartak	0.00	65699.00
viii) TDS of Earlier Years Recoverable by Gipsa	27000.00	27000.00
ix) Duties & Taxes	1072654.72	712076.36
x) Excess Fees Received to be Adjusted against Future Programmes	0.00	93019.25
TOTAL SCHEDULE 7	21493005.09	17072108.23

SCHEDULE 8 page 1

CAMPUS FUND ASSETS

SCHEDULE TO BALANCE SHEET

	Face Value (Rs.)	Market Value (Rs.)	Book Value	
			Current Year (Rs.)	Previous Year (Rs.)
A. BANK BALANCES : Savings Account with Bank of Maharashtra	0.00	0.00	21310.29	19495.29
B. CAMPUS DEVELOPMENT : (details as per page 2)	0.00	0.00	259243144.00	247556150.83
	0.00	0.00	259264454.29	247575646.12

NOTE: Previous years figures have been regrouped where necessary to conform to the current year's classification

CAMPUS DEVELOPMENT AS ON 31-03-2013

SCHEDULE TO BALANCE SHEET

Sr No	Particular	Gross Block 31/03/2012	Addition 2012-13	Assets Written Off 2012-13	Gross Block 31/03/2013	Total Depreciation 31/03/2012	Depre-ciation 2012-13	Depreciation Written Off	Gross Depreciation 31/03/2013	Book Value 31/03/2012	Book Value 31/03/2013
1	Land	342125.00	0.00	0.00	342125.00	0.00	0.00	0.00	0.00	342125.00	342125.00
2	Land Development/Beautification	1787644.45	687269.00	0.00	2474913.45	0.00	0.00	0.00	0.00	1787644.45	2474913.45
3	Campus Building	66767680.23	399049.00	0.00	67166729.23	27324538.06	1283256.17	0.00	28607794.23	39443142.17	38558935.00
4	Campus Furniture	748672.01	0.00	0.00	748672.01	748672.01	0.00	0.00	748672.01	0.00	0.00
5	Electrical Fixture	122192.92	0.00	0.00	122192.92	122192.92	0.00	0.00	122192.92	0.00	0.00
6	Creation of Educational Facility	437518.51	0.00	0.00	437518.51	437509.53	8.98	0.00	437518.51	9.00	0.00
7	Golf Course	354503.78	0.00	0.00	354503.78	313295.70	41207.08	0.00	354502.78	41208.08	1.00
8	Water Pipeline Project	7889575.66	0.00	0.00	7889575.66	473374.53	157791.51	0.00	631166.04	7416201.13	7258409.62
9	II-Phase Expansion										
	II-Phase Beautification	460826.81	0.00	0.00	460826.81	279529.40	46082.68	0.00	325612.08	181297.41	135214.80
	Rooms & Garage at MBA Hostel	17251858.07	0.00	0.00	17251858.07	1689310.03	345037.16	0.00	2034347.19	15562548.04	15217510.88
	Tapovan Renovation	276891.68	0.00	0.00	276891.68	193824.11	27689.15	0.00	221513.26	83067.57	55378.42
	Furniture	6820012.61	0.00	0.00	6820012.61	5432567.42	682001.26	0.00	6114568.68	1387445.19	705443.93
	Equipments	2668715.96	0.00	0.00	2668715.96	1418449.82	266871.59	0.00	1685321.41	1250266.14	983394.55
	Electrical Fixture	742385.21	0.00	0.00	742385.21	413223.15	74238.52	0.00	487461.67	329162.06	254923.54
	Kitchen Equipment	1461841.00	0.00	0.00	1461841.00	1057945.00	403890.00	0.00	1461835.00	403896.00	6.00
	Fire Fighting Equipment	70150.00	0.00	0.00	70150.00	56121.00	7015.00	0.00	63136.00	14029.00	7014.00
	Gymkhana Equipment	884870.79	0.00	0.00	884870.79	642717.96	88522.64	0.00	731240.60	242152.83	153630.19
	EPABX System	88639.87	0.00	0.00	88639.87	70909.80	8863.98	0.00	79773.78	17730.07	8866.09
	Insurance Lab Infrastructure	75434.45	0.00	0.00	75434.45	52804.68	7543.44	0.00	60348.12	22629.77	15086.32
	Upgradation of Infrastructure	9398788.40	0.00	0.00	9398788.40	2456232.39	230426.14	0.00	2686658.53	6942556.01	6712129.87
	S T Plant Upgradation	172472.95	0.00	0.00	172472.95	106275.66	17247.30	0.00	123522.96	66197.29	48949.99
10	Expansion by LIC, GIC & GIPSA Companies										
	New Buildings	121201153.00	1117860.00	0.00	122319013.00	7272069.18	2446380.26	0.00	9718449.44	113929083.82	112600563.56
	Plant & Machinery	17009781.00	0.00	0.00	17009781.00	5102934.30	1700978.10	0.00	6803912.40	11906846.70	10205868.60
	Electrical Fixture Etc	11397801.00	0.00	0.00	11397801.00	3419340.30	1139779.92	0.00	4559120.22	7978460.70	6838680.78
11	Conference Hall										
	Work In Progress- Insurance Lab	11876317.52	0.00	0.00	11876317.52	0.00	0.00	0.00	0.00	11876317.52	11876317.52
	Work In Progress- Computer Lab	11876317.52	0.00	0.00	11876317.52	0.00	0.00	0.00	0.00	11876317.52	11876317.52
12	Renovation of Hostel & Office Rooms										
	Civil Work	8790345.96	12910480.00	0.00	21700825.96	225305.68	434016.52	0.00	659322.20	8565040.26	21041501.73
	Air Conditioners	774600.00	1496002.00	0.00	2270602.00	154920.00	227060.20	0.00	381980.20	619680.00	1888621.80
	Electrical Fittings & Fixtures	556486.00	0.00	0.00	556486.00	111297.20	55648.60	0.00	166945.80	445188.80	389540.20
	Electronic Items	84360.00	9886954.00	0.00	9971314.00	84360.00	4943477.00	0.00	5027837.00	0.00	4943477.00
	Furniture	808134.00	0.00	0.00	808134.00	161626.80	80813.46	0.00	242440.26	646507.20	565693.74
	Mattresses	0.00	178484.00	0.00	178484.00	0.00	17848.40	0.00	17848.40	0.00	160635.60
	Roads	4643779.00	232189.00	0.00	4875968.00	464377.90	487596.80	0.00	951974.70	4179401.10	3923993.30
13											
	TOTAL	307841875.36	26908287.00	0.00	334750162.36	60285724.53	15221291.86	0.00	75507016.39	247556150.83	259243144.00
	PREVIOUS YEAR 2011-12	299838276.74	9292211.12	1288612.50	307841875.36	51839363.79	9734973.24	1288612.50	60285724.53	247998912.95	247556150.83

	Current Year Rs.	Previous Year Rs.
SCHEDULE 9 - ENDOWMENT ASSETS		
C.D.DESHMUKH ASSETS		
Balance as per last balance sheet	5932625.00	5858732.00
ADD Invested during the year	5752000.00	4162625.00
LESS Investment encashed during the year	-4952000.00	-4088732.00
SUB-TOTAL (Details as per Schedule 14)	6732625.00	5932625.00
ADD Interest Accrued	190733.92	215790.15
ADD Saving Bank Balance	42377.76	19815.97
	6965736.68	6168231.12
BODA PROFESSORSHIP.ASSETS		
Balance as per last balance sheet	1448572.80	1333736.30
ADD Invested during the year	561846.00	1113572.80
LESS Investment encashed during the year	-335000.00	-998736.30
SUB-TOTAL (Details as per Schedule 15)	1675418.80	1448572.80
ADD Interest Accrued	10611.76	43303.56
ADD Saving Bank Balance	80658.58	4844.35
Sub-Total	1766689.14	1496720.71
MARSH PROFESSORSHIP ASSETS		
Balance as per last balance sheet	1101050.00	1086000.00
ADD Invested during the year	980000.00	771050.00
LESS Investment encashed during the year	-980000.00	-756000.00
SUB-TOTAL (Details as per Schedule 15)	1101050.00	1101050.00
ADD Interest Accrued	32504.78	35289.40
ADD Saving Bank Balance	24697.51	3839.51
	1158252.29	1140178.91
DINKAR TARA INVESTMENT		
Balance as per last balance sheet	60000.00	60000.00
ADD: During the year	0.00	0.00
SUB-TOTAL (Details as per Schedule 16)	60000.00	60000.00
ADD: Interest accrued during the year	1403.00	0.00
	61403.00	60000.00

	Current Year Rs.	Previous Year Rs.
MAHDEO N.PARCHURE INVESTMENT		
Balance as per last balance sheet	50000.00	50000.00
ADD: During the year (Details as per Schedule 16)	0.00	0.00
Sub-Total	50000.00	50000.00
ADD: Interest accrued during the year	0.00	391.22
	50000.00	50391.22
RAM M. MOGHE INVESTMENT		
Balance as per last balance sheet	100000.00	100000.00
ADD: During the year (Details as per Schedule 16)	0.00	0.00
Sub-Total	100000.00	100000.00
ADD: Interest accrued during the year	4637.26	0.00
	104637.26	100000.00
J B BODA D B BODA INVESTMENT		
Balance as per last balance sheet	120000.00	120000.00
ADD: During the year (Details as per Schedule 16)	0.00	0.00
Sub-Total	120000.00	120000.00
ADD: Interest accrued during the year	3580.27	3902.30
	123580.27	123902.30
DR. DASRATHI MOHAPATRA INVESTMENT		
Balance as per last balance sheet	100000.00	100000.00
ADD: During the year (Details as per Schedule 16)	0.00	0.00
Sub-Total	100000.00	100000.00
ADD: Interest accrued during the year	641.10	0.00
	100641.10	100000.00
MR. LINGARAJ MISHRA INVESTMENT		
Balance as per last balance sheet	100000.00	100000.00
ADD: During the year (Details as per Schedule 16)	0.00	0.00
Sub-Total	100000.00	100000.00
ADD: Interest accrued during the year	2338.00	1089.81
	102338.00	101089.81

	Current Year Rs.	Previous Year Rs.
A. S. GUPTA INVESTMENT		
Balance as per last balance sheet	1000000.00	1000000.00
ADD: During the year (Details as per Schedule 16)	0.00	0.00
	1000000.00	1000000.00
ADD: Interest accrued during the year	86671.23	13622.52
	1086671.23	1013622.52
ISACA GOLD MEDAL FOR IT EXCELLENCE INSTITUTED BY NIA INVESTMENT		
Balance as per last balance sheet	150000.00	150000.00
ADD: During the year (Details as per Schedule 16)	0.00	0.00
	150000.00	150000.00
ADD: Interest accrued during the year	373.97	1798.19
	150373.97	151798.19
M.A.AZIZ ANSARI GOLD MEDAL		
Balance as per last balance sheet	150000.00	150000.00
ADD: During the year (Details as per Schedule 16)	0.00	0.00
	150000.00	150000.00
ADD: Interest accrued during the year	13000.68	35243.84
	163000.68	185243.84
TOTAL SCHEDULE 9	11833323.62	10691178.62

SCHEDULE--10

OTHER FIXED ASSETS AS ON 31-03-2013

SCHEDULE TO BALANCE SHEET

Sr No.	Particulars	As On 31/03/2012	Additions 2012-13	Written off/Sold 2012-13	Gross Value 31/03/2013	Depreciation Upto 31/03/2012	Depreciation 2012-13	Depreciation Written off	Total Depreciation 31/03/2013	Book Value On 31/03/2012	Book Value 31/03/2013
1	Furniture & Fixture	2648494.55	0.00	0.00	2648494.55	1998303.70	175679.03	0.00	2173982.73	650190.85	474511.82
2	Office Equipments	1577360.53	887052.00	0.00	2464412.53	773385.01	224949.83	0.00	998334.84	803975.52	1466077.69
3	Sports Equipments	114954.00	0.00	0.00	114954.00	78270.40	10881.40	0.00	89151.80	36683.60	25802.20
4	Musical Instruments	44955.00	0.00	0.00	44955.00	44511.00	0.00	0.00	44511.00	444.00	444.00
5	Tools	36151.50	0.00	0.00	36151.50	32761.80	3380.70	0.00	36142.50	3389.70	9.00
6	Electrical Fixture	103398.50	0.00	0.00	103398.50	96124.91	1955.20	0.00	98080.11	7273.59	5318.39
7	Kitchen Equipment	177737.50	23326.00	0.00	201063.50	157412.95	8271.35	0.00	165684.30	20324.55	35379.20
8	Computer Centre	584976.95	4756168.00	0.00	5341144.95	579772.85	2995777.00	0.00	3575549.85	5204.10	1765595.10
9	Motor Car	801335.60	0.00	0.00	801335.60	601001.94	120200.34	0.00	721202.28	200333.06	80132.72
10	Electronic Equipments	896859.00	90990.00	0.00	987849.00	652297.40	290040.00	0.00	942337.40	244562.00	45512.00
11	Creation of Educational Facility - Upavan	589183.96	0.00	0.00	589183.96	530265.59	58903.40	0.00	589168.99	58918.37	14.97
12	Solar Water Heater System	1136346.84	0.00	0.00	1136346.84	909077.44	113634.68	0.00	1022712.12	227269.40	113634.72
13	Medical Instruments	84510.00	0.00	0.00	84510.00	44817.00	8451.00	0.00	53268.00	39693.00	31242.00
14	Computer Lab	858898.24	0.00	0.00	858898.24	429449.13	85889.82	0.00	515338.95	429449.11	343559.29
15	Energy Conservation Equipment	652557.00	238247.00	0.00	890804.00	65255.70	89080.40	0.00	154336.10	587301.30	736467.90
16	Children Park Equipment	0.00	125246.25	0.00	125246.25	0.00	12524.64	0.00	12524.64	0.00	112721.61
A	TOTAL VALUES	10307719.17	6121029.25	0.00	16428748.42	6992706.82	4199618.79	0.00	11192325.61	3315012.15	5236422.61
B	Insurance Laboratory	3883452.59	0.00	0.00	3883452.59	1996229.29	388345.25	0.00	2384574.54	1887223.30	1498878.05
	Windmill	606555.25	0.00	0.00	606555.25	109179.94	54589.97	0.00	163769.91	497375.31	442785.34
	TOTAL A+B	14797727.01	6121029.25	0.00	20918756.26	9098116.05	4642554.01	0.00	13740670.06	5699610.76	7178086.00
	PREVIOUS YEAR 2011-12	14408021.7	1350914.75	961209.4	14797727.01	8208004.02	1851321.43	961209.40	9098116.05	6200018.46	5699610.76

	Current Year Rs.	Previous Year Rs.
SCHEDULE 11 INVESTMENTS		
GENERAL FUND INVESTMENTS		
Balance as per last balance sheet	174714539.90	135098318.90
ADD Invested during the year	128594570.30	107932000.00
LESS Investments encashed during the year	-114782000.00	-68315779.00
(Details as per Schedule 13)	188527110.20	174714539.90
LIBRARY BOOKS		
Balance as per last Balance Sheet	1.00	1.00
ADD Purchases during the current year	197471.00	133424.12
LESS Amounts Written off	-197471.00	-133424.12
	1.00	1.00
SCHEDULE 12 CURRENT ASSETS		
LOANS AND ADVANCE ASSETS		
INSURANCE LABORATORY ASSETS		
Balance as per last Balance Sheet	2397357.45	9657296.34
ADD Invested during the year	1735536.99	1897357.45
LESS Investments encashed during the year	1686000.00	-9157296.34
Sub-Total	2446894.44	2397357.45
ADD: Interest accrued during the year now written back	30520.00	11808.04
(Details as per Schedule 17)	2477414.44	2409165.49

	Current Year Rs.	Previous Year Rs.
INTEREST ACCRUED ON INVESTMENTS	3292701.28	5665697.79
RECEIVABLES		
Programme Fees	20737123.89	21569509.11
Others	7069706.00	5059170.56
Renovation Exp receivable from Member Companies	23695650.00	5876107.00
	51502479.89	32504786.67
CASH AND BANK BALANCES		
Cash Balance	17064.50	9791.50
In Current Account With Bank of Maharashtra	865422.91	73002.17
In Savings Account With Bank of Maharashtra	1590065.71	4861736.62
In Savings Account With Bank of Maharashtra (EEFC)	0.00	263241.17
In Savings Account With ICICI Bank	267814.70	183060.47
In Savings Account Trustees Empl.Superannuation account with Bank of Maharashtra	45556.00	1334.00
	2785923.82	5392165.93
LOANS & ADVANCES		
Prepaid Expenses (Periodical Journals, Insurance Premiums & Service Contracts)	3422500.25	3017862.92
Advance Exp for future Programmes (Memento's/Gifts on hand)	8197.00	0.00
Tax Deducted at Source	10797801.60	15010158.29
Service Tax	-26312.36	0.00
Service Tax Cenvat Credit	-91219.24	228002.36
To employees	701678.96	494824.20
To others	512333.16	341998.19
TDS on perks Receivable from LIC of India	198341.00	177542.00
DEPOSITS		
Telephone Authorities	60100.00	57100.00
PLC Deposit	9240199.00	8391044.00
With Others	1108415.00	920415.00
	25932034.37	28638946.96
CLOSING STOCK OF MATERIALS		
Cleaning Material & Electrical consumables	1044957.71	821730.39
Stationery	514706.74	334268.00
Stock of civil material on hand	46913.83	0.00
	1606578.28	1155998.39
TOTAL SCHEDULE 12	87597132.08	75766761.23

SCHEDULE 13

INVESTMENTS

SCHEDULE TO BALANCE SHEET

	Face Value (Rs.)	Market Value (Rs.)	Book Value	
			Current Year (Rs.)	Previous Year (Rs.)
IN SECURITIES :				
GROWTH PLAN				
1 Birla Mutual Fund	6311157.00	16168719.00	12818104.59	5533104.59
2 Principal Mutual Fund	9362372.00	18312968.00	12412570.30	8000000.00
3 SBI Mutual fund	1779716.00	6869952.00	5873009.53	3673009.53
4 ICICI Prudential Mutual fund	6916473.00	16351637.00	13076425.78	7276425.78
5 Templeton Mutual Fund	411386.00	4799391.00	3500000.00	3500000.00
6 Reliance Mutual Fund	713097.00	1692675.00	1500000.00	1500000.00
7 Birla Mutual Fund (Dividend option)	784152.00	930389.00	800000.00	800000.00
Sub-Total	26278353.00	65125731.00	49980110.20	30282539.90
8 Bank of Maharashtra	33600000.00	33600000.00	33600000.00	25900000.00
9 ICICI Bank	2000000.00	2000000.00	2000000.00	12000000.00
10 IDBI Bank	32782000.00	32782000.00	32782000.00	13800000.00
11 Corporation Bank	10650000.00	10650000.00	10650000.00	21850000.00
12 State Bank of India	1500000.00	1500000.00	1500000.00	1500000.00
13 Kotak Mahindra Bank Ltd	8000000.00	8000000.00	8000000.00	26500000.00
14 State Bank of Mysore	19615000.00	19615000.00	19615000.00	37882000.00
15 Allahabad Bank	15000000.00	15000000.00	15000000.00	0.00
16 Union Bank of India	15400000.00	15400000.00	15400000.00	0.00
17 GOI 8% Taxable bonds	0.00	0.00	0.00	5000000.00
TOTAL	164825353.00	203672731.00	188527110.20	174714539.90

* Last quoted price if quoted during the last six months

NOTE: Previous year's figures have been regrouped where necessary to conform to the current year's classification.

SCHEDULE 14

INVESTMENTS

SCHEDULE TO BALANCE SHEET

	Face Value (Rs.)	Market Value (Rs.)	Book Value	
			Current Year (Rs.)	Previous Year (Rs.)
C. D. DESHMUKH PROFESSORSHIP INVESTMENTS				
(A) SECURITIES				
(i) Bank of Maharashtra	600625.00	600625.00	600625.00	850625.00
(ii) IDBI Bank	500000.00	500000.00	500000.00	300000.00
(iii) Corporation Bank	0.00	0.00	0.00	200000.00
(iv) Kotak Mahindra Bank Ltd	0.00	0.00	0.00	1300000.00
(iv) Principal Mutual Fund	188466.00	461342.00	300000.00	300000.00
(v) State Bank of Mysore	4632000.00	4632000.00	4632000.00	2982000.00
(vi) Union Bank of India	700000.00	700000.00	700000.00	0.00
Total	6621091.00	6893967.00	6732625.00	5932625.00
ADD Interest accrued during the year	0.00	0.00	190733.92	215790.15
ADD Savings Bank Balance	0.00	0.00	42377.76	19815.97
TOTAL Refer to Schedule 9	6621091.00	6893967.00	6965736.68	6168231.12

** Last quoted price if quoted during the last six months

NOTE : Previous year's figures have been regrouped where necessary to conform to the current year's classification.

SCHEDULE 15

INVESTMENTS

SCHEDULE TO BALANCE SHEET

	Face Value (Rs.)	Market Value (Rs.)	Book Value	
			Current Year (Rs.)	Previous Year (Rs.)
BODA PROFESSORSHIP INVESTMENTS				
SECURITIES				
(I) Bank of Maharashtra	110825.00	110825.00	110825.00	160825.00
(ii) Kotak Mahindra Bank	0.00	0.00	0.00	230000.00
(iii) State Bank of Mysore	150000.00	150000.00	150000.00	0.00
(iv) Principal Mutual Fund	1040656.00	1186778.00	1184593.80	1057747.80
(v) Union Bank of India	230000.00	230000.00	230000.00	0.00
Sub-Total	1531481.00	1677603.00	1675418.80	1448572.80
ADD Interest Accrued during the year	0.00	0.00	10611.76	43303.56
ADD Savings Bank Balance	0.00	0.00	80658.58	4844.35
Refer to Schedule 9 TOTAL	1531481.00	1677603.00	1766689.14	1496720.71
MARSH PROFESSORSHIP INVESTMENTS				
(FOREIGN)				
SECURITIES				
(I) Union Bank of India	170000.00	170000.00	170000.00	0.00
(ii) Bank of Maharashtra	181050.00	181050.00	181050.00	181050.00
(iii) IDBI Bank	50000.00	50000.00	50000.00	50000.00
(iv) Kotak Mahindra Bank Ltd	0.00	0.00	0.00	170000.00
(v) State Bank of Mysore	700000.00	700000.00	700000.00	700000.00
Sub-Total	1101050.00	1101050.00	1101050.00	1101050.00
ADD: Interest accrued during the year	0.00	0.00	32504.78	35289.40
ADD: Savings Bank Balance	0.00	0.00	24697.51	3839.51
Refer to Schedule 9 TOTAL	1101050.00	1101050.00	1158252.29	1140178.91

** Last quoted price if quoted during the last six months

NOTE: Previous year's figures have been regrouped where necessary to conform to the current year's classification.

SCHEDULE 16

INVESTMENTS

SCHEDULE TO BALANCE SHEET

	Face Value (Rs.)	Market Value (Rs.)	Book Value	
			Current Year (Rs.)	Previous Year (Rs.)
DINKAR TARA INVESTMENT				
01) Bank of Maharashtra	60000.00	60000.00	60000.00	0.00
02) IDBI Bank Ltd	0.00	0.00	0.00	60000.00
TOTAL DINKAR TARA INVESTMENT	60000.00	60000.00	60000.00	60000.00
Interest accrued during the year	0.00	0.00	1403.00	0.00
REFER SCHEDULE 9 DINKAR TARA INVESTMENT	60000.00	60000.00	61403.00	60000.00
MAHADEO N. PARCHURE INVESTMENT				
01) Birla Cash Plus	27095.00	50872.00	50000.00	0.00
02) GOI 8% Taxable bonds	0.00	0.00	0.00	50000.00
TOTAL M. N. PARCHURE INVESTMENT	27095.00	50872.00	50000.00	50000.00
Interest accrued during the year	0.00	0.00	0.00	391.22
REFER SCHEDULE 9 MAHADEO N. PARCHURE INVESTMENT	27095.00	50872.00	50000.00	50391.22
RAM M. MOGHE INVESTMENT				
01) GOI 8% Taxable bonds	0.00	0.00	0.00	100000.00
02) Bank of Maharashtra	100000.00	100000.00	100000.00	0.00
TOTAL RAM M. MOGHE INVESTMENT	100000.00	100000.00	100000.00	100000.00
Interest accrued during the year	0.00	0.00	4637.26	0.00
REFER SCHEDULE 9 RAM M. MOGHE INVESTMENT	100000.00	100000.00	104637.26	100000.00
J. B. BODA D. B. BODA INVESTMENT				
01) GOI 8% Taxable bonds	0.00	0.00	0.00	120000.00
02) IDBI Bank	120000.00	120000.00	120000.00	0.00
TOTAL J. B. BODA D. B. BODA INVESTMENT	120000.00	120000.00	120000.00	120000.00
Interest accrued during the year	0.00	0.00	3580.27	3902.30
REFER SCHEDULE 9 J. B. BODA D. B. BODA INVESTMENT	120000.00	120000.00	123580.27	123902.30
DR. DASRATHI MOHAPATRA INVESTMENT				
01) GOI 8% Taxable bonds	0.00	0.00	0.00	100000.00
02) Union Bank of India	100000.00	100000.00	100000.00	0.00
TOTAL DR. DASRATHI MOHAPATRA INVESTMENT	100000.00	100000.00	100000.00	100000.00
Interest accrued during the year	0.00	0.00	641.10	0.00
REFER SCHEDULE 9 DR. DASRATHI MOHAPATRA INVESTMENT	100000.00	100000.00	100641.10	100000.00

Schedule 16 (continued)

	Face Value (Rs.)	Market Value (Rs.)	Book Value	
			Current Year (Rs.)	Previous Year (Rs.)
SHRI LINGARAJ MISHRA INVESTMENT				
01) GOI 8% Taxable bonds	0.00	0.00	0.00	100000.00
02) Bank of Maharashtra	100000.00	100000.00	100000.00	0.00
TOTAL SHRI LINGARAJ MISHRA INVESTMENT	100000.00	100000.00	100000.00	100000.00
Interest accrued during the year	0.00	0.00	2338.00	1089.81
REFER SCHEDULE 9 SHRI LINGARAJ MISHRA INVESTMENT	100000.00	100000.00	102338.00	101089.81
A. S. GUPTA INVESTMENT				
01) GOI 8% Taxable bonds	0.00	0.00	0.00	1000000.00
02) State Bank of Mysore	1000000.00	1000000.00	1000000.00	0.00
TOTAL A. S. GUPTA INVESTMENT	1000000.00	1000000.00	1000000.00	1000000.00
Interest accrued during the year	0.00	0.00	86671.23	13622.52
REFER SCHEDULE 9 A. S. GUPTA INVESTMENT	1000000.00	1000000.00	1086671.23	1013622.52
ISACA GOLD MEDAL FOR IT EXCELLENCE INSTITUTED BY NIA				
01) GOI 8% Taxable bonds	0.00	0.00	0.00	150000.00
02) State Bank of Mysore	150000.00	150000.00	150000.00	0.00
TOTAL ISACA GOLD MEDAL FOR IT EXCELLENCE INVESTMENT	150000.00	150000.00	150000.00	150000.00
Interest accrued during the year	0.00	0.00	373.97	1798.19
REFER SCHEDULE 9 ISACA GOLD MEDAL FOR IT EXCELLENCE INVESTMENT	150000.00	150000.00	150373.97	151798.19
MA. AZIZ ANSARI GOLD MEDAL				
01) Bank of Maharashtra	0.00	0.00	0.00	150000.00
02) State Bank of Mysore	150000.00	150000.00	150000.00	0.00
Interest accrued during the year	0.00	0.00	13000.68	35243.84
REFER SCHEDULE 9 MA. AZIZ ANSARI GOLD MEDAL INVESTMENT	150000.00	150000.00	163000.68	185243.84

** Last quoted price if quoted during the last six months

NOTE: Previous year's figures have been regrouped where necessary to conform to the current year's classification.

SCHEDULE 17

INVESTMENTS

INSURANCE LABORATORY FUND INVESTMENTS

	Face Value (Rs.)	Market Value (Rs.)	Book Value	
			Current Year (Rs.)	Previous Year (Rs.)
SECURITIES				
1) Birla Mutual Fund	157375.00	658788.00	300000.00	300000.00
2) Principal Mutual Fund	404892.00	461744.00	460894.44	411357.45
3) IDBI Bank	468000.00	468000.00	468000.00	0.00
4) Kotak Mahindra Bank Ltd	0.00	0.00	0.00	200000.00
5) Union Bank of India	200000.00	200000.00	200000.00	0.00
6) State Bank of Mysore	1018000.00	1018000.00	1018000.00	1486000.00
TOTAL INSURANCE LAB INVESTMENTS	2248267.00	2806532.00	2446894.44	2397357.45
ADD Interest Accrued	0.00	0.00	30520.00	11808.04
TOTAL INSURANCE LAB INVESTMENTS	2248267.00	2806532.00	2477414.44	2409165.49

** Last quoted price if quoted during the last six months

NOTE: Previous year's figures have been regrouped where necessary to conform to the current year's classification.

SCHEDULES TO INCOME AND EXPENDITURE ACCOUNT

	Current Year Rs.	Previous Year Rs.
SCHEDULE 18 TRAINING PROGRAMME FEES		
Training Programme Fees	103781097.96	123680095.49
Assignments Abroad	1243997.50	834235.00
	105025095.46	124514330.49
SCHEDULE 19 TRAINING ADVISORY / ACTION RESEARCH/CONSULTING		
Training Advisory	3071750.00	4079250.00
Action Research/ Examination Fees	1699013.00	5713798.39
	4770763.00	9793048.39
SCHEDULE 20 PGP INCOME		
PGP Fees	45931875.00	33072500.00
Application Fees etc.	207600.00	195650.00
	46139475.00	33268150.00
SCHEDULE 21 INTEREST		
Securities	13772829.57	10285569.84
Bank Balances	821321.00	452176.00
Electricity, Water Deposit	132613.98	76922.00
Loans to Staff	27241.06	37432.21
Appreciation /Diminution on Investments	62570.30	0.00
	14816575.91	10852100.05
SCHEDULE 22 OTHER INCOME		
Members & Associate Members Contribution	123949.00	120404.00
Income From Sale of Books	581037.00	0.00
Rent from Property	2159106.00	2011511.50
Miscellaneous Income	209034.94	284093.17
Income from Library Services	25900.33	21833.34
Income from NIA-SPD	0.00	16500.00
Income from AICPCU-IGIE Online Examination	0.00	18000.00
	3099027.27	2472342.01

SCHEDULE 23

STATEMENT OF ESTABLISHMENT EXPENSES

SCHEDULES TO INCOME AND EXPENDITURE ACCOUNT

Particulars	Current Year Rs.	Previous Year Rs.
1 Governing Board & General Body Meeting Expenses	460174.75	71965.15
2 Administrative Staff : Salaries, Allowances, Contributions to Provident Fund & Retirement benefits etc.	26795651.57	23763074.86
3 Conveyance	12340.00	3429.00
4 Staff Expenses	1119920.95	1115229.05
5 Insurance Premium	1020723.25	688977.32
6 Security Charges	2554703.79	2099522.48
7 Non Agricultural Tax	0.00	0.00
8 Pune Municipal Corporation Tax	2558012.00	2558010.00
9 Advertisement Expense	537482.72	121667.00
10 Recruitment Expenses	0.00	0.00
11 Audit Fees	327479.31	257106.00
12 Legal & Professional Fees	1528035.02	746934.84
Total	36914523.36	31425915.70

NOTE: Previous year's figures have been regrouped where necessary to conform to the current year's classification.

SCHEDULE 24

STATEMENT OF EXPENSES ON OBJECTS OF THE TRUST

SCHEDULES TO INCOME AND EXPENDITURE ACCOUNT

Particulars	Current Year Rs.	Previous Year Rs.
1. Expenses on Training and Research Projects		
A. Training Programmes		
a. Catering Services	10554197.88	19169136.05
b. Honorarium to internal,external faculty	9595071.72	5649084.46
c. Transport, travelling and conveyance for external faculty etc.	919113.40	883756.00
d. Recreation & Entertainment for participants	915515.25	918758.00
e. Transportation for participants	2967809.75	2697652.80
f. Maintenance Housekeeping at Hostel	4424200.40	4252046.19
MDP Direct Training Exp.	29375908.40	33570433.50
B PGP Expenses	15005932.32	10400121.69
C Marketing Research- Cash Expenses	0.00	0.00
D Action Research/Consulting Expense	1542425.10	1837803.51
E Academic Staff Salaries, allowances, contribution to Provident Fund & retirement benefits.	27502373.95	28740541.26
2 Expenses on publications	318598.33	407857.12
3 Printing and Stationery	1592248.26	1879875.74
4 Postage, telegram and telephone expenses	1823237.68	1636872.71
5 Electricity	13983081.59	13799947.69
6 Library Books written off	197471.00	133424.12
7 Periodicals, Journals & Newspapers	775672.60	1326011.25
TOTAL C/F	92116949.23	93732888.59

SCHEDULE 24

STATEMENT OF EXPENSES ON OBJECTS OF THE TRUST

SCHEDULES TO INCOME AND EXPENDITURE ACCOUNT

Particulars	Current Year Rs.	Previous Year Rs.
TOTAL B/F	92116949.23	93732888.59
8 Motor Car,Running & Maintenance expenses	214091.76	118585.70
9 Travelling Expenses (includes Faculty Development Travel)	1820732.88	1193242.15
10 Institutional Membership, Membership Subscription, Faculty Development fees .	52813.00	91455.58
11 Maintenance of Premises :	12813085.76	9789167.15
12 Water Charges	996624.00	1308413.00
13 Hostel/Cafeteria Furnishings	589472.25	950195.40
14 Computer Maintenance	1831322.71	1186234.39
15 Bank Charges, Miscellaneous Expenses etc.	53980.14	39412.00
16 Expert Committee meeting expenses	1932585.60	0.00
17 Expenses on Publication of Books	408069.00	0.00
Sub-Total Indirect Expenses	68447885.61	64439038.77
Total	112829726.33	108409593.96

Note : Previous years figures are regrouped wherever necessary

NOTES TO THE ACCOUNTS

1. Significant Accounting Policies

1.1 Basis of Preparation of financial statements

The financial statements are prepared on the accrual basis under the historical cost convention in accordance with Generally Accepted Accounting Policies, applicable accounting standards issued by the Institute of Chartered Accountants of India and the provisions of the Bombay Public Trust Act.

1.2 Use of Estimates

The preparation of financial statements requires management to make certain estimates and assumptions that affects the amounts reported in the financial statements and notes thereto. Differences between actual results and estimates are recognized in the period in which they materialize.

1.3 Fixed Assets

1.3.1) Fixed assets are stated at their original cost including freight, non refundable duties, tax and all direct and indirect expenses which are specifically attributable to acquisition and installation .The Schedule 8 page 2 and Schedule 10 to Balance Sheet shows the Gross Block Depreciation and Net Block. The Academy maintains since inception the Fixed Assets Register showing itemised items of Assets considering Straight Line Value as the opening balance of each year and new purchases is added to the opening balance less write offs thereby tallying with the Ledger balances.

1.3.2) As per the policy followed by the trust since inception, Library Books have been written off in the Year of purchase instead of depreciating the same on yearly basis.

1.4 Depreciation/ Amortisation

Depreciation is charged on a pro-rata basis on the straight line method over the estimated useful lives of the assets determined as follows:

a)	Furniture	10%
b)	Office Equipment	10%
c)	Audio Visual Equipment	35%
d)	Medical Instruments	10%
e)	Motor Car	15%
f)	Tools	10%
g)	Sports Equipment	10%
h)	Computer Centre	50%
i)	Buildings	2%
j)	Plant & Machinery	10%
k)	Electrical Fixtures	10%
l)	Kitchen Equipment	10%
m)	Electronic Equipments	50%
n)	Software	100%
o)	Windmill	9%

1.5 Inventories

Consumable Stores are valued at cost on First in First out (FIFO) basis.

1.6 Income Recognition

Income from training services is recognised on the basis of terms and conditions in the relevant contract.

1.7 Foreign currency transactions

- 1.7.1) Transactions in foreign currency are translated at the exchange rates prevailing on the date of the transaction.
- 1.7.2) Exchange gains or losses arising out of fluctuation in exchange rates on settlement during the year/ translation at the year-end are recognized in the Income and Expenditure Account.

1.8 Retirement benefits

1. Contribution made to Provident Fund is charged off to Income and Expenditure Account. All the amounts paid towards leave encashment payments on retirement or on termination of services of the Academie's employees are charged off to Income and Expenditure Account in the year of its payments. In addition to this the Trust is transferring a fixed amount of Rs. 160000 to Leave Encashment Fund every year on add hoc basis which is not as per Actuarial Valuation.
2. The Academy has carried out investigation of its operations for the previous 10 years, by M/s BDO Consulting Pvt. Ltd. The report of the same is placed before the Governing Board of NIA. A civil suit has been filed against Dr.K.C.Mishra Ex Director NIA Pune, on the grounds of Irregularities related to MBA program offered by NIA, Infrastructural irregularities, Financial irregularities in his capacity as Director NIA during the period fro 29/07/1999 till 31/08/2009. The Academy has tightened procedures and purchase of goods and services based on the guidelines from CVC, LIC and other PSU's.
3. The Academy has a Group Gratuity –cum-Life Assurance Scheme of LIC. Every year as per LIC intimation the Academy pays the premium for Gratuity Fund as per the valuation carried out by LIC.
4. The following decisions have been taken during the year
 - A case has been filed against Dr. Sapovadia Ex Director NIA Pune for undertaking various foreign trips without the approval of the Governing Board of NIA.
 - Dr. Smita Totade HOD, IT under suspension has filed a writ petition before Mumbai High court a notice of which has been served by her advocate, the date of hearing is on 4th July. She has challenged her suspension. NIA has issued charge sheet for conducting a departmental inquiry against her. She was suspended for her failure in her supervisory capacity for irregularities in IT related matters and purchase without following the prescribed procedure.
 - Mr. R.Das Associate Professor was terminated from service for unethical and undesirable use of IT facilities in the NIA Computer Centre.

ANNEXURE

LIST OF PROGRAMMES CONDUCTED DURING 2012-2013

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
	ON NIA CAMPUS PROGRAMMES			
	We Care (Programme for NIA Staff)	12.04.2012 13.04.2012		Mr. R.Das / Dr. Shalini Tiwari
1	Programme on Actuarial Practices in Life Insurance	16.04.2012 18.04.2012	0.5	Mrs. Kiran Chugh
2	Programme on Insurance Regulations (Non-Life) I	16.04.2012 18.04.2012	0.5	Mr. P.C. James
3	Programme on Audit (United India)	16.04.2012 18.04.2012	0.5	Mr. Deepak Sangal
4	Programme on Data Centre Management	16.04.2012 18.04.2012	0.5	Dr. Mrs. S.D. Totade/ Mr. R. Das
5	Programme on Introduction to RDBMS using MySQL (Life) I	16.04.2012 21.04.2012	1	Mr. Anil Bansode
6	Programme on Distribution Channel Management (Life) I	19.04.2012 21.04.2012	0.5	Mr. S.V. Sharma
7	Management of Motor Underwriting & Claims (OD) (Non-Life) I	19.04.2012 21.04.2012	0.5	Dr. P.S.N. Reddy
8	Trainers Training Programme (Life) I	23.04.2012 28.04.2012	1	Dr. S.D.Totade
9	Programme on IT Management (Combined) I	23.04.2012 28.04.2012	1	Mr. R. Das/ Mr. Girijesh Pathak
10	Programme on -Java - Level 1 (Introduction to Programming in Java) (Life) I	23.04.2012 28.04.2012	1	Dr. S.D. Page
11	Programme on Estate Management & Office Services (Non-Life) I	23.04.2012 25.04.2012	0.5	Mr. H.J. Dholkia
12	Programme for Retiring Executives (Non-Life) I	23.04.2012 25.04.2012	0.5	Mr. R.P. Samal
13	Programme on Financial Awareness (Life) I	26.04.2012 28.04.2012	0.5	Dr.S. Uma
14	Leadership Programme for Middle Level Executives (Life) I	30.04.2012 05.05.2012	1	Mr. Sumesh Sheth
15	Programme on Communication & Presentation Skills (Life) I	30.04.2012 05.05.2012	1	Mrs. Kiran Chugh
16	Programme on HRM & Industrial Relations (Non-Life) I	30.04.2012 05.05.2012	1	Mr. S.N. Dash
17	Programme on Information Security Awareness (Life) I	03.05.2012 05.05.2012	0.5	Dr. Mrs. S.D. Totade
18	General Management Programme for Middle Level Executives (Life) I	07.05.2012 16.05.2012	1.5	Mr. S.V. Sharma
19	Programme on Techno Marketing in General Insurance (Non-Life)	07.05.2012 12.05.2012	1	Mr. Abhijeet Chatteraj
20	Programme on Database Administration - MySQL (Life) I -5 days	07.05.2012 11.05.2012	0.5	Mr. R. Das

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
21	Programme on Health Insurance (Life) I	10.05.2012 12.05.2012	0.5	Mr. Sumesh Sheth
22	Prevention of Insurance Frauds (Non-Life) I	14.05.2012 19.05.2012	1	Mr. P.C. James
23	Executive Development Programme for General Insurance Executives (Non-Life) I	14.05.2012 19.05.2012	1	Dr. Shalini Tiwari
24	Basic Hardware Engineering Maintenance Tips for Effective Utilization & Networking Basics (United) I	14.05.2012 19.05.2012	1	Mr. Anil Bansode
25	Programme on Financial Awareness (Life) II	17.05.2012 19.05.2012	0.5	Dr.S. Doss
26	Programme on HRM & Industrial Relations (Life) I	21.05.2012 26.05.2012	1	Mr. M.R.Balakrishnan
27	Management of Project Insurance (Non-Life) I	21.05.2012 26.05.2012	1	Mr. Deepak Sangal
28	Programme on Spreadsheet Based Business Analysis (New India) I	21.05.2012 23.05.2012	0.5	Mr. Girijesh Pathak
29	Workshop on Distribution Channel Management (Non-Life)	21.05.2012 23.05.2012	0.5	Dr. S. Doss
30	Managing People at Work (Non-Life) I	28.05.2012 02.06.2012	1	Mr. S.N. Dash
31	Programme on Health Insurance (Non-Life) I	28.05.2012 02.06.2012	1	Mr. Abhijeet Chatteraj
32	Programme on Cyber Laws & Cyber Liabilities (Combined) I	28.05.2012 02.06.2012	1	Dr. Mrs. S.D. Totade
33	Programme on Integrated CRM (Life) I	28.05.2012 30.05.2012	0.5	Dr. Shalini Tiwari
34	Programme on Spreadsheet Based Business Analysis (New India) II	28.05.2012 30.05.2012	0.5	Mr. Girijesh Pathak
35	Comprehensive Technical Programme in Life Insurance (Life) I	04.06.2012 16.06.2012	2	Mr. M.K. Taunk
36	Management of Fire Insurance & Business Interruption (Non-Life) I	04.06.2012 09.06.2012	1	Mr. Deepak Sangal
37	Programme on Financial Awareness (Life) III	04.06.2012 06.06.2012	0.5	Mr. M.C. Patwardhan
38	Programme on Retail Insurance (Non-Life) I	11.06.2012 16.06.2012	1	Mr. Abhijeet Chatteraj
39	Programme for Women Managers (Combined) I	11.06.2012 16.06.2012	1	Dr. S. Uma
40	Programme on Database Administration - MySQL (Life) II (5 Days)**	11.06.2012 15.06.2012	1	Mrs. Seema Deshpande
41	Programme for Young Executives (Life) I	18.06.2012 07.07.2012	3	Mr. Basavaraju
42	Programme on Effective Claims Management (Non-Life) I	18.06.2012 23.06.2012	1	Mr. R.P. Samal

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
43	Programme for Ombudsman Officials (Combined)	18.06.2012 20.06.2012	0.5	Mr. P.C. James
44	Programme on Financial Awareness (Life) IV	25.06.2012 27.06.2012	0.5	Dr. S. Uma
45	Insurance Management Programme for Industrial Customers Non-Life)	25.06.2012 27.06.2012	0.5	Mr. Deepak Sangal
46	Programme on Java - Level 2 (Object Oriented Programming in Java) (LIC of India) I	25.06.2012 30.06.2012	1	Dr. S.D. Page
47	Programme on Networking (Basic) (Life) I	25.06.2012 30.06.2012	1	Mr. R. Das
48	Management of Marine Hull Insurance (Non-Life) I	28.06.2012 30.06.2012	0.5	Mr. H.J. Dholakia
49	Property Insurance (Fire & Engineering) (Non-Life) I	02.07.2012 07.07.2012	1	Mr. Deepak Sangal
50	Web Enabled Application Development using Linux (Life) I	02.07.2012 07.07.2012	1	Mr. R. Das
51	Programme on Insurance Technology Trends (Combined) I	02.07.2012 07.07.2012	1	Mr. Girijesh Pathak
52	Programme on Accounts & Finance (Oriental)	02.07.2012 04.07.2012	0.5	Dr. S. Uma
53	Financial Awareness Programme (Non-Life) I	05.07.2012 07.07.2012	0.5	Mr. M.C. Patwardhan
54	Programme on Communication & Presentation Skills (Life) II	09.07.2012 14.07.2012	1	Mr. S.V. Sharma
55	Programme on Financial Awareness (Life) V	09.07.2012 11.07.2012	0.5	Dr. S. Uma
56	Management of Liability Insurance (Non-Life) I	09.07.2012 11.07.2012	0.5	Mr. P.C. James
57	Programme on Information Security Awareness (Life) II	09.07.2012 11.07.2012	0.5	Dr. Mrs. S.D. Totade
58	Programme on CDA & Vigilance (Non-Life)	12.07.2012 14.07.2012	0.5	Mr. H.J. Dholakia
59	Customer Relationship Programme (Oriental)	12.07.2012 14.07.2012	0.5	Dr. Shalini Tiwari
60	Programme on Marketing Strategies (Life) I	16.07.2012 21.07.2012	1	Mr. P. Muralcedharan
61	Programme on IT Awareness (Life) I	16.07.2012 21.07.2012	1	Mr. M.K. Taunk
62	Managing Industrial Relations (Non-Life) I	16.07.2012 18.07.2012	0.5	Mr. S.N. Dash
63	Reinsurance Management (Non-Life) I	19.07.2012 21.07.2012	0.5	Mr. Ravindranath Nayak
64	Leadership Programme for Middle Level Executives (Life) II	23.07.2012 28.07.2012	1	Mr. Sumesh Sheth

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
65	Programme on Risk Based Underwriting (Non-Life) I	23.07.2012 28.07.2012	1	Mr. Ravindranath Nayak
66	Programme on Cyber Laws & Cyber Liabilities (Combined) II	23.07.2012 28.07.2012	1	Dr. Mrs.S.D. Totade
67	Programme on Data Centre Management & BCP (Life) II	23.07.2012 25.07.2012	0.5	Mr. Girijesh Pathak
68	Programme on Financial Audit & Controls (Life) I	23.07.2012 25.07.2012	0.5	Mr. P. Ponpandian
69	Management of Motor Underwriting & Claims (OD) (Non-Life) I	26.07.2012 28.07.2012	0.5	Mr. Abhijeet Chattoraj
70	General Management Programme for Middle Level Executives (Life) II	30.07.2012 08.08.2012	1.5	Mr. M.K. Taunk
71	Developing Leaders for Tomorrow (Non-Life) I	30.07.2012 04.08.2012	1	Mr. S.N. Dash
72	Management of Miscellaneous Insurance Business (Non-Life)	30.07.2012 04.08.2012	1	Mr. H.J. Dholakia
73	Programme on Web Pages Development (Life) I	30.07.2012 01.08.2012	0.5	Mrs. Seema Deshpande
74	Programme on Spreadsheet Based Business Analysis (New India) II	30.07.2012 01.08.2012	0.5	Mr. Girijesh Pathak
75	Programme on Estate Management (Life)	06.08.2012 08.08.2012	0.5	Mr. P. Muraleedharan
76	Programme on Java - Level 1 (Introduction to Programming in Java) (Life) II	06.08.2012 11.08.2012	1	Dr. S.D. Page
77	Programme on Introduction to RDBMS using MySQL (Life) II	06.08.2012 11.08.2012	1	Mr. Girijesh Pathak
78	Programme on Micro Insurance (Life) I	09.08.2012 11.08.2012	0.5	Mrs. Archana Singh
79	Workshop on Distribution Channel Management (Non-Life) II	09.08.2012 11.08.2012	0.5	Mr. P.C James
80	Programme on Data Analysis & Interpretation (Life)	16.08.2012 18.08.2012	0.5	Mr. Girijesh Pathak
81	Programme on Communication Skills & Interpersonal Behaviour (Non-Life)	16.08.2012 18.08.2012	0.5	Mr. H.J. Dholakia
82	Programme on Vigilance (United)	16.08.2012 18.08.2012	0.5	Mr. Deepak Sangal
83	Executive Development Programme for General Insurance Executives (Non-Life) II	20.08.2012 25.08.2012	1	Mr. M.C. Patwardhan
84	Programme on Risk Management (Non-Life) I	20.08.2012 25.08.2012	1	Dr. S. Doss Mr. H.J. Dholakia
85	Programme on Oracle PL / SQL Programming (National) I	20.08.2012 25.08.2012	1	Mrs. Seema Deshpande
86	Programme on Environment Management Programme for S/DMs (Life) I	20.08.2012 22.08.2012	0.5	Mr. P. Muraleedharan

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
87	Programme on Health Insurance (Life) II	23.08.2012 25.08.2012	0.5	Mr.P. Ponpandian
88	Programme for Young Executives (Life) II	27.08.2012 15.09.2012	3	Mr. S.V. Sharma
89	Investment Appreciation Programme (Life) I	27.08.2012 01.09.2012	1	Mr. P. Ponpandian
90	Programme on Open Office for Managerial Effectiveness (Focus on Calc) (Life) I	27.08.2012 01.09.2012	1	Mrs. Seema Deshpande/ Dr. S.D. Page
91	Management of Marine Cargo Insurance (Non-Life) I	27.08.2012 29.08.2012	0.5	Mr. H.J. Dholakia
92	Financial Awareness Programme (Non-Life) II	30.08.2012 01.09.2012	0.5	Dr. S. Uma
93	Programme on XML and Web Services (Life) I	03.09.2012 08.09.2012	1	Mrs. Seema Deshpande/ Dr. S.D. Page
94	Programme on RTI (Non-Life)	03.09.2012 05.09.2012	0.5	Mr. H.J. Dholakia
95	Programme on Marketing Strategies for B & AC (Life)	06.09.2012 08.09.2012	0.5	Mr. Sumesh Sheth
96	Programme on Financial Awareness (Life) VI	10.09.2012 12.09.2012	0.5	Mr. M.C. Patwardhan
97	Workshop on Motor Third Party Claims (Non-Life) I	10.09.2012 12.09.2012	0.5	Mr. Abhijeet Chatteraj
98	Business Environment for P&GS Officials (Life) I	13.09.2012 15.09.2012	0.5	Mr. P. Ponpandian
99	Comprehensive Reinsurance Underwriting (Management Of Liability Portfolio) (Non-Life) I	13.09.2012 15.09.2012	0.5	Mr. Ravindranath Nayak
100	Programme on Distribution Channel Management (Life) II	20.09.2012 22.09.2012	0.5	Mr. P. Muraleedharan
101	Actuarial Appreciation Programme for Senior Executives (Life) I	20.09.2012 22.09.2012	0.5	Mr. P. Ponpandian
102	Management of Marine Hull Insurance (Non-Life) II	20.09.2012 22.09.2012	0.5	Mr. H.J. Dholakia
103	General Management Programme for Middle Level Executives (Life) III	24.09.2012 03.10.2012	1.5	Mrs. Kiran Chugh
104	Programme on IT Awareness (Life) II	24.09.2012 29.09.2012	1	Mr. Sumesh Sheth
105	Programme on Cyber Laws & Cyber Liability (United) II	24.09.2012 29.09.2012	1	Dr. S.D. Page
106	Introduction to RDBMS using MySQL (Life) III	24.09.2012 29.09.2012	1	Mrs. Seema Deshpande
107	Financial Risk Management (Non-Life)	27.09.2012 29.09.2012	0.5	Dr. S. Doss

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
108	Integrated Management Programme for Managers (Life) I	01.10.2012 06.10.2012	1	Mr. P. Ponpandian
109	Insurance Management Programme of Energy Risk (Oil & Gas) I	01.10.2012 03.10.2012	0.5	Mr. Deepak Sangal / Mr. H.J. Dholakia
110	Programme on Environment Management Programme for S/DMs (Life) II	04.10.2012 06.10.2012	0.5	Mr. M.K. Taunk
111	Programme for Retiring Executives (Non-Life) I	04.10.2012 06.10.2012	0.5	Dr. S. Uma
112	Programme on Information Security Awareness (United) I	04.10.2012 06.10.2012	0.5	Dr. S.D. Page
113	Comprehensive Technical Programme in Life Insurance II	08.10.2012 20.10.2012	2	Mrs. Kiran Chugh
114	Service Oriented Architecture with Emphasis on JZEE Architecture, Web services (National)	08.10.2012 13.10.2012	1	Mr. Girijesh Pathak/ Mrs. Seema Deshpande
115	Programme on Data Centre Management & BCP (Life) III	08.10.2012 10.10.2012	0.5	Mr. S.D. Page
116	Programme on Marketing Strategies (Life) II	08.10.2012 13.10.2012	0.5	Mr. Sumesh Sheth
117	Leadership Competencies for Business Excellence (Non-Life) I	08.10.2012 10.10.2012	0.5	Dr. Sushama Chaudhari
118	Programme on Prudent Claims Management (National) I	11.10.2012 13.10.2012	0.5	Mr. P.C. James
119	Programme for Retiring Executives (United)	11.10.2012 13.10.2012	0.5	Dr. Shalini Tiwari
120	Programme on Developing Leaders for Tomorrow (Non-Life) II	15.10.2012 20.10.2012	1	Mr. S.N. Dash
121	Programme on Advanced Java - (LIC of India) I	15.10.2012 20.10.2012	1	Dr. S.D. Page
122	Programme on Financial Awareness (Life) VII	15.10.2012 17.10.2012	0.5	Dr. S. Doss
123	Programme on Reinsurance Management (Non-Life) II	18.10.2012 20.10.2012	0.5	Mr. S.N. Dash
124	Leadership Programme for Middle Level Executives (Life) III	29.10.2012 03.11.2012	1	Mr. S.V. Sharma
125	Programme on Communication & Presentation Skills (Life) III	29.10.2012 03.11.2012	1	Mr. P. Muraleedharan
126	Programme on Database Administration - MySQL (Life) III (5 Days)	29.10.2012 02.11.2012	1	Mrs. Seema Deshpande
127	Programme on Prudent Claims Management (National) III	29.10.2012 31.10.2012	0.5	Mr. H.J. Dholakia
128	Actuarial Appreciation Programme (Non-Life) II	01.11.2012 03.11.2012	0.5	Dr. S. Doss
129	Programme on Frontline Marketing Strategies (Life) I	05.11.2012 10.11.2012	1	Mr. P. Ponpandian

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
130	Management of Project Insurance (Non-Life) II	05.11.2012 10.11.2012	1	Mr. Deepal Sangal
131	Programme Information Security Awareness (for officers other than IT Dept.) (Life) III	05.11.2012 07.11.2012	0.5	Mr. Girijesh Pathak
132	Business Environment for P&GS Officials (Life) II	05.11.2012 07.11.2012	0.5	Mrs. Kiran Chugh
133	Programme on Prudent Claims Management (National) II	08.11.2012 10.11.2012	0.5	Mr. Abhijeet Chattoraj
134	Programme for Young Executives (Life) III	19.11.2012 08.12.2012	3	Mr. P. Ponpandian
135	Financial Awareness (Life) VIII	19.11.2012 21.11.2012	0.5	Mr.M.C. Patwardhan
136	Management of Liability Risk (Non-Life) II	19.11.2012 21.11.2012	0.5	Mr. Abhijeet Chattoraj Mr. Ravindranath Nayak
137	OpenOffice for Managerial Effectiveness (Focus on Calc) (LIC of India) II	19.11.2012 24.11.2012	1	Dr.S.D. Page/ Mrs. Seema Deshpande
138	Advanced Java (LIC of India) II	19.11.2012 24.11.2012	1	Dr. S.D. Page
139	Comprehensive Technical Programme in General Insurance (Non-Life) Batch I	26.11.2012 15.12.2012	3	Mr. Deepak Sangal
140	Comprehensive Technical Programme in General Insurance (Non-Life) Batch II	26.11.2012 15.12.2012	3	Mr. Ravindranath Nayak
141	Programme on Retail Insurance (Non-Life) II	26.11.2012 01.12.2012	1	Mr. H.J. Dholakia
142	Programme for Women Managers (Combined) II Batch II	03.12.2012 08.12.2012	1	Dr. Sushama Chaudhari
143	Programme for Women Managers (Combined) II Batch II	03.12.2012 08.12.2012	1	Dr. S. Uma
144	Service Oriented Architecture with Emphasis on JZEE, Architecture Web services (National)	03.12.2012 08.12.2012	1	Mr. Girijesh Pathak
145	Database Administration - MySQL (Life) IV (5 Days)	03.12.2012 07.12.2012	1	Mrs. Seema Deshpande
146	C.D. Deshmukh Seminar on Distribution and Operational Challenges In India (Life)- 2 days	07.12.2012 08.12.2012	0.5	Mr. P. Muraleedharan
147	Programme on IT Awareness (Life) III	10.12.2012 15.12.2012	1	Mr. Sumesh Sheth
148	Programme on Financial Audit & Control (Non-Life)	10.12.2012 15.12.2012	1	Dr. S. Uma
149	Programme on Advanced Java - (LIC of India) III	10.12.2012 15.12.2012	1	Dr.S.D. Page
150	General Management Programme for Middle Level Executives (Life) (Life) IV	17.12.2012 26.12.2012	1.5	Mr. S.V. Sharma

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
151	Prevention of Insurance Frauds (Non-Life) II	17.12.2012 22.12.2012	1	Mr. H. J. Dholakia
152	Workshop on Audit (National)	17.12.2012 19.12.2012	0.5	Mr. M.C. Patwardhan
153	Programme on Advanced Networking (Life) I	17.12.2012 22.12.2012	1	Dr. S.D. Page/ Mrs. Seema Deshpande
154	Programme on XML and Web Services (Life) II	17.12.2012 22.12.2012	1	Mrs. Seema Deshpande
155	Programme on Corporate Governance (Combined)	20.12.2012 22.12.2012	0.5	Mr. P.C. James
156	Programme on Marketing Strategies (Life) III	24.12.2012 29.12.2012	1	Mr. P. Ponpandian
157	Managing People at Work (Non-Life) II	24.12.2012 29.12.2012	1	Mr. S.N. Dash
158	Programme on Financial Awareness (Life) IX	27.12.2012 29.12.2012	0.5	Dr. S. Uma
159	Programme on Introduction to RDBMS using MySQL (Life) IV	31.12.2012 05.01.2013	1	Mr. Girijesh Pathak
160	Programme on Rural Marketing (Life)	03.01.2013 05.01.2013	0.5	Mrs. Archana Singh
161	Investment Management for General Insurance (Non-Life)	03.01.2013 05.01.2013	0.5	Mr. P. Ponpandian
162	Workshop on Audit (Oriental)	03.01.2013 05.01.2013	0.5	Mr. A.K. Bhandari
163	Programme for Young Executives (Life) IV	07.01.2013 25.01.2013	3	Mr. P. Muraleedharan
164	Management of Project Insurance (Non-Life) II	07.01.2013 12.01.2013	1	Mr. Deepak Sangal
165	Executive Development Programme for General Insurance Executives (Non-Life) III	07.01.2013 12.01.2013	1	Mr. M.C. Patwardhan
166	Management of Strategic Issues for Insurance Executives (Non-Life)	14.01.2013 19.01.2013	1	Mr. P.C. James
167	Introduction to RDBMS using MySQL (Life) V	14.01.2013 19.01.2013	1	Mrs. Seema Deshpande
168	Integrated Management Programme for Managers (Life) II - 5 days	21.01.2013 25.01.2013	1	Mr. P. Ponpandian
169	Workshop on Prudent Claims Management (National) IV	21.01.2013 23.01.2013	0.5	Mr. Deepak Sangal
170	Programme for Law Officers (Life)	28.01.2013 30.01.2013	0.5	Mr. S.V. Sharma
171	Programme on Managerial Effectiveness (Life) I	28.01.2013 02.02.2013	1	Mrs. Kiran Chugh
172	Programme on Risk Based Underwriting (Non-Life) II	28.01.2013 02.02.2013	1	Dr. S. Doss

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
173	Insurance Technology Trends (Combined) II	28.01.2013 02.02.2013	1	Dr. S.D. Page
174	Programme on Database Administration - MySQL (Life) - 5 days	28.01.2013 01.02.2013	1	Mrs. Seema Deshpande
175	Programme on Financial Awareness (Life) X	31.01.2013 02.02.2013	0.5	Mr. M.C. Patwardhan
176	Comprehensive Technical Programme in Life Insurance III	04.02.2013 16.02.2013	2	Mr. Sumesh Sheth
177	Effective Claims Management (Non-Life) II	04.02.2013 09.02.2013	1	Dr. S. Doss
178	Effective Claims Management (Non-Life) II	04.02.2013 09.02.2013	1	Mr. Deepak Sangal
179	Programme on Health Insurance (Non-Life) II	04.02.2013 09.02.2013	1	Mr. Abhijeet Chatteraj
180	Programme on Information System Audit (Life) I	04.02.2013 09.02.2013	1	Dr. S.D. Page
181	Programme on Frontline Marketing Strategies (Life) II	11.02.2013 16.02.2013	1	Mrs. Kiran Chugh
182	Web Enabled Application Development using Linux (Life) II	11.02.2013 16.02.2013	1	Mr. Girijesh Pathak
183	Programme on Hardware trouble-shooting of PCs/Servers (National)	11.02.2013 16.02.2013	1	Mrs. Seema Deshpande
184	Programme on Communication Skills (Non-Life) 2 Days	11.02.2012 12.02.2013	0.5	Mr. H.J. Dholakia
185	Programme on Reinsurance Management (Non-Life) III	14.02.2012 16.02.2013	0.5	Mr. Ravindranath Nayak
186	General Management Programme for Middle Level Executives (Life) V	18.02.2013 27.02.2012	1.5	Mr. P. Muraleedharan
187	Programme on HRM & Industrial Relations (Life) II	18.02.2013 23.02.2013	1	Mr. S.V. Sharma
188	Management of Fire Insurance & Business Interruption (Non-Life) II	18.02.2013 23.02.2013	1	Mr. Deepak Sangal
189	Programme on Information Systems Audit (Life) II	18.02.2013 23.02.2013	1	Mrs. Seema Deshpande
190	Programme on Web Pages Development (LIC of India) II	18.02.2012 20.02.2013	0.5	Mrs. Seema Deshpande
191	Programme on Management of Rural & Micro Insurance (Non-Life)	25.02.2013 02.03.2013	1	Mr. S.N. Dash
192	Programme on Oracle Database Administration (United) I	25.02.2013 02.03.2013	1	Mrs. Seema Deshpande
193	Programme on Hardware trouble-shooting of PCs/Servers (National)	25.02.2013 02.03.2013	1	Mr. Girijesh Pathak
194	Programme on Integrated CRM (Life) II	25.02.2012 27.02.2012	0.5	Mrs. Kiran Chugh

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
195	Programme on Financial Awareness (Life) XI	28.02.2013 02.03.2012	0.5	Dr. S. Uma
196	Programme for Women Managers (Combined) III	04.03.2013 09.03.2013	1	Dr. Shalini Tiwari
197	Programme on Risk Management (Non-Life) II	04.03.2013 09.03.2013	1	Dr. S. Doss
198	Workshop on Motor TP Claims (Non-Life) II	04.03.2013 06.03.2013	0.5	Mr. Abhijeet Chatteraj
199	Workshop on Motor TP Claims (Non-Life) III	04.03.2013 06.03.2013	0.5	Mr. S. Gejji
200	Programme on Database Administration - MySQL (Life) 5 Days	04.03.2013 08.03.2013	1	Mrs. Seema Deshpande
201	Management of Marine Cargo Insurance (Non-Life) II	07.03.2013 09.03.2013	0.5	Mr. H.J. Dholakia
202	Leadership Programme for Middle Level Executives (Life) IV	11.03.2013 16.03.2013	1	Mr. P. Muraleedharan
203	Executive Development Prog. For General Insurance Executives (Non-Life) IV	11.03.2013 16.03.2013	1	Mrs. Archana Singh
204	Programme on Property Insurance (Fire & Engineering) (Non-Life) I	11.03.2013 16.03.2013	1	Mr. Deepak Sangal
205	Programme on Advanced Java (Life) IV	11.03.2013 16.03.2013	1	Dr. S.D. Page
206	Programme on IT Awareness (Life) IV	18.03.2013 23.03.2013	1	Mr. Sumesh Sheth
207	Programme on Communication & Presentation Skills (Life) IV	18.03.2013 23.03.2013	1	Mrs. Kiran Chugh
208	Programme on Techno Marketing (Oriental) 2 days	18.03.2013 19.03.2013	0.5	Mr. Abhijeet Chatteraj
209	Introduction to RDBMS using MySQL (Life) VI	18.03.2013 23.03.2013	1	Mrs. Seema Deshpande
210	HRM & Industrial Relations (Non-Life) II	25.03.2013 30.03.2013	1	Mr. S.N. Dash
	ADDITIONAL/OFF CALENDAR PROGRAMMES			
211	Insurance Brokers Training- slot 50	16.04.2012 28.04.2012	2	Mr. Abhijeet Chatteraj
212	Renewal of Brokers Licence-Slot 35	18.04.2012 21.04.2012	1	Mr. Ravindranath Nayak
213	Induction Training Programme for New Recruited Officers of ECGC	21.05.2012 01.06.2012	2	Mr. Ravindranath Nayak
214	Trainers Training Programme (Oriental) I	28.05.2012 01.06.2012	1	Dr. Sushama Chaudhari
215	Business Integrated Strategy (New India) I - 2 days	31.05.2012 01.06.2012	0.5	Dr. Mrs. S.D. Totade
216	Refresher Course for SIPF Officers (Rajasthan Govt.)	04.06.2012 09.06.2012	1	Mr. R.P. Samal

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
217	Trainers Training Programme (Oriental) II - 5 days	11.06.2012 15.06.2012	1	Dr. Sushama Chaudhari
218	Trainers Training Programme (Oriental) III - 5 days	18.06.2012 22.06.2012	1	Dr. Sushama Chaudhari
219	Trainers Training Programme (Oriental) IV - 5 days	25.06.2012 29.06.2012	1	Dr. Mrs.S.D. Totade
220	Insurance brokers Training -Slot 51	25.06.2012 07.07.2012	2	Mr. Sumesh Sheth
221	Renewal of Brokers Licence--slot 36	02.07.2012 05.07.2012	1	Mr. Ravindranath Nayak
222	Managerial Excellence Programme - Scale 4 & 5 (Oriental) I	16.07.2012 20.07.2012	1	Dr. Sushama Chaudhari
223	Managerial Excellence Programme - Scale 3 (Oriental) I	26.07.2012 28.07.2012	0.5	Mrs. Archana Singh
224	Managerial Excellence Programme - Scale 3 (Oriental) II	02.08.2012 04.08.2012	0.5	Mrs. Archana Singh
225	CA2- Modelling Course	03.08.2012 04.08.2012	0.5	Mr.Ravindranath Nayak
226	Managerial Excellence Programme (Oriental) (scale 3) III	16.08.2012 18.08.2012	0.5	Mrs. Archana Singh
227	Managerial Excellence Programme (Oriental)- scale 4 & 5) II	20.08.2012 24.08.2012	1	Dr. Sushama Chaudhari
228	Workshop on General Insurance (GIC Re)	27.08.2012 01.09.2012	1	Mr. AbhijeetChattoraj /Mr. Ravindranath Nayak
229	Managerial Excellence Programme (Oriental) (scale 3) IV	06.09.2012 08.09.2012	0.5	Mrs. Archana Singh
230	Training Programme for Qualifying Exam for Promotion of Officers (GIC)	03.09.2012 08.09.2012	1	Dr. S. Doss
231	Managerial Excellence Programme (Oriental) (Scale 4 & 5) III - 5 day	10.09.2012 14.09.2012	1	Dr. Sushama Chaudhari
232	Managerial Excellence Programme (Oriental) (scale 3) V 3 days-	20.09.2012 22.09.2012	0.5	Ms. Archana Singh
233	Insurance Brokers Training -Slot 52	24.09.2012 06.10.2012	2	Mr. Deepak Sangal
234	Renewal of Brokers Licence--slot 37	24.09.2012 27.09.2012	1	Mr. H.J. Dholakia
235	Managerial Excellence Programme (Oriental) (scale 3) VI	01.10.2012 03.10.2012	0.5	Mrs. Archana Singh
236	Managerial Excellence Programme (Oriental) (scale 3) VII	08.10.2012 10.10.2012	0.5	Mrs. Archana Singh
237	Managerial Excellence Programme (Oriental) (Scale 4 & 5)IV	15.10.2012 19.10.2012	1	Dr. Sushma Chaudhari /Mrs. Archana Singh
238	Insurance Brokers Training -Slot 53	26.11.2012 08.12.2012	2	Mr. Abhijeet Chattoraj

Sr.No.	Title of the Programme	Dates	Weeks	Co-Ordinator/s
239	Renewal of Brokers Licence--slot 38	26.11.2012 29.11.2012	1	Mr. S.N. Dash
240	Insurance Brokers Training- slot 54	07.01.2013 19.01.2013	2	Mr. H. J. Dholakia/ Mr. Deepak Sangal
241	Renewal of Brokers- slot 38	07.01.2013 10.01.2013	1	Mr. S.N. Dash
242	Programme on Agriculture Insurance	14.01.2013 19.01.2013	1	Mr. Ravindranath Nayak
243	CA2- Modelling course	26.02.2013 27.02.2013	0.5	Dr. S. Doss
OFF CAMPUS PROGRAMMES				
1	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 4 & 5 (Oriental) I at OSTC, Faridabad	21.05.2012 25.05.2012	1	Dr. Sushama Chaudhari
2	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) I at OSTC, Faridabad	28.05.2012 30.05.2012	0.5	Mrs. Archana Singh
3	Managerial Excellence Programme (Soft Skill Intervention)-II Scale 4 & 5 (Oriental) II at OSTC, Faridabad	04.06.2012 08.06.2012	1	Dr. Sushma Chaudhari
4	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) II at OSTC, Faridabad	11.06.2012 13.06.2012	0.5	Mrs. Archana Singh
5	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) III at OSTC, Faridabad	18.06.2012 20.06.2012	0.5	Mrs. Archana Singh
6	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) IV at OSTC, Faridabad	25.06.2012 27.06.2012	0.5	Mrs. Archana Singh
7	Managerial Excellence Programme (Soft Skill Intervention)-II Scale 4 & 5 (Oriental) III at OSTC, Faridabad	02.07.2012 06.07.2012	1	Dr. Sushama Chaudhari
8	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) V at OSTC, Faridabad	09.07.2012 11.07.2012	0.5	Mrs. Archana Singh
9	Managerial Excellence Programme (Soft Skill Intervention)-II Scale 4 & 5 (Oriental) IV at OSTC, Faridabad	30.07.2012 03.08.2012	1	Dr. Sushama Chaudhari
10	Managerial Excellence Programme (Soft Skill Intervention)-I Scale 3 (Oriental) VI at OSTC, Faridabad	20.08.2012 22.08.2012	0.5	Mrs. Archana Singh
11	Programme on Risk Management for Coromondal Fertilisers Ltd., Hyderabad	07.09.2012 08.09.2012	0.5	Mr. P.C. James / Mr. Deepak Sangal





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