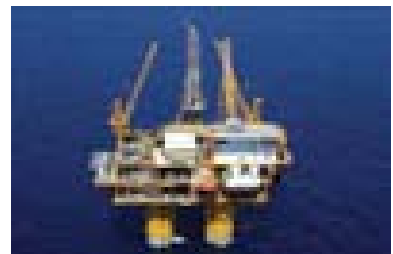




PANDIT DEENDAYAL PETROLEUM UNIVERSITY
SCHOOL OF PETROLEUM MANAGEMENT
MBA (ENERGY & INFRASTRUCTURE)



SUMMER PLACEMENTS
2012

VISION

To be an internationally renowned and respected institution imparting excellent education and training based upon the foundation of futuristic research and innovation in the broad context of energy & infrastructure sector.

MISSION

To prepare management graduates for continuous learning and inspiring them to contribute to the growth of an increasingly knowledge and technology driven global energy & infrastructure sector.



DIRECTOR'S MESSAGE

Bhavesh Patel, Ph. D.
Director, School of Petroleum Management
Pandit Deendayal Petroleum University

Energy and energy infrastructure are critical to any economy for development and sustainability. India has recognised this fact and has embarked upon the programmes on energy security of India. We, at the School of Petroleum Management (SPM), Pandit Deendayal Petroleum University, Raisan (Gandhinagar), Gujarat, envisaged the increasing needs for well-trained managers suited for this sector, and started the Masters in Business Administration programme with a focus on energy and infrastructure sector in general and hydrocarbon in specific. First four batches of energy managers that we graduated from SPM are well placed in the industry. Now, we are ready to present the sixth batch of graduates for placements.

We at SPM recognize that a professional programme in management at postgraduate level must equip students with clear concepts in every functional area of management. Understanding of unique nature of energy and hydrocarbon industry and associated eco-political issues, and exposure to real life industry practices are equally important for a successful managerial career. Along with knowledge and understanding of industry, one would also need several soft skills. The curriculum at SPM is carefully designed and delivered to impart conceptual knowledge, provide in-depth understanding of industry, and enhance soft skill capabilities. Full-time residential requirement and two years' of engaging co-curricular and extra-curricular activities also add value to the personality development of our students.

Our dedicated team of full-time faculty members who are actively engaged in case writing, research and publication, take interest in shaping young minds. We are able to garner great support from the industry as well as policy makers in the field. Experienced industry managers volunteer in large number to help us in admission of students, designing curriculum, course development, teaching and case writing.

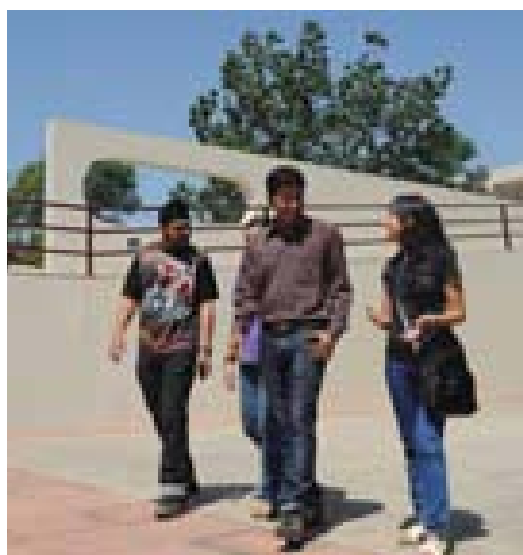
Fast growing library with large number of books, journals and other resources, physical and online, satisfy our students' thirst for knowledge. Computer labs, internet and other physical facilities on our campus provide a backbone for creating a healthy and conducive learning environment for teachers and students. I would sincerely request you to come and see our facilities and also interact with our faculty and students.

The profile of students given in this brochure may not have captured enough details to provide evidence of their level of motivation, inquisitiveness and preparedness, but perhaps I am not unreasonable in stating that our Current 2011 batch is ready in all respect to intern for managerial challenges at the entry level and also at the lateral level. I am confident that you will find students who would be suitable to meet your requirements for summer intern Trainees.



OBJECTIVES

- To operate as an educational and research hub that networks with national and international practitioners from energy sector.
- To offer business education programmes leading to Masters and Doctoral Degrees in Energy sector and allied areas and also run courses as part of continuing education programme.
- To manage the content, design, delivery, learning outcomes, and continuous innovation of the academic programmes in a manner that earns accreditation of international stature.
- To offer customized training programmes with relevant conceptual inputs and for developing skills to cater to the demand of the increasingly competitive and complex domain of the energy sector.
- To create knowledge through research in the areas of techno-managerial challenges, and also disseminate it for the benefit of students, practicing managers and policy makers in the energy sector.
- To promote a strong, effective and mutually beneficial industry-academic interaction.



PANDIT DEENDAYAL PETROLEUM UNIVERSITY

Pandit Deendayal Petroleum University, Gandhinagar promoted by Gujarat State Petroleum Corporation Limited (GSPC) is a domain specific university in the field of energy education and research with a special focus on the oil and gas sector. The University is recognised as Private University by the University Grants Commission, under section 2(f).

PDPU currently addresses the need for trained and specialized human resource for Energy & Infrastructure Industry worldwide. It helps to expand the opportunities for students and professionals to develop intellectual knowledge-base with leadership skills to compete in the global arena. All these are accomplished through a number of specialized and well planned undergraduate and post graduate energy education programmes and intensive research initiatives.

Located in Gandhinagar, the capital of Gujarat, PDPU is spread over an impressive campus of about 50 acres and offers necessary infrastructure of a world-class institute. The details about the university are available at www.pdpu.ac.in.

School of Petroleum Management

The Management School was first established as the Institute of Petroleum Management, Gandhinagar (IPMG) in 2006 by GERMI (Gujarat Energy Research and Management Institute), established as a trust and a society by GSPC (Gujarat State Petroleum Corporation), a Government of Gujarat undertaking. Subsequently in 2007, when GERMI established Pandit Deendayal Petroleum University, IPMG became the constituent of PDPU and changed the name to School of Petroleum Management (SPM).

School of Petroleum Management is preparing managerial manpower for the Energy & Infrastructure sector, focused on the entire value chain of the energy sector. To meet this challenge, SPM aims to become a premier institution with state-of-the-art facilities, providing world class education, training, and research, consultancy and outreach services in the areas of hydrocarbon and energy sector.

School Philosophy

The SPM believes in observance of academic rigour and personal conduct that is based on integrity, honesty and fairness. While demonstrating high standards academic pursuit, the students are expected to practice and demonstrate professional behaviour on and off the PDPU campus.

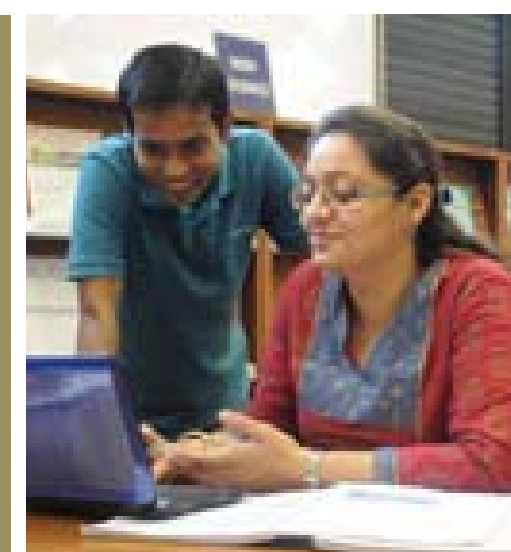


THE PROGRAMME

The flagship two year full time residential programme leading to Masters in Business Administration (MBA) is organized on the basis of three terms in a year. The programme is focused on energy sector with emphasis on Energy & Infrastructure sector. Accordingly, the entire curriculum is designed to meet the requirement of the particular sector.

COURSES

To complete the credit requirements of the entire programme, students take about 47 - 50 courses together in the first and the second year. While the first year courses are generic in nature; the second year courses (most of which are elective courses) have been specially designed to cater to the need and requirements of energy and infrastructure sector with a global business perspective.



COURSE SUBJECTS

First Year

- Financial Accounting for Managers
- Organizational Behaviour
- Managerial Economics
- Operations Management I
- Operations Management II
- Operations Research
- Business Communication I
- Business Communication II
- An Introduction to E&I Sector – a Business Perspective
- Managerial Computing
- Cost & Management Accounting
- Financial Management I
- Financial Management II
- Marketing I
- Marketing II
- Organizational Dynamics & Change Management
- Quantitative Methods I
- Quantitative Methods II
- Business Research Methods
- Energy and Infrastructure Sector - Technology and Management perspective
- Human Resource Management
- Macroeconomics
- Management Information Systems

Second Year

PROGRAMME CORE

- Corporate Strategy
- Industrial Relations & Labour Law
- Legal Aspects of Business
- International Business Management
- Business Ethics and Corporate Governance

TRACK CORE (ENERGY TRACK)

- Energy Trade & Risk Management
- Business to Business Marketing
- Pricing of Energy Products
- Energy Economics
- Regulatory Economics
- Project Management
- Infrastructure Finance
- Energy Laws
- International Maritime Affairs in E&I Sector
- Health, Safety & Environment Management

TRACK CORE (INFRASTRUCTURE TRACK)

- Business to Business Marketing
- Regulatory Economics
- Project Management
- Infrastructure Contract Management
- International Maritime Affairs in E&I Sector
- Health, Safety & Environment Management

TRACK ELECTIVE (ENERGY TRACK)

- Marketing of Petroleum Oil Lubricants
- Business of LNG
- Operations management in Oil & Gas Sector in energy value chain
- Oil & Gas Accounting & Taxation
- Managing Refineries

- CGD Business
- Carbon Finance: New Business Opportunities
- Managing Oil & Gas Contracts
- Course on Independent Study

TRACK ELECTIVE (INFRASTRUCTURE TRACK)

- Course on Independent Study

FREE ELECTIVE

- Management Control Systems
- Management of Financial Services
- Stress Management
- Compensation & Benefits Management
- Market structure & Game theory
- Enterprise Asset Management
- Business Intelligence & Data Mining
- Managing Cross-Cultural Issues
- HR Tools & Techniques
- Training & Development
- Negotiation and Conflict Management
- Public Sector Economics
- Supply Chain and Logistics Management
- International Finance
- Talent Management
- Creativity and Innovation Management
- Econometrics
- Operations Strategy
- Materials and Spares Management
- Business consulting
- Entrepreneurship
- Indian Ethos and Management



ADMISSIONS

SPM uses CAT (Common Admission Test, conducted by IIMs) score as an input for the admission process. Then it uses group discussion and personal interview process to select the most deserving candidates for its programme. The minimum eligibility criteria for admission to the programme is a Bachelor's Degree with at least 50% marks or equivalent CGPA.

PEDAGOGY

Group Projects

Working with talented and accomplished peers provides a unique opportunity for accelerated professional and personal growth. Group projects, a major component of most courses, help students to not only learn the intended concepts and skills but also to develop and refine skills to work in diverse groups. The groups are formed from pools of varied disciplines, backgrounds, corporate experience and career orientations to leverage on the enormous diversity in perspectives. The projects are designed in such a manner that the entire class benefits with coverage of multifarious aspects of Energy & Infrastructure sector with minimum overlapping and duplication.

Summer Internship

Summer Internship is a major component of the learning process at SPM. At the end of third trimester, all students are required to undergo summer internship of 8 weeks with energy sector companies, financial institutions, IT and infrastructure majors, management consultancies. On successful completion of the training, a student is required to make a presentation and submit a written report for evaluation. The formal assessment and feedback of the industry guides are also taken into consideration for overall evaluation of summer projects.

Beyond the Classroom

SPM offers a dynamic campus with outstanding study, research and computer facilities. It also offers students extraordinary opportunities for professional growth through participation in various cultural and academic clubs that organize field trips, academic seminars, cultural programs, debates, discussions and other public services like blood donation etc. Domain specific workshops are also organized periodically to strengthen learning process.

Human Resource

Competent and dedicated professionals are the most vital resource for any educational institution. SPM has invested considerable efforts and resources to attract an excellent group of human resources to further its objectives.

Faculty

The institute is in the continuous process of building a world – class intellectual community of distinguished and dedicated faculty to promote learning and knowledge creation of a high order. The School endeavors to create an environment of academic freedom overlaid by meticulous, self - imposed standards of excellence and socially responsive practices. The fundamental strength of the faculty is in the rich experience they bring to SPM, enhanced by enthusiasm at participating in the early days of a budding domain specific institution.

SPM encourages and cultivates an environment of collaborative learning amongst the faculty team. The School also recognizes that research provides a major interface with wider academia and industry. Pioneering interdisciplinary research by the faculty feeds directly into a better learning environment at the Institute and indirectly to a wider audience of practicing managers and teachers of management.

The model for the Faculty has a portfolio mix of competent permanent and visiting faculty from Academia and professionals from energy sector. This model ensures that students are exposed to the most recent insights and thinking.





CORE FACULTY

- Akash Patel, Ph.D**
Accounting & Finance
- Ashutosh Muduli, Ph.D**
Human Resource Management
- Bhavesh Patel, Ph.D**
Director
Accounting & Finance
- D M Pestonjee, Ph.D**
GSPL - Chair Professor
Organizational Behaviour
- Ganes Pandya**
Quantitative Techniques
- Kaushal Kishore**
Marketing
- Lalit Khurana**
Finance
- Pramod Paliwal, Ph.D**
Marketing
- Satish Pandey, Ph.D**
Organizational Behaviour
- Somdeb Lahiri, Ph.D**
Economics
- Subrat Sahu, Ph.D**
Marketing
- Sudhir Yadav, PhD**
Production & Operations Management

VISITING FACULTY

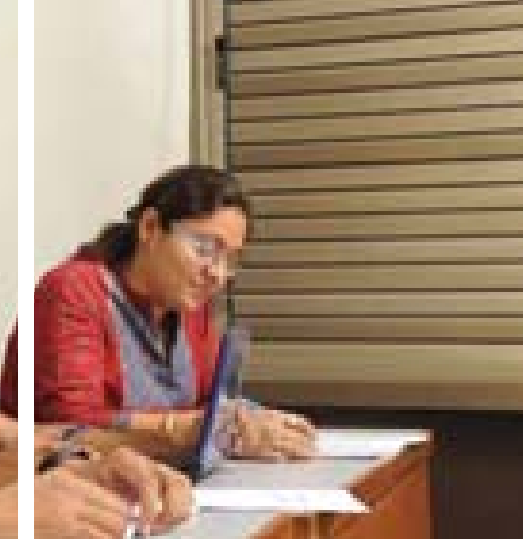
- Ashwini Kumar**
CEPT University
- Ashish Verma**
Sr. Associate – Energy Utilities & Services,
Infosys
- Ashutosh Gupta**
Independent Consultant
- Capt. Sarabjit Butalia**
Independent Consultant
- Debasis Sarkar**
CEPT University
- Divyesh Desai**
Shell Hazira Pvt.Ltd.
- D.K. Banik**
Independent consultant
- Dhiren Desai**
Independent Consultant
- D.G. Shukla**
Legal Expert
- Gautam Patel**
Independent Consultant
- H. C. Shah**
VP – Comm. & CFO
Elecon Engineering Co. Ltd.
- Jay Subramaniam**
Independent Consultant
- L Sridhar**
IIMB
- Manish Thaker**
M. G. Science College
- Mayank Joshipura**
S. P. Jain Institute of Management Studies
- Mayuri Pandya**
L. A. Shah College
- Mallikarjun**
NIRMA University
- Malathesh Swaminath**
IIMB
- Naryan Baser**
NICM
- Ninad Dhanorkar**
Mahindra Satyam
- N. Kothari**
Independent Consultant
- N. Garimella**
Independent Consultant
- Parag Sanghani**
Ackrutcicity Ltd.
- Pankaj Jain**
Cairn India
- Rasananda Panda**
MICA
- S. D. Tase**
Independent Consultant
- Sanjay Gupta**
Independent Consultant
- S Krishnamurthy**
IIMB
- Sundaraman Chintamani**
Mahindra Satyam
- Taral Pathak, CA**
Amrut Mody School of Management

GUEST FACULTY

- Arbind Sinha**
MICA
- Aravind Sahay**
IIMA
- Ashok Som**
ESSEC Business School, France
- Atul Rathod**
Weatherford India
- Basheer Khumawala**
Huston University
- C. Gopalkrishnan**
NIRMA University
- Dwijendra Tripathi**
Business Historian & Former
Professor, IIMA
- Gautam Appa**
London School of Economics
- G R Ravi,**
Sabarmati Gas Ltd
- Himanshu Vaidya,**
Institute of Management
Consultants of India
- Jagdeep Chhokar**
IIMA
- Jayanth Murthy,**
Kaizen Institute
- M K Basu,**
ONGC
- Preeti Vyas**
IIMA
- R. R. K. Sharma**
IIT - Kanpur
- S Paul,**
GSPC LNG Ltd
- Shashank Gaikwad,**
Hazira LNG & Port

GUEST SPEAKERS

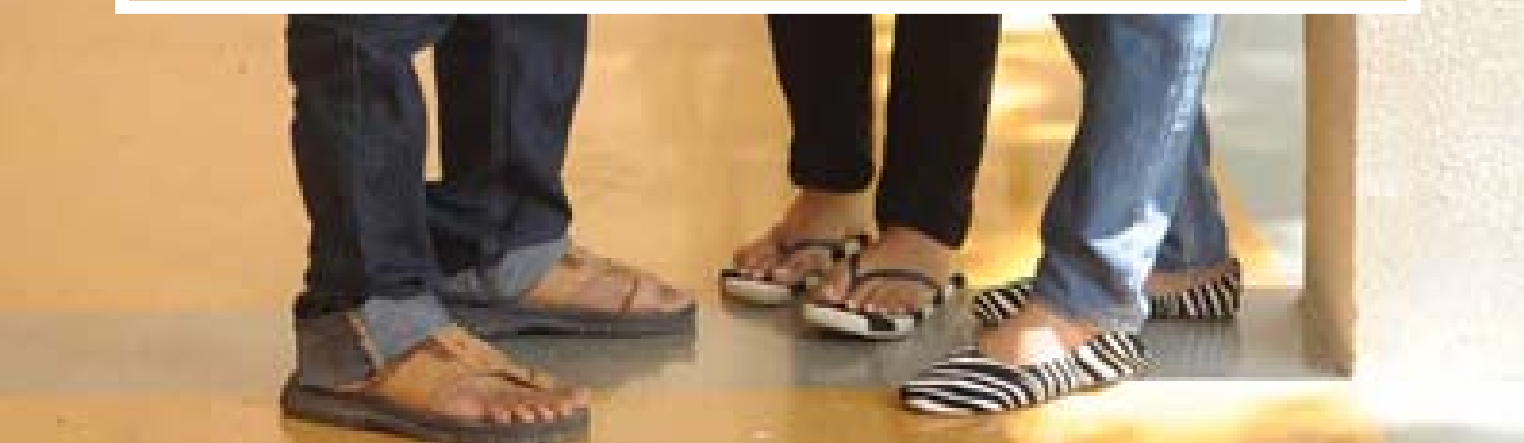
- Anjali Hazarika**
Oil India Ltd.
- Akhil Mehrotra**
Director-Regulations
BG India
- Allen Perrin**
Director-Technical, Mahanagar
Gas Ltd.
- Amal Dhru**
Comprehensive Financial
Services Pvt. Ltd.
- B. S. Negi**
Petroleum & Natural Gas
Regulatory Board
- C.D. Joshi**
MD, Green Gas Ltd.
- Dushyant S. Shah**
Director –Commercial
Avantika Gas Ltd
- D. Panda**
GSPC Ltd.
- Ghajanand Bakade**
Xtra Power Fleet & Field
- Jeremy B. Bentham**
VP, Global Business Environment,
Royal Dutch Shell
- Jeffrey A. Serfass,**
President, National Hydrogen
Association, USA
- Janaki Anant B**
i-flex Communications
- K.L.Thussu**
Director –Commercial
Maharashtra Natural Gas Ltd.
- L.K. Singhvi**
Member (Commercial)
PNGRB
- L. Balasundaram**
GM HR, Gujarat Gas Company Ltd.
- Manjit Singh**
Total Fina-Elf India Ltd.
- Manoj Nair**
Manager, LNG Marketing
- Manoj Parmesh**
Weatherford Oil Tool Middle East Ltd.
- Mike Hugentobler**
VP, Halliburton Offshore Services Inc.
- M. P. Tiwari**
Indian Oil Corporation Ltd.
- PPG Sharma**
CEO, GSPC Gas Ltd.
- Rajiv Khanna**
Director, Policy & Corporate Affairs, BG
India
- Rajesh Vedvyas**
MD, Indraprastha Gas
- Srinivas Rao**
Shell Group
- S. K. Pandey**
Indian Oil Corporation Ltd.
- Shaleen Sharma**
MD, Gujarat Gas
- S.K. Kudasiya**
MD, Sabarmati Gas Ltd
- Shridhar Tambraparni**
Sr. Vice President
Adani Energy Ltd
- Suresh Manglani**
VP, Reliance Petroleum
- Shri L. Mansingh**
Petroleum & Natural Gas
Regulatory Board
- Shri D J Pandian, IAS**
PS (EPD), Government of Gujarat



INTERNATIONAL ADVISORY COUNCIL

SPM with the support from its promoter, GSPC, has formed an International Advisory Council in order to provide SPM with strategic counsel towards the institute's vision of becoming a world – class institution in Energy & Infrastructure domain. Council members have been invited by virtue of their track record as leaders of global hydrocarbon corporations as well as their knowledge of the international Energy & Infrastructure sector.

The Council acts as an advisor for SPM's all round development by helping it to understand academic and professional needs, different cultures, Energy & Infrastructure industry practices, and emerging trends in global businesses.



OTHER ACADEMIC PROGRAMMES & ACTIVITIES

Apart from its flagship program of MBA, SPM has several other academic programmes and activities.

The Doctoral Programme

The purpose of the Doctoral Programme of SPM is to train prospective scholars to become highly skilled and innovative researchers and teachers in various aspects of management related to the energy sector. It primarily aims at preparing students for careers as faculty members at premier academic institutions.

Post Graduate Diploma in Petroleum Management- Executive (PGDPM-X)

PGDPM-X is a two year programme for working executives in Oil & Gas, Energy and Allied Sectors. The programme is divided into eight modules of seven days each. One module is conducted every quarter. Classes are held from Monday to Sunday once in a quarter. Module- I to Module- III offer General Management courses and Module- IV to Module- VI are sector specific modules focusing on Oil & Gas, Energy and Allied Sector Management. Module- VII and Module- VIII offer elective courses. The programme offerings pertain to General management, Economics, Supply chain, International Geo-Political affairs, Project Management, Finance, Maritime Affairs, Information Systems, Energy Trade and Risk Management, City Gas Distribution and Law- to mention a few

15-Month Executive MBA Programme

Executive Masters in Business Administration (Executive MBA) programme is a 15- month programme offered by SPM leading to MBA degree in energy sector. The curriculum is designed to meet the requirement of energy sector and more specifically the petroleum segment. It is a 15-month full- time residential programme. The curriculum is delivered in quarter system, with four quarters in one year.

First four quarters involve study of classroom courses, where residential requirement is essential. Total 72 credit hours of classroom course work are completed in the first four quarters. In the fifth quarter students have to undergo Internship or undertake Comprehensive Project Work, after the successful completion of course work. The Internship can be done at one's own employer company or even abroad. We are planning to offer global exposure opportunity.





CATALYST

CATALYST aims at providing a platform for future managers to present their views and future plans, which would drive the nation ahead. Catalyst is a national level management fest organised at SPM for two days aiming to discuss the burning issues of the Energy sector and showcase their management, marketing, leadership skills etc in a creative manner.

CATALYST was organized to bring in the best talent from various B-schools, entrepreneurs, distinguished corporates as well as few respected government authorities in order to face the challenges industry on-campus and give in their best effort for give simple yet creative solution to the prevalent problems faced by industry at large. Students from prestigious B-schools competed with high level of enthusiasm in various events like Empresario, Energia, Pitch, Crusade, Cognize and Share – da –bazaar.

SPORTS

Sports symbolize strategy, commitment, competition & foster relationships. But in SPM, it makes a statement of transcending communication barriers & symbolizes the presence of all competitive environments under one umbrella in an entertaining way. The Sports Committee, to sustain the competitive environment in SPM organizes periodical sporting events. Last year, Sports Committee of SPM organized the Energy Cup which changed the sporting landscape in SPM.

ENERGY CUP

Its a novel initiative, Energy cup is a brainchild of the School of Petroleum Management where B Schools of the Ahmedabad region participated in sports like Cricket, Short Cricket, Football Volleyball, Throw ball & Table tennis.

The Energy Cup is a rolling trophy and an annual event. The event witnessed quality participation from premium B Schools. The Cup was awarded to the B School on the cumulative points scored by all the cup teams in respective events.

CLUB MARCOM

Club MARCOM is the "MARKeting" and "COMMunications" club of SPM. In this competitive business scenario, marketing of products and values has become a necessity. The corporate world is run by brands and not just by products/services. Marketing, these days, is as important for business to business (B2B), as it is for the business to customer (B2C) segment. At MARCOM, we understand this and try to awaken the marketer in each of us through various activities such as presentations, Adwise/Admad-the ad making competitions, jargons, interactive discussions, GD's, book reviews etc. These activities also help in developing the communications skills and "out of the box" thinking, much needed to survive in the world of marketing. It is here that the students of SPM learn the concepts of marketing in the (B2B) segment, since it is in this field, that the students of SPM have an edge over general management graduates.

CLUB COGNIVIDS

It is a well known fact that the human mind understands and retains the most if something is conveyed in the form of "audio + video", ergo, we have Club Cognivids - The movies/documentaries club of SPM. It is the youngest club of SPM.

The objective behind starting this club was to inculcate a documentary culture in the students. Every week, the trailers of 3 documentaries are shown to the students and a winning entry is decided through polling. This winning entry is then showcased in the club. After the documentary an interactive discussion on the same is done. These documentaries help the students to broaden the horizons of their knowledge and hence, develop a better thought process. Once in a while, a movie is also showcased in the club to take some load off from everyone's mind.

CLUB DIG & BURN

Dig & Burn is an initiative by students to add new flavor, a new theme and to capture the pulse of the campus. It gives an extra edge to understand, learn and share knowledge on a common platform. This translates to enhance the student's intellect for their managerial domain from their peers and industry experts.

CLUB FINNACLE

Finnacle is a knowledge sharing platform which gives opportunity to cope up with the constantly evolving world of Finance. Weekly activities such as Debates, Quizzes, Guest Sessions and Presentations help expand the horizon in the world of Finance. The conceptual clarity is achieved by the interactive discussions among the students. News crunching sessions helps gaining insight to the latest developments in the markets.

OPERE SHONZU

The objective of Opere Shonzu club is to make students realize the importance of operations management in all domains of industry. Presentations and discussions about the operations of oldest rig in Pennsylvania to the latest LNG value chain are part of the activities of this club. Students take initiative every week, and enrich themselves with various topics not only concentrated on hard core operations but also operations management associated with sales, finance, HR etc domains. The club also aims at discussing about the latest tools and softwares used in industry for optimizing the operations. At large such activities help students to integrate the academics with real time operations going on in the industry.



CONFERENCES & CONCLAVES

International Journal of Petroleum Management (IJPM)

IJPM - International Journal of Petroleum Management - is the International Research Journal from SPM that aims to help improve the managerial knowledge base of the Petroleum Sector through sharing rigorous and relevant research issues in this ever expanding area. The publication intends to explore issues and challenges faced by professionals, leading faculty & researchers from the petroleum sector across the globe.

This journal is aimed at providing access to global petroleum industry professionals & academicians to published works in the key areas of Energy & Infrastructure, Energy, International Business Transactions - Law, Policy, Economics, Finance and Management of the Energy & Infrastructure Sector. IJPM intends to be a platform for sharing advanced scholarly and applied research into the areas of Petroleum Management. IJPM is ably advised by an International Editorial Advisory Board and the contributions undergo a rigorous blind review by a distinguished panel of paper reviewers.

International Conference on Energy & Infrastructure (ICEI - 2012)

Energy & Infrastructure sector is characterized by high level of risk and has a global perspective. This bi-annual international conference focuses on the dynamics of Energy and Infrastructure sector and the managerial responses to deal with this. This conference is an attempt to provide a platform to professionals, consultants, academicians, researchers associated with the Energy & Infrastructure sector to share their views on business issues and challenges in managing the entire hydrocarbon value chain.

The first and the second conference were organized in December 2007 and March 2010 respectively and had received tremendous response. The conference witnessed the technical experts from various disciplines, talk on the specific area of the conference including Fundamental Business Challenges in Energy Sector, Regulatory and Policy Issues, Techno-managerial Issues, Human Resource, Social and Environmental Issues, Economic Environment in Energy & Infrastructure Sector and Financial Issues and Challenges in Operations Management. The third conference (ICEI - 2012) will be organized in January 2012. The theme of the conference is "Energy & Infrastructure Management: Opportunities, Challenges and Strategies for Sustainable Growth". The objective of the conference is to discuss the often complicated energy and infrastructure

landscape. The conference shall focus on identifying new opportunities, challenges, best practices and strategies for sustainable growth of the sector.

City Gas India Roundtable 2010

SPM shouldered the initiative to bring together the Indian natural gas distribution industry for discussions & deliberations on issues that are of vital importance to the development of downstream natural gas markets in India.

A perspective on natural gas distribution industry was originally proposed by Mr. D. J. Pandian, IAS, Principal Secretary, Energy and Petrochemicals Department, Govt. of Gujarat. The Keynote Address was delivered by Chief Guest - Shri. L. Mansingh, Former IAS, Chairperson-Petroleum & Natural Gas Regulatory Board (PNGRB), Govt. of India.

The theme of first Panel Discussion was on 'Infrastructure, Operations & Project Management Aspects of CGD Business' whereas the second panel discussion was undertaken on aspects of 'Regulations, Market Development and Commercial Issues in CGD Business'. The respective panels were chaired by Mr. B.S. Negi, Member (Infrastructure); PNGRB and Mr. L.K. Singhvi, Member (Commercial); PNGRB. The distinguished Panelists were CEOs/Business Heads/Top-decision makers from 12 leading companies in Natural Gas distribution business in India viz. Mahanagar Gas Ltd.; Green Gas Ltd.; Avantika Gas; Maharashtra Natural Gas Ltd.; Gujarat Gas Company Limited; Sabarmati Gas Ltd.; BG India; GSPC Gas; Indraprastha Gas Limited; Adani Energy; Reliance Industries Limited; Shell Hazira LNG.

Energy Consulting Conclave 2010

An Energy Consulting Conclave was organized by SPM on 20th November 2010, in order to provide a platform to the executives of the Energy Business Consulting industry to share their views with the student's community regarding key issues, prospects and challenges faced by the consulting industry in shaping the energy sector.

Many Consulting Executives from organizations like Infosys, DNV, Feedback Ventures, Pricewaterhouse Coopers, IBM, Mahindra Satyam, Mott Macdonald, E&Y etc. participated in discussions on issues under the domain of Financial Advisory Services, Business Strategy Consulting and Technology Management etc that are of vital importance to the development of energy sector in India.

Renewable Energy Conclave 2011

With an objective of bridging the gap between academics and industry exposure, SPM in association with event partners Sun Edison, REC Ltd., and NEXGEN Financial Solutions and media partners Renewable Watch, Powerline and Gujarat Infrastructure, organized a Renewable Energy Conclave on 9th Sept. The conclave saw participation from varied sections of Green Energy Sector like power producers, equipment manufacturers, financiers, consultants, entrepreneurs, developers and regulators. There were 20 speakers sharing their insights from International Finance Corporation, GEDA and GERC, public sector companies like REC Ltd., IDBI, KPMG, Mahindra & Mahindra, HDFC Bank, TATA Capital, GMR Energy, Lanco Solar, Abellon Clean Energy, to name a few.

Keeping in view the institute's objective of turning out knowledge managers the conclave saw mind-storming discussions, deliberations and analytical reviews on a wide range of topics ranging from developmental hurdles in alternative energy sources, regulatory framework, scope of equipment manufacturers, role of entrepreneurs, financial concerns of banks and NBFCs for project financing, policy formulation, R&D functioning to Human Resource position in the sector. The conclave witnessed everyone being very optimistic about the future prospects of Renewable Energy sector and concluded on a high on clean and green energies.

Power Conclave 2011

SPM organized Power Conclave 2011 on 5th & 6th August 2011 and invited industry executives for discussions & deliberations on issues that are of vital importance for the development of power sector in India. Executives, Business Heads/Top-decision makers from leading power sector companies of leading Indian Public & Private sector organizations like Essar Energy, Feedback Infra, JSW Energy, Ernst & Young Pvt. Ltd., Infraline Energy, SBI Caps, Deloitte, IDBI Bank, GETCO, L&T, Tata Power, GE Energy, GMR - Energy Trading etc. participated in the event and made it a success.

Oil & Gas India Roundtable 2011

A one day Oil and Gas India Roundtable was organized by SPM on 14th October 2011, with an objective to provide an information sharing platform for comprehensive analysis of critical issues in Oil and Gas value chain which contribute to the Energy Security of India. This roundtable provided a platform for the decision makers to address the issues and challenges in this volatile market condition across the value chain and to make an authoritative assessment of challenges which confronts the Energy Security of India. The roundtable had four sessions on energy security, opportunities & challenges in oil & gas value chain, innovative technologies & talent management. It provided an opportunity to the students for interaction and discussion with key players of Oil and Gas value chain.

Experts, business heads & top officials from leading organizations/players of Oil & Gas value chain such as Shell hazira, Essar Oil, PWC, Mercados, ICF International, Reliance Industries, Petronet LNG, DGH, Schlumberger, McDermott Engineering Services Pvt. Ltd., Aban Offshore, ABG Shipyard, ICRA, SBI Capital, L&T, Brickwork, Mahindra Satyam, Deloitte, Infosys, etc. to name a few, participated in this Oil & Gas Roundtable & made it a huge success.

Infrastructure Conclave 2011

The School of Petroleum Management of Pandit Deendayal Petroleum University (PDU) organized Infrastructure Conclave on November 4th, 2011. The conclave witnessed participation from speakers of private and public sectors and varied sections of infrastructure sector like multi-product sales, tech city developers, shipping and solid waste management. The keynote speaker for the conclave was Professor H. M. Shivanand Swamy, Associate Director, CEPT University who shared his expert views on infrastructure and public transit planning and financing. Conclave chairperson Prof. Lalit K. Khurana said, "We have a long way to go before the nation's Infrastructure can support inclusive growth and sustain population.

This is our effort as an institute to bring various dimensions pertaining to the sector on one dais to enable the industry and the students to have a holistic view considering players across the chain." Joint Development Commissioner of Kandla SEZ, S N Patil, Gujarat Maritime Board VC and CEO Pankaj Kumar, Cadila Infrastructure CEO Kailash Bahuguna, President of NSWAI Dr Amiya K Sahu, were some of the speakers at the conclave. Keeping in view the institute's objective of turning out knowledge managers in the sector of Energy and Infrastructure, the conclave held brain-storming, deliberations and analytical reviews on a wide range of topics like zero waste model for environment, social and economic sustainability, green technologies and 3E principles - Ethics, Environment and Economics; appropriate eco system planning for business infrastructure, in-depth explanation of the world class infrastructure of Gujarat International Finance Tec-City and SEZ schemes and investment opportunities, the developmental hurdles in SEZ, trends of sea-borne trade, the role of IT in shipping value chain, logistic concerns and issues of operational maintenance and quality in Indian infrastructure projects.

Confederation of Indian Industry - Young Indians (CII - Yi)

SPM proactively participates in CII's Young Indians (Yi), a premier business association of entrepreneurs, professionals and progressive achievers between the age group of 18 to 40 years, engaged in creating a platform for young Indians to realize the dream of a developed nation. The program initiated by the student Yi team, is to create a platform for the student members to work in cross functional teams and to learn the leadership skills with a broad objective of giving back to the nation. SPM Yi net has successfully organized social, cultural, entrepreneurial and managerial events like Dell-Bloomberg National B-Plan contest, Blood donation camp, Akshara (SPM adopted 2 municipal school for the school's maintenance management) and Yi Cricket league, to name a few.

SPM Yi Net's Achievements

- Ranked fourth Best Net in India, 2008
- Ranked second Best Net in India, 2009
- Ranked the Best Yi net in Gujarat, 2009
- Ranked the Best Yi net in Gujarat, 2010





INFRASTRUCTURE

SPM believes that creating a serene environment blended with modern technologies heightens the spirit and energy level of all learners and inspires them to optimize their learning efforts. In this direction SPM provides the intellectual ambience in a stimulating campus. To what extent SPM has strived to provide

- Impressive and aesthetically built academic areas.
- IT systems with latest hardware & software and seamless Internet connectivity.
- Automated Library and latest communication facilities.
- Sports & recreational facilities.
- Residential accommodation for students.

Library and Information Centre (LIC) is the heart of the Institute with an aim of providing production & dissemination of Knowledge, information, insights & intellect. The centre has utilized Information Technology extensively to ensure that resources are accessible from anywhere at any time. Services such as OPAC for checking online availability and reserving online, bio-metric reader, remote access to e-resources and database make the LIC user friendly. LIC holds collection of printed as well electronic resources which include books, journals, databases, CDs/DVDs, e-journals, reports, case studies, conference proceedings, training manuals, etc.

The library has been automated using Alice for Windows (AFW) – an international user – friendly library package. The software facilitates automated circulation (issue – return) of books and speedy access to bibliographic, location and availability information of the books in the library. The catalogue is available on the Internet for inquiring about books. SPM library also subscribes Online Databases viz. EBSCO: Business Source Premier, Infraline: Energy and Infrastructure sector, and CMIE: Industry Analysis Service, CapEx and Business Beacon, Capitaline Plus database and Indiastat.com

The on - campus fully furnished residential facility extends the flexibility of conducting all types of academic and extra - curricular activities at time suit- ing to the requirements fo the students. The learning has been extended to a 24x7 timeframe instead of standard class timing.



CORPORATE RELATIONS AND PLACEMENTS

Greetings !

It gives me immense pleasure to introduce the students of 2011 batch of the two-years, full-time, residential MBA programme focused on energy and infrastructure sector in general and hydrocarbon in specific.

As a part of the curriculum, every student needs to complete the summer internship of six to eight weeks after the end of first year of MBA. In the first year, the students study basic management courses and complete a series of projects (working both, individually and in groups). We view the summer internship as a crucial tool by which the students can learn from experience how this knowledge can be applied in practice. The broad objectives of the summer internship are to enhance the understanding of the knowledge acquired in the first year through its applications in practical setting, to obtain first-hand experience of working in an

organization and to develop an appreciation for the inter-dependencies and inter-linkages among different functions.

We are confident that the students of SPM will perform beyond your expectations and make significant contribution during their summer internship. On behalf of SPM, I put forward the talent of SPM to you and welcome you for the Summer Placements during December 2011 and January 2012. The companies may adopt the selection procedure of their choice for recruiting Summer Trainees based on group discussions and/ or personal interviews at campus or at their organizations.

Thanks.

Sincerely,

Prof. Akash Patel, Chairperson, Corporate Relations & Placement
Contact No. 079 23275107



PLACEMENT COMMITTEE

The Corporate Relation and Placements at the SPM is established to fulfill two complementary functions – (i) connecting companies to right students and vice versa and (ii) facilitating symbiotic relationship between companies and the institute. It manages the entire process of placement starting from identifying the organizations, inviting them to the campus, providing them all information, helping students prepare, coordinating logistics during the placement week, and taking care of follow – ups. The Placement Committee plays the major role ably supported by other faculty members and administrative staff.

Placement activities at SPM is a student managed activity. However, recognizing the importance attached to placement activities faculty members also play a vital role through a Placement Committee which provides overall supervision and directions for both Final and Summer Placement activities. This committee consists of a few faculty members and student representatives from both first and second year batches with a faculty member acting as the Placement Chairperson.

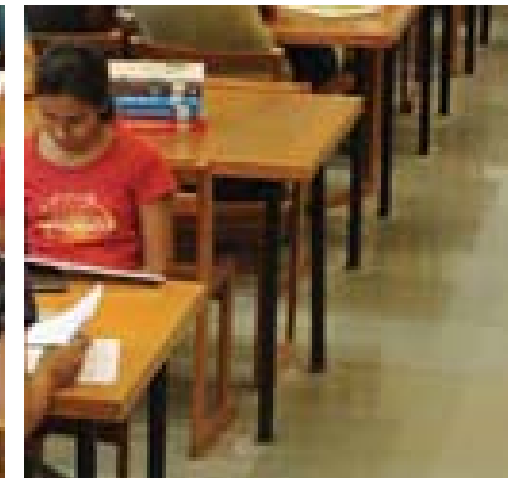
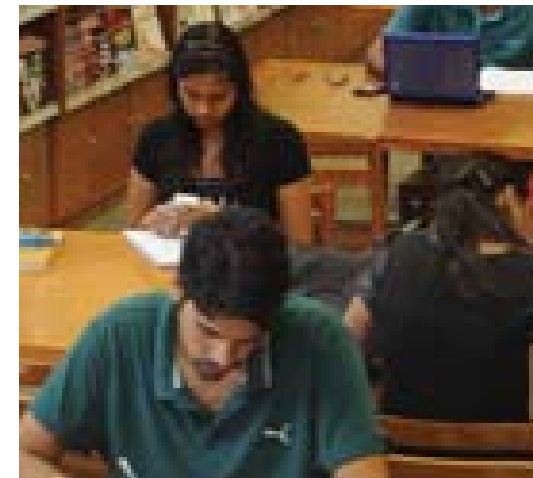
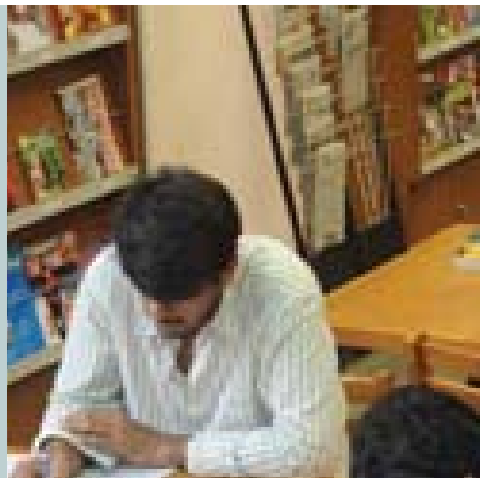
Ms. Remya Rajan
Assistant, Corporate Relations & Placement
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Summer Placements 2012: Calendar

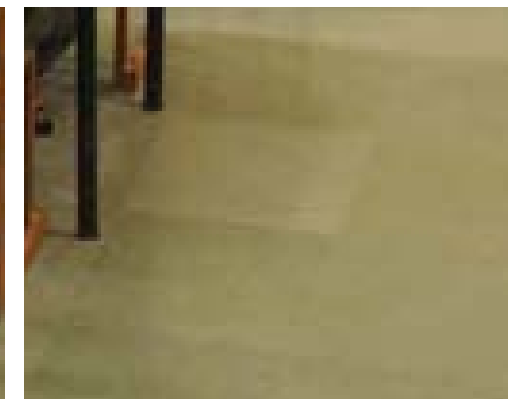
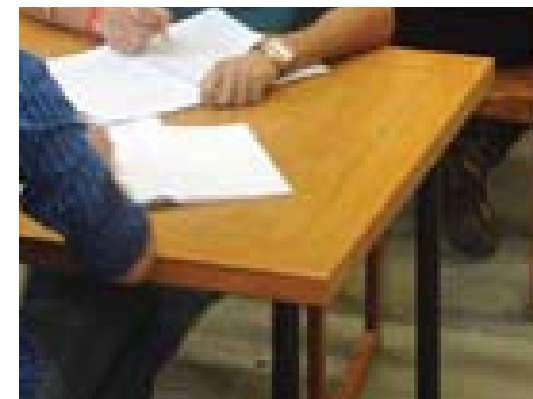
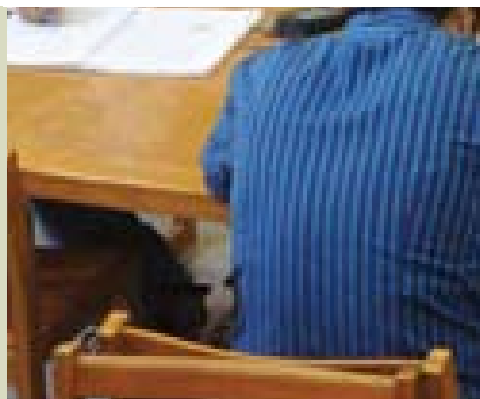
The Campus recruitment for Summer Placement 2012 has been scheduled during February and March, 2012

During this week companies will be given a date and time slot to organize their recruitment process at the campus. It is expected that the entire selection procedure will be carried out within the time frame offered. Companies may invite CVs of interested students and shortlist them on the basis of their profiles before coming to campus. On campus, the companies apart from interviewing the short-listed candidates may also choose to interview other students. Once a student has got a certain number of offers, s/he will not be allowed to participate in the placement process further. Companies are required to declare the name of the students selected as soon as they have completed their processes.



Summer Placements 2007, 2008, 2009, 2010 & 2011: A Brief

The summer placement initiatives of SPM for its first, second, third, fourth & fifth batch attracted a good number of companies from Energy & Infrastructure, Oil & Gas and other sectors. All its students have worked on a host of project areas including Project Financing of Refinery, Petroleum Fiscal Systems, Supply Chain Strategy for a CNG Station, Marketing & Commercial Activities in CGD, Demand Estimation of PNG, Maintenance Overview of a Terminal, Market Development of Lubricants, Financial Feasibility Study of Power Plant, Market Research, Projection of Oil & Gas Production, Materials Management in SAP, Analysis of Production Data Management Tool, to mention a few. The companies from above mentioned sectors participated in Summer Placement – 2007, 2008, 2009, 2010 & 2011.



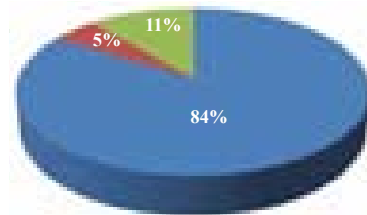
Companies which have participated in Summer Placements - 2007, 2008, 2009, 2010 & 2011

- ABG Shipyard Ltd.
- Aban Offshore Ltd
- Abellon CleanEnergy Ltd.
- Aegis Logistics Ltd.
- Adani Energy Ltd.
- Bharat Petroleum Corporation Limited
- Cairn India Limited
- Dexter Consultancy Ltd.
- Ernst & Young Pvt. Ltd.
- Essar Exploration & Production Ltd
- GAIL (India) Ltd.
- GSPC Gas Ltd.
- GSPC LNG Ltd.
- Guj Industrial Power Company Ltd
- Gujarat Alkalies & Chemicals Ltd.
- Gujarat Gas Company Limited
- Gujarat State Energy Generation Ltd.
- Gujarat State Petronet Ltd.
- Gujarat State Petroleum Corporation Ltd.
- Halliburton
- Hardy Oil Ltd.
- Hazira LNG Private Ltd. (Shell)
- Hindustan Oil Exploration Company Ltd.
- Hindustan Petroleum Corporation Ltd.
- IDBI Bank Ltd.
- Idemitsu Ltd.
- ICICI Lombard
- Indian Oil Corporation Limited
- Indorama Ltd.
- Indraprastha Gas Ltd.
- Infraline Energy/Inst. of Mgmt Consultants of India (Kaizen Institute)
- Jindal Drilling & Industries Ltd.
- Joshi Technologies Inc.
- Kapasi Offshore Ltd.
- Kotak Mahindra Bank
- Larsen & Toubro
- Mafoi Management Consultants Ltd.
- Mahanagar Gas Ltd.
- Mercados EMI
- Mercator Oil & Gas Ltd.
- Mi SWACO
- Mott Macdonald
- Niko Resources Ltd.
- ONGC Ltd.
- OPaL (ONGC Petro Additions Ltd.)
- Petronet LNG Ltd.
- Punj Lloyd
- Reliance Industries Limited
- Sabarmati Gas Ltd
- SBI Capital Markets Ltd.
- Schlumberger
- Shell Hazira Port Pvt. Ltd
- Siemens Ltd.
- Tata Consultancy Services
- TCE Consulting Engineers Ltd.
- Total Lubricants India Ltd.
- Transworld India
- Weatherford Oil Tool MiddleEast Ltd.

Profile of 2011 Batch

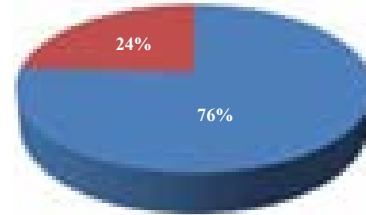
The graduating class consists of students who are from as many as 14 states of India and while a majority of them are engineers, others are from multidisciplinary background.

GRADUATION CHART



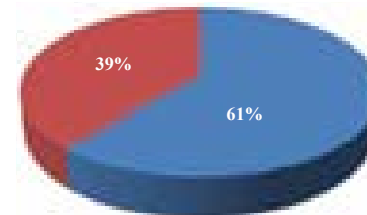
- ENGINEERING
- MANAGEMENT
- OTHER

GENDER



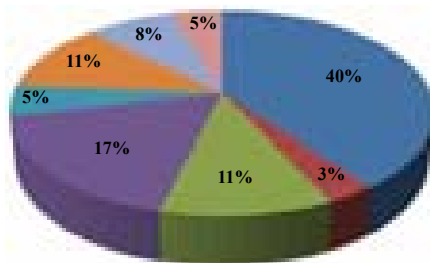
- MALE
- FEMALE

WORK EXPERIENCE



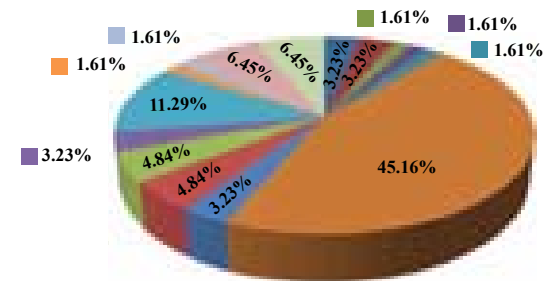
- EXPERIENCE
- FRESHERS

STUDENT WORK EXP. BREAK-UP



- 0-5 MONTHS
- 6-11 MONTHS
- 12-17 MONTHS
- 18-23 MONTHS
- 24-29 MONTHS
- 30-35 MONTHS
- 36-41 MONTHS
- 42-48 MONTHS

STATE-WISE DISTRIBUTION



- A.P.
- BIHAR
- CHANDIGARH
- CHATTISGARH
- DELHI
- HARYANA
- JHARKHAND
- KARNATAKA
- M.P.
- GUJARAT
- MAHARASHTRA
- ORISSA
- PUNJAB
- RAJASTHAN
- U.P.





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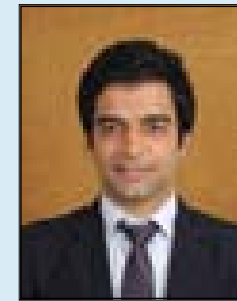
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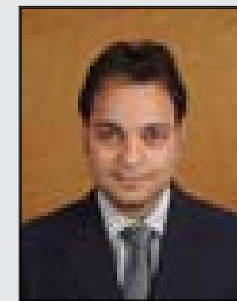
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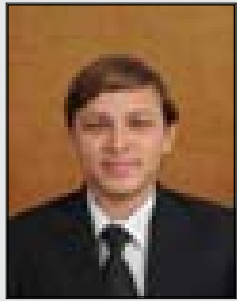
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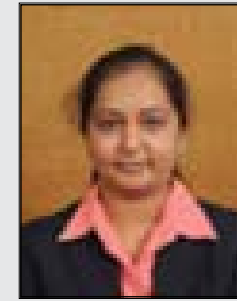
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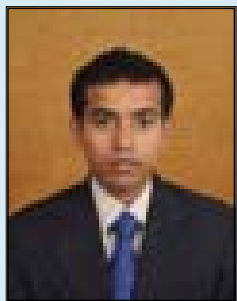
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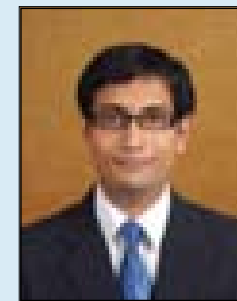
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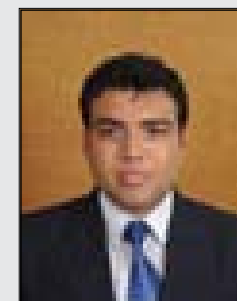
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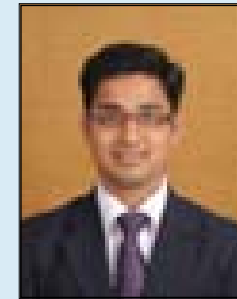
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