Goa Institute of Management
Healthcare Management
2019-20

Where learning never stops...
The healthcare (and life sciences) industry has adopted innovation and reinvention as a strategy to control spiraling healthcare costs. Goa Institute of Management, in response to the growing unique needs of this industry launched a two-year full time PGDM in Healthcare Management Programme in 2013. Guided by a steering committee consisting of senior industry and academic leaders, we set out with the objective of building a world class healthcare and life sciences programme.

This programme has many firsts to its credit: this is the first comprehensive healthcare programme wherein each and every student studies and understands in-depth hospitals, public health, pharmaceuticals, medical devices, and supporting domains such as healthcare financing, analytics and IT; the pedagogy includes a high experiential component wherein each student works first hand on projects in hospitals, pharmaceutical units, a variety of medical device units, healthcare retail, and public health (primary health centres and NGOs working in healthcare).

Owing to the programme design, hands on industry experience and exposure to a diverse group of programme participants, the PGDM-Healthcare Management 2018-2019 batch distinguish themselves as a best suited for careers in the healthcare industry. I extend a warm welcome to the healthcare industry to visit our campus, interact with our students, and participate in our placement process.

Prof. Ajit Parulekar
Director
Goa Institute of Management

Message from the Placement Chair

The PGDM Healthcare Management Programme at GIM is a young and ambitious education programme that develops and delivers skilled professionals with a passion for the Healthcare sector. Our graduates are uniquely trained in Management fundamentals as well as a sound understanding of the various domains of this sector- Public Health, Hospitals, Pharmaceuticals, Medical Devices, IT & Data analytics and Healthcare financing, which together form the building blocks of the Health System. Their training among other things, includes 60 hours of field observation and training in real-world healthcare settings under the supervision of faculty. This comprehensive foundation prepares them to understand the nuances and develop solutions that work for this unique sector, both in India and abroad. We believe that our students have the potential to add real value to your organization. We look forward to welcoming you on campus to interact with them and build a long-term fruitful collaboration with our Institute.

Kheya Melo Furtado
Placement Chair - PGDM HCM
Goa Institute of Management
I am pleased that the healthcare management batch of 2018-20 is all set to begin their journey into the world of healthcare. Being associated with this programme since its inception, I can state without doubt that the students of this programme are armed with all the knowledge and abilities required to combat the inherent complexities of the healthcare ecosystem. The programme has all the features necessary for creating a holistic manager and a true professional in healthcare management. The students of this programme get taught by the best of the faculty, get a large exposure to healthcare functions, do internships at premier healthcare institutions and by the time they finish the course, they become undoubtedly one of the finest budding healthcare managers, ready to make a difference in this sector. The programme is unique in many ways but the most distinguishing factor is that it beautifully integrates management knowledge with the knowledge of healthcare which realizes all the potential benefits that emerge out of the integration.

I wish the batch all the very best and am sure each one of them will uniquely contribute for the betterment of healthcare.

Arif Raza
Faculty & Programme Chair - Healthcare Management
Goa Institute of Management
Mission & Vision

The Mission of Goa Institute of Management is to create knowledge & nurture leaders for sustainable business and an inclusive society for India and the world while maintaining a strong & ongoing commitment to Goa.

The Vision of Goa Institute of Management

To achieve a preeminence among business institutions in India and be acknowledged among the ten best institutions in the country.

To obtain international accreditation and be acknowledged among the fifty best schools in the world.

Our graduates should be acknowledged as sound business managers with an all-round capacity, with environmental sensitivity, and social consciousness of their lesser privileged associates.
About GIM

“We don’t teach at GIM. Our students learn”

GIM is among the top business management schools in the country with a strong legacy to be proud of. It was founded in 1993 by Fr. Romuald D’Souza after he had set up KIM Bhubaneswar. He was also the former director of XLRI Jamshedpur. Our core course offerings are varied and range from Sales & Marketing, Finance, OB & HR, Operations & Supply Chain Management, General Management & Economics. The Mission of Goa Institute of Management is to create knowledge & nurture leaders for sustainable business and an inclusive society for India and the world while maintaining strong & ongoing commitment to Goa. The faculty at GIM enables a learning environment, to foster the passion in the students. The faculty at GIM portrays a symbiotic relationship with the students. They not only share with the students their experiences and ideas but also imbibe from students the trends of the current generation. Indeed, the faculty at GIM nurtures the upcoming leaders with their teaching and motivation. In our two-year, full time, residential, PGDM programmes, we direct our energy to focus on quality and excellence to form responsive and responsible leaders. Come, see and experience.

Atal Innovation Mission

Atal Incubation Centre – Goa Institute of Management (AIC-GIM) has been setup as a joint venture under the Atal Innovation Mission (AIM) by NITI Aayog and Goa Institute of Management. AIC-GIM is a sector and stage agnostic start-up incubation centre and is open for start-ups across the country. Our Vision is to develop a holistic support system for entrepreneurs either looking to expand or set-up their venture in the state of Goa.

AIC-GIM offers:

- A state-of-the-art co-working space
- Access to mentoring by subject matter experts
- Access to industry
- Investment support
- Access to startup events across the country through our partner network
- A platform for networking with the growing start-up ecosystem.
Journey of GIM

1993
- Goa Institute of Management was founded in 1993 when Fr. Roumald D’Souza (ex-Director- XLRI, Jamshedpur and XIMB, Bhubaneshwar) moved from XIMB to create a centre of learning and excellence in Goa.

1994
- Approved by All India Council of Technical Education of the Government of India (AICTE).

1995
- Fr. Roumald D’Souza moved from XIMB to create a centre of learning and excellence in Goa.

1996
- Student intake increased from 60 to 120.

1997
- In a commitment to global education, GIM collaborates with the University of Antwerp, Belgium & Fachhochshule student interaction and joint study.

1998
- Corporate Relations & Placement Committee formed as student initiative.

1999
- Institution of "Samridhi" one of the largest national level business school conferences in India.

2000
- "Wizards of Biz" now known as "WizBiz" started by MECCA, the marketing club of Goa Institute of Management, as a national level corporate quiz.

2005
- Ties up with the Universidade Catolica Portuguesa (MBA Catolica) for facilitating faculty and student exchange.

2007

2010
- GIM moves to the new state of the art green campus at Sanquelim and increases intake to 240.

2013
- Ranking in the Outlook-MDRA survey moves from 35th position in 2009 to 19th position in 2013 & bagged Silver Award at the first IIMC award 2013 at the 4th Indian Management Conclave.

2015

2017
- Shortlisted by NITI Aayog for setting up of Atal Incubation Centre (AIC) under the Atal Innovation Mission (AIM) Scheme.

2018
- Completed 25 years of Excellence.

2019
- Hosted His Holiness The 14th Dalai Lama on our Campus.

2020
- Organized International Start-up Event Idealab.

2021
- Ties up with the Universidade Catolica Portuguesa (MBA Catolica) for facilitating faculty and student exchange.

2022
- GIM moves to the new state of the art green campus at Sanquelim and increases intake to 240.
About HCM

The HCM programme has been carefully structured after taking into account industry needs, existing gaps, and future requirements. The courses under the programme are a blend of management and healthcare functions, which makes it an application based management programme, a concept which is widely prevalent in developed countries. The entire programme is divided into 6 terms (3 in the first year and 3 in the second year). These courses are divided into core courses and elective courses.

GIM Healthcare management programme offers courses which cover all domains of Healthcare such as Hospitals, Pharmaceuticals, Medical Devices, Healthcare Financing, Public Health, Healthcare IT and Consulting.
Healthcare Management Programme in Goa Institute of Management is not only about teaching the industry domains within the classroom, but it also focuses on developing a practical learning amongst the students. “Healthcare Thursdays” is a conceptualized multi-disciplinary approach to understand different domains of healthcare including hospitals, diagnostic centers, pharmaceuticals, medical device industry and public health. Every Thursday the students go for field visits to understand various facets of healthcare delivery. It ensures an extensive exposure where students interact with the various stakeholders to learn about the dynamics of the industry and their unique set of real-life challenges. The industry visits provide an effective learning where students work closely with the organisations in well-structured and analytical projects, applying the learnings of academia.
The Give Goa initiative came into existence in 2011 at GIM. It is an amalgamation of rich learning experience and sensitive outlook. Based on the philosophy of giving back to society through service to the less privileged communities, it helps create socially responsible managers at the workplace.

In 2013, the initiative was extended to the healthcare management program, the focus being to serve the people of Goa through the healthcare-based initiatives carried out by NGO’s and other organizations. Students work in collaborations with these partners through the year in the areas of health awareness, education and promotion thus making a small but significant difference to the society.

Some of the organisations where the students worked to achieve the social outcome are:

- Voluntary Health Association of Goa (VHAG)
- Helpage India
- Human Touch
- Konkan Development Society
- Sangath
- El-Shaddai, Goa
- Sneha Mandir, Goa
- CDOJ Mental Health Foundation, Goa
Industry and Corporate Interactions

Roche India
20th July 2018
Mr. Vinodhkhina Peysale
Director | Customer Value
Ms. Gauren Patel
Senior Manager | People & Culture
Ms. Delnaaz Sayyed
Assistant Manager | Talent Acquisition
Topic of Discussion: "Emerging Future in Healthcare - India and world"

Thackhardt Ltd.
3rd August 2018
Dr. Rishi Jain
Vice President
Topic of Discussion: "Medico marketing & Scientific Marketing and its application in Pharmaceutical and Biotechnology Industry"

Ernst and Young LLP
13th August 2018
Mr. Satish Menon
Director | Public Health Advisory
Topic of Discussion: "Public Health - Market access through healthcare financing"

Sirona Healthsmars, India
23rd August 2018
Mr. Kalpesh Bhatt
Business Head
Mr. Raghu Chandrashekar
Senior VP and HR Head
Topic of Discussion: "Elements, Globally and Locally - Product, Policy, People & "Affordable Healthcare - From Siemens Perspective"

Arista Pharmaceuticals
15th September 2018
Mr. Nilesh Nayak
Sr. Vice President
Topic of Discussion: "Insights on the CDMO industry"

Dr Reddy’s
14th September 2018
Mr. Pranav Kumar
Ex-Associate Directo & Head Customer Experience Management
Topic of Discussion: "Customer Experience in Healthcare: Career Perspectives"

Apollo Health and Lifestyle Limited
17th October 2018
Mr. Dhirul Serathus
Group Chief Marketing Officer
Topic of Discussion: "Current Sales & Marketing in Healthcare delivery (Hospital) and Future - Artificial Intelligence in Healthcare"

CitiusTech
27th October 2018
Mr. Sujoy Pal
Head of Marketing
Mr. Swandan Pod
Architect
Topic of Discussion: "Solution Selling in Healthcare IT and Application of Healthcare Data Analytics"

Boston scientific
27th October 2018
Mr. Swadesh Behara
Regional Director (HR) - India, Middle East and Africa
Topic of Discussion: "Leadership in Healthcare Industry"

MitraBiotech
28th October 2018
Mr. Amaninder Dhillon
Director of Sales & Marketing
Dr. Rahul Rathod
Senior Director Medical Affairs
Topic of Discussion: "Priming Market for Personalized (Individualized) Cancer"

Sutherland Healthcare Solutions
3rd November 2018
Swarup Chilumkuru
Country Head (India) Healthcare Operations
Topic of Discussion: "Diversity, Inclusion and New Age Expectations at Work Place"
He quoted: "Thank you team for inviting me to your campus. It was a fantastic interaction with a very aware and engaging group of Health Management students. Wishing you all a fabulous future and am confident that each one of you will contribute to the upliftment of Healthcare and Humanity. All the best"

Healthcare-in-India
4th November 2018
Dr. Vilem Venkateswaran
Director
Topic of Discussion: "Digital Technologies Transforming Healthcare in India"
<table>
<thead>
<tr>
<th>Organization</th>
<th>Date</th>
<th>Person</th>
<th>Position</th>
<th>Topic of Discussion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abbott Healthcare Pvt. Ltd.</td>
<td>17th November</td>
<td>Mr. Dinesh Mishra</td>
<td>Director HR</td>
<td>&quot;From Campus to Corporate - Key skills required&quot;</td>
</tr>
<tr>
<td>7Orange Hospital Pune</td>
<td>16th November</td>
<td>Mr. Jashajeet Singh</td>
<td>Chief Operating Officer</td>
<td>&quot;growing medical tourism, Ayushman Bharat scheme, and need-demand theory&quot;</td>
</tr>
<tr>
<td>Fortis Healthcare</td>
<td>17th November</td>
<td>Mr. Sanu Khanna</td>
<td>Executive Vice President and Commercial Officer</td>
<td>&quot;Acquiring skills to adapt changing trends in pharmaceutical industry&quot;</td>
</tr>
<tr>
<td>National Health Agency &amp; Ayushman Bharat</td>
<td>17th November</td>
<td>Dr. Indu Bhushan</td>
<td>CEO</td>
<td>&quot;Ayushman Bharat and its implications for Universal Health Coverage in India&quot;</td>
</tr>
<tr>
<td>Fresenius Medical Care India Pvt. Ltd.</td>
<td>17th November</td>
<td>Mr. Punit Kohli</td>
<td>MD</td>
<td>&quot;Opportunities within the Health Care Ecosystem in the Next 3000 Days&quot;</td>
</tr>
<tr>
<td>Narayana Health</td>
<td>17th November</td>
<td>Mr. Neil Sequeira</td>
<td>Vice President - Human Resources and Administration</td>
<td>&quot;Pharmaceutical Industry in India and the various career tracks&quot;</td>
</tr>
<tr>
<td>GlaxoSmithKline Pharmaceuticals Ltd.</td>
<td>17th November</td>
<td>Mr. A. Vaidheesh</td>
<td>VP, South Asia &amp; MO</td>
<td>&quot;the digital environment is changing trends in the healthcare industry and value creation in the healthcare landscape&quot;</td>
</tr>
<tr>
<td>Apollo Munich Health Insurance</td>
<td>18th November</td>
<td>Mr. Kedar Nigavekar</td>
<td>Senior Vice President - Consulting &amp; Strategy</td>
<td>&quot;challenges faced in administrating an organisation with respect to the management of people&quot;</td>
</tr>
<tr>
<td>Medikabazaar</td>
<td>19th November</td>
<td>Dr. Akash Rajpal</td>
<td>Executive Vice President - Marketing &amp; Product Management</td>
<td>&quot;the importance of cutting unnecessary costs in hospitals by doing deep root analysis&quot;</td>
</tr>
<tr>
<td>Netmeds.com</td>
<td>26th November</td>
<td>Mr. Philip Joseph Assa</td>
<td>Head HR</td>
<td>&quot;challenges faced in administrating an organisation with respect to the management of people&quot;</td>
</tr>
<tr>
<td>Infosys Pharmaceuticals Ltd.</td>
<td>2nd December</td>
<td>Mr. Manoj Kumar</td>
<td>Senior Vice President</td>
<td>&quot;opportunities within the Health Care Ecosystem in the Next 3000 Days&quot;</td>
</tr>
<tr>
<td>Star Health and Allied Insurance Co Ltd.</td>
<td>6th December</td>
<td>Dr. S Prakash</td>
<td>Chief Operating Officer</td>
<td>&quot;Pharmaceutical Industry in India and the various career tracks&quot;</td>
</tr>
<tr>
<td>Novo Nordisk</td>
<td>7th December</td>
<td>Mr. Nilesh Kulkarni</td>
<td>Director - People &amp; Organization</td>
<td>&quot;Ayushman Bharat and its implications for Universal Health Coverage in India&quot;</td>
</tr>
<tr>
<td>NEHRDC</td>
<td>7th December</td>
<td>Ms. Moni Gupta</td>
<td>Advisor HR &amp; IP</td>
<td>&quot;opportunities within the Health Care Ecosystem in the Next 3000 Days&quot;</td>
</tr>
<tr>
<td>Emblèmes</td>
<td>11th February</td>
<td>Mr. Pradeep Sreekumar</td>
<td>Global Marketing Director</td>
<td>&quot;future of healthcare and how technology is changing the landscape&quot;</td>
</tr>
<tr>
<td>GE Healthcare</td>
<td>8th February</td>
<td>Ms. Chakravya Hiteshvaran</td>
<td>Global Marketing Director</td>
<td>&quot;opportunities within the Health Care Ecosystem in the Next 3000 Days&quot;</td>
</tr>
<tr>
<td>HCL</td>
<td>10th December</td>
<td>Dr. Ashish Goel</td>
<td>AVP and Process Lead</td>
<td>&quot;opportunities within the Health Care Ecosystem in the Next 3000 Days&quot;</td>
</tr>
</tbody>
</table>

Pedagogy

- Lectures
- Case Studies
- Simulation Games
- Live Projects
- Industry Interactions
- Business Seminars
- Lecture series by eminent personalities across diverse fields

Resources

- CMIE's research and compilations on Mergers and Acquisitions, Business Beacon, Industry Analysis Service, Economic Intelligence Service, Prowess, CapEx, India Trades, Indian Harvest, Alpha, International Economic
- PROQUEST, EBSCO, India Business Insight database (IBID), VANS, CAPITALINE PLUS Corporate Database, CRISIL, Database Tools like SPSS & SA
- Simulation worked on: Markstrat
## Course Curriculum

<table>
<thead>
<tr>
<th>Term 1</th>
<th>Term 2</th>
<th>Term 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managing Hospital Services</td>
<td>Health Economics</td>
<td>Legal Environment for HC Industry</td>
</tr>
<tr>
<td>Health Structure/System in India</td>
<td>Financial Management 1</td>
<td>Financial Management 2</td>
</tr>
<tr>
<td>Healthcare Accounting</td>
<td>Operations Management</td>
<td>Research Methods In Healthcare</td>
</tr>
<tr>
<td>Bio-Statistics &amp; Operational Research</td>
<td>Management Communication</td>
<td>Healthcare Information System</td>
</tr>
<tr>
<td>Organizational Behaviour</td>
<td>Healthcare Marketing</td>
<td>Human Resource Management</td>
</tr>
<tr>
<td>KYHP</td>
<td>KYHP 2</td>
<td>KYHP 3</td>
</tr>
<tr>
<td>Marketing: Understanding the Consumer</td>
<td>Medical Devices: A Perspective</td>
<td>Public Health: A Perspective</td>
</tr>
<tr>
<td>Business Etiquette and Grooming</td>
<td>Pharmaceuticals: A Perspective</td>
<td>From Idea to Opportunity</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Term 4</th>
<th>Term 5</th>
<th>Term 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategic Management in Healthcare</td>
<td>Health Insurance &amp; Managed Care</td>
<td>Ethics &amp; Corporate Governance</td>
</tr>
<tr>
<td>Hospital Design &amp; Planning</td>
<td>Healthcare Services Marketing</td>
<td>Management of Research &amp; Development in Healthcare</td>
</tr>
<tr>
<td>Principles of Epidemiology</td>
<td>Healthcare Services Delivery &amp; Distribution</td>
<td>Sectoral Project</td>
</tr>
<tr>
<td>Healthcare Analytics</td>
<td>Quality Management in Healthcare</td>
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<tr>
<td>Give Goa Health</td>
<td>Give Goa Health 2</td>
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</table>

## Elective Courses

In the second year, students are offered a bucket of elective courses depending upon specific industry requirements and students’ interests. This enables students to differentiate and make themselves more suitable for seeking career opportunities in any particular domain of healthcare, i.e., IT/Consulting, Pharmaceuticals, Medical Devices, Hospitals, Public Health or Health Insurance.

### Electives Offered

<table>
<thead>
<tr>
<th>Term 4</th>
<th>Term 5</th>
<th>Term 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Branding in Healthcare</td>
<td>Financing and Paying for Healthcare</td>
<td>Digital Marketing in Healthcare</td>
</tr>
<tr>
<td>Consumer Behaviour</td>
<td>Blockchain Strategy in Healthcare</td>
<td>Sales &amp; Distribution Management - Pharmaceutical and Medical Devices</td>
</tr>
<tr>
<td>Leadership In Healthcare Organizations</td>
<td>Health Policy Analysis</td>
<td>Healthcare Accreditation</td>
</tr>
<tr>
<td>Innovation Strategy</td>
<td>Supply Chain Management</td>
<td>Advanced supply chain management</td>
</tr>
<tr>
<td>CIS: Project Management in Healthcare</td>
<td>Machine Learning for Healthcare</td>
<td>Technology Management In Healthcare</td>
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<tr>
<td>Organizational Change and Development in Healthcare Organizations</td>
<td>Consulting Fundamentals</td>
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</tbody>
</table>
The Healthcare Management Program at Goa Institute of Management is a real boiling pot of ideas and creatively brimming with an exciting sense of accomplishment for the society. Each batch of students brings in a fresher perspective on wicked problems and renewed strength to solve them. The rigorous complexity of the curriculum is always with simplistic diversity of each subsequent batch of students. This current batch is again a strong testament to this as they all belong to a variety of backgrounds and yet are bound by a strong desire to work in the healthcare industry. It is a great pleasure to interact with them and discuss ever new ideas, making me very hopeful for the future of the realm.

Devasheesh Mathur
Senior Lecturer
Healthcare Management
Goa Institute of Management

Visiting Faculty

“The Healthcare Management program at GIM is definitely a cut above the rest! It offers a 360 degree exposure to the exciting world of healthcare while helping the student learn management concepts in the classroom. This combination achieves both the academic objectives as well as maintains the rigour of the course for all its stakeholders.”

Smart, intelligent and hardworking is how I would define the outgoing HCM batch of 2019-2020. They have been extremely enthusiastic and supportive in the field. Besides, they have initiated and implemented a few projects on their own besides curriculum learning. For example, the video made for EMRI 108 for the women helpline in Goa and the hygiene club formed on campus last year are initiatives that demonstrate determination, dedication and discipline.

Meena Parulekar
B.Pharm, M.Pharm, EMBA

I have been associated with the HCM course since its inception and have been teaching the subject of Human Resource Management. The diversity in the batch with respect to gender, past experience and interests brings a good interaction and talent to the table. The course curriculum and structure has been well thought of so that students can handle a managerial role. Levels of enthusiasm and the all-rounded personality of some of the students helps the batch to learn from each other and add flavour to the entire batch.

Nila Nayak
PGDM (Personnel Management & Industrial Relations, XLRI Jamshedpur)

Have enjoyed teaching the HCM 2018-20 batch at GIM. The discussions both in-class and out-of-class and the questions raised by them reflect the students’ keenness to understand the law in the context of real-time issues faced in compliance and planning and implementation of transactions and contracts.

Sarita D’Souza
LL.B, Advisor- Resurge Management Consultant
Faculty Profile

Ajit Parulekar
Qualification B. Pharma, M. Pharma (Pharmacology), MBA (Marketing), Ph.D
Industry Experience 5 Years
Academic Experience 1.5 Years
Area of Expertise Brand Management, Consumer Behavior, Financing
Designation Dean
Courses offered Strategic Marketing, Consumer Behavior, Financing, Pharmaceuticals

Aleksh Gour
Qualification B.E (CSE), M.Tech, Ph.D
Industry Experience 6.5 Years
Academic Experience 5 Years
Area of Expertise Healthcare Analytics
Designation Assistant Professor
Courses offered Data Mining, Healthcare Analytics

Arif Raza
Qualification PGDM, M.Phi., Ph.D
Industry Experience 11 Years
Academic Experience 4 Years
Area of Expertise Hospital Industry, Healthcare Quality and Accreditation, Hospital Planning
Designation Assistant Professor and Dean
Courses offered Hospital Planning and Design, Healthcare Quality and Accreditation, Service Marketing

Nafisa Vaz
Qualification PGDMC, PGDBM, Pursuing Ph.D
Industry Experience 7 Years
Academic Experience 4 Years
Area of Expertise Healthcare Marketing, Operations and Branding
Designation Research Associate
Courses offered Know Your Healthcare Provider, Introduction, Healthcare, Quality and Accreditation, Service Marketing

Kheya Molu Furtado
Qualification Master of Public Health, Ph.D. Health Services
Industry Experience 3 Years
Academic Experience 6 Years
Area of Expertise Public Health, Healthcare Financing, Management Designation Assistant Professor
Courses offered Epidemiology, Financing and Paying for Healthcare, Market entry Strategy, Market Research, Brand Management, Consumer Behavior, Financing, Pharmaceuticals

Shwetha Couninho
Qualification Ph.D (marketing at BITS Pilani), MBA (Marketing), BE (Mechanical)
Industry Experience 3 Years
Academic Experience 2 Years
Area of Expertise Brand Management, Sales & Distribution Management, Business Consulting
Designation Assistant Professor
Courses offered Healthcare Marketing, Sales & Distribution Management
Consultation 1. Consulting for a Cement Based Company (India), 2. Consulting for Hospital Chain (India)

Desaveesh Mathur
Qualification B.Tech, M.Tech (IT Bombay), FPM (Public Policy), M.S (Gurston)
Industry Experience 5 Years
Academic Experience 2 Years
Area of Expertise Healthcare Marketing, Sales & Distribution Management, Business Consulting
Designation Senior Lecturer
Courses offered Healthcare Marketing, Sales & Distribution Management

Sarat Jena
Qualification B.Tech - M.Tech/IT (Kharagpur), Ph.D - U.P (Kanpur)
Industry Experience 13 Years
Academic Experience 5 Years
Area of Expertise Supply Chain Management, Production Planning
Designation Assistant Professor
Courses offered Manufacturing Management, Operation Management, Operation Research, Project Management

Amiya Sahu
Qualification B.Sc. (B.Com), M.A. Finance, MBA
Industry Experience 8 Years
Academic Experience 3 Years
Area of Expertise Finance Management, Financial Analysis
Designation Assistant Professor
Courses offered Financial Statement Analysis, Business Valuation, Financial Management

V. Padmanabhan
Qualification Ph.D., M.B.A, M.Phi, FDPM (IIM-A)
Industry Experience 5 Years
Academic Experience 14 Years
Area of Expertise Human Resources Management
Designation Associate Professor
Courses offered Career development, Power and influence in Organization, Conflict Management

Abhishek Ranga
Qualification MBA, FCMA, CPA, PhD (Finance)
Industry Experience 4 Years
Academic Experience 11 Years
Area of Expertise Cost Management, Financial Accounting, Financial Analysis
Designation Associate Professor
Courses offered Cost Management, Financial Accounting, Financial Analysis

Amiya Sahu
Qualification B.Sc. (B.Com), M.A. Finance, MBA
Industry Experience 8 Years
Academic Experience 3 Years
Area of Expertise Finance Management, Financial Analysis
Designation Assistant Professor
Courses offered Financial Statement Analysis, Business Valuation, Financial Management

Rohit Mulukkar
Qualification Ph.D (Statistics)
Academic Experience 15 Years
Area of Expertise Statistics, Reliability Modelling, Operations Research
Designation Assistant Professor
Courses offered Stochastic Operation Research
Year 2018-19 Highlights

Goa Institute of Management celebrated its Silver Jubilee last year, a large number of corporate events with international presence were organised throughout the year, which boosted the overall stature of GIM as a premier management institute.

8th August 2018
GIM embarked its 25th year by hosting His Holiness The 14th Dalai Lama as a part of collaboration between GIM and The Dalai Lama Centre for Ethics and Transformative at MIT.

22nd September 2018
Ethical Data Conclave in Bangalore, wherein various industry leaders as well as subject matter experts came together, to discuss the ethical as well as sustainable use of data in the future and how it is going to change the entire business landscape.

16-17th October 2018
WIEF Foundation Young Leaders Network, IdeaLab a distinguished 2 day start-up conference that cultivates entrepreneurs and assists in the development of start-up ecosystems.

17th November 2018
A conference on Ayushman Bharat aimed to understand the impact of the world’s largest health insurance scheme on universal health coverage in India.

15th December 2018
‘Goonj’ - An Evening of Choral music
The Sommerville College Choir, Oxford University performed for the first time in Goa, in collaboration with the GIM choir & the Goa University Choir.

5th January 2019
25-years Grand Alumnus Meet

18th January 2019
Women’s leadership forum themed "Pathways to Resilient Leadership," aimed to promote principle-centred leadership.
Centres of Excellence

The Centres Of Excellence At GIM Connect Academia And Industry To Advance Management Education, Research And Outreach In Key Areas.

Centre for Social Sensitivity and Action (CSSA)
CSSA has been created to promote social responsibility among organizations, promote social responsibility among students of GIM through service to less privileged communities and contribute to the local and national community.

Centre for Research (CFR)
CFR is a faculty-initiated activity to promote and foster a culture of research with clear objectives to build a culture of research, facilitate an environment that fosters research, encourage faculty members to engage in high quality research, imbibe research driven pedagogy that nurtures critical thinking among students and be known among the management community as a thought leader.

Centre for Creativity and Innovation (CCI)
CCI has been established with the objectives to shift attitudes leading to innovative thinking thereby making students see solutions even when none seem to exist while developing students’ multiple intelligences using the arts.

Centre for Entrepreneurship Development (EDC)
EDC has been established with the aim to foster the spirit of entrepreneurship among students and also providing students with the opportunity to learn about entrepreneurship and the entrepreneurial process while developing entrepreneurial attitudes and capabilities.
Flagship Events

WIZBIZ

GIM WIZBIZ is India’s largest student organized corporate quiz and sees participation of renowned organizations from across the country. Started in 2000 and envisioned to boost the student — corporate interaction, GIM WIZBIZ has grown from strength to strength each year. This exciting event has already created a brand recall for itself in mind of quizzing aficionados through its unique format. It sees participation from some of the best and most prestigious establishments of the country and several notable quizzers including national winners of quizzes like Tata Crucible and Brand Equity.

SAMRIDDHI

SAMRIDDHI is the annual business symposium organized by Goa Institute of Management. Symposia is also the flagship event of the institute. The word “SAMRIDDHI” means prosperity and with a legacy of 13 years behind it, Samriddhi offers an opportunity for the best and brightest business professionals and entrepreneurs to display their inherent talent on a national platform.

PRABODHAN

The Flagship event, Prabodhan, aims upon bridging the gap between theoretical concepts and agility required to excel in the industry. By hosting some of the most prolific speakers and experts, a holistic image of the emerging trends and pre-requisite analytical skills is drawn. During Prabodhan, the annual supply chain newsletter ‘Samriti’ is launched, which entails articles from supply chain and operations enthusiasts across the nation.

ANVESHAN

Anveshan — National Level HR Business Symposium of GIM. Anveshan includes interactive sessions by industry experts, skill development workshops, case study competitions and industry mentorship programmes. The following events are organized under the banner of Anveshan:

- Samriddhi: National level live HR case study competition. The case is written by the core committee members of the club in collaboration with an organisation seeking solutions to a live problem. The event garners participation from leading B-Schools across the country and has the largest cash prize for any HR Live case study.
- Gyanodaya: An integral part of Anveshan where top leaders in the industry share their business acumen and vast expertise with the students and open a minefield of learning for students.
- Margdarshan: An industry mentorship simulation programme wherein students from B-Schools across India and Industry experts come together to compete against an HR simulation.

MECCA

The marketing inebriate of GIM is responsible for disseminating market concepts through competitive events. MECCA’s activities include interactions with individuals from the marketing domain from the industry and group discussions on emerging marketing trends.

Clubs of GIM

HRiday

HRiday is the HR club, one of the core clubs of Goa Institute of Management. With the focus on People, Passion and Performance, HRiday has grown strength by strength with its in-house events as well as its flagship event – Anveshan. It conducts plethora of events throughout the year which provide a platform to students to showcase their skills and develop themselves. It is a student driven club with a robust and dedicated focus on people management.

Wizbiz

GIM WIZBIZ is the biggest national level corporate quiz organized by any B-school in the country. With an 18-year legacy and a unique format of having a brand recall across various quizzing associations in India. Prominent participants include national winners of quizzes like Tata Crucible and Brand Equity. This year the event was conducted by the popular quizmaster Anvish Mudaliar and witnessed participation from leading corporate houses such as Deloitte, Pidilite, Pepsi, Aditya Birla, TCS, Prototype and Acron amongst others with prizes worth Rs. 2.25 lakh.

Ribandar Talks

Ribandar Talks draws its name from the old campus of GIM situated in Ribandar by the banks of Mandovi River. It provides the students with a forum to meet and learn from esteemed leaders and personalities who have been pioneers in their field. Some of the prominent speakers which include Sachin Kapoor (Global Process Manager, Google), Ryan Mendoca (Creative Director, Ogilvy & Mathers) and Shriyans Srivinsane (Director, DNL Digital) have provided valuable industry insights and understanding to the future managers of GIM.

SOFIA

SOFIA, the Society of Finance at GIM drives to implement the concept of ‘Learning Finance with fun’. We at SOFIA organizes various finance-centric events for students like Curzitude (a conventional trading floor) and Auctomania (a real time bidding competition). We also organise Kyno, a national level event which includes online stock trading simulation and valuation of the companies assigned to the participants. We issue fortnightly newsletter known as ‘SOFIA Times’ wherein we aim to keep everyone abreast with the latest happenings in financial world. We organise a seminar at the start of the academic year in order to provide guidance for students from different domains other than finance. We organise finance centric workshops and seminars. We also organise FinQuiz a national level online Quiz.
Excerpts

Alumni

I have been to the GIM campus thrice over the last two years, have got an opportunity to interact with the students, and assess the curriculum of the HCM course. The HCM course is unique and wonderfully integrates the competencies required to succeed across the industry of Healthcare. The curriculum focuses on the holistic healthcare ecosystem, and covers the Pharmacetical, Medical Device, Players, Providers, Policymakers, and Payers. I find the students enthusiastic about the course, and their diverse backgrounds make it an attractive habitat for peer learning. Given the excellent mix of students and the appropriate curriculum I believe the passing graduates will have the ingredients required to succeed in the corporate world.

Ashish Singhal (Batch 2007 - 2009)
Assistant Sales Director
Johnson & Johnson

I found the PGDM-Healthcare Program at GIM to be a milestone in my professional and personal life. The intensity of the Program prepares you for high-pressure situations, complex problem-solving and work-life balance—valuable lessons one can use to tackle all challenges in one's professional life. The module in the curriculum is designed to be with keen focus on learning and a strong collaboration with professional life. The module in the curriculum is designed to make it an attractive habitat for peer learning. Given the excellent mix of students and the appropriate curriculum I believe the passing graduates will have the ingredients required to succeed in the corporate world.

Dr. Sharvari Joshi (Batch of 2016-2018, PGDM-HCM)
Product Specialist and RA Manager
ConMed India

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Dr. Sharvari Joshi (Batch of 2016-2018, PGDM-HCM)
Product Specialist and RA Manager
ConMed India

Placement Report 2018-19

The PGDM-Healthcare Management is proud to achieve 100% placements for the 5th consecutive year since its inception. The Batch of 2017-19 is the first batch of 60 students ready to join the industry, spanning the various verticals of Healthcare-Pharmaceuticals, Medical Devices, Healthcare IT and Finance & Public Health.

NATIONAL HEALTH SYSTEMS RESOURCE CENTRE (Technical Support Institute with National Health Mission, Ministry of Health and Family Welfare, Government of India) visited the campus for the first time and selected 2 final-year students for their highly coveted one-year fellowship.

GOA INSTITUTE OF MANAGEMENT
<table>
<thead>
<tr>
<th>Name</th>
<th>Years</th>
<th>Background</th>
<th>Work Experience</th>
<th>Summer Internship</th>
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<td>Supreet Kaur Wadhwa</td>
<td>26</td>
<td>B.Pharm</td>
<td>23 Months, Sanofi India Pvt. Ltd.</td>
<td>Ambar Goa Pvt. Ltd.</td>
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<td>Aarti Ranga</td>
<td>26</td>
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<td>Amey Mote</td>
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<td>37 Months, Philips India Ltd.</td>
<td>Origa Lease Finance Pvt. Ltd.</td>
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<td>Ananya Roy</td>
<td>25</td>
<td>B.E.</td>
<td>Nil</td>
<td>Healthium Medtech</td>
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<td>Amey Singh</td>
<td>28</td>
<td>B.D.S</td>
<td>54 Months, Smile Dental Clinic and Mystodont Total Dental Care Pvt. Ltd.</td>
<td>Roche India Pvt. Ltd.</td>
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<td>Anshul Jain</td>
<td>24</td>
<td>B.Sc.</td>
<td>29 Months, K. M. Cable Pvt. Ltd.</td>
<td>Dr. Lal Pathlabs</td>
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<td>Abishek Rao</td>
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<td>Aniket Sanyal</td>
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<td>B.Sc.</td>
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<td>Dr. Lal Pathlabs</td>
</tr>
</tbody>
</table>
Batch Profile

Anvita Nair
22 Years
Background: B.Pharm
Work Experience: Nil
Summer Internship: 7 Orange Hospital

Arjun Gole
24 Years
Background: B.Pharm
Work Experience: Nil
Summer Internship: Macleods Pharmaceuticals Ltd.

Arushi Singh
25 Years
Background: Bachelor of Arts
Work Experience: Nil
Summer Internship: Reliance Jio Infosys Ltd.

Ayush Bhardwaj
25 Years
Background: B.Pharm
Work Experience: Nil
Summer Internship: Aditya Jyoti Eye Hospital

Avni Trivedi
24 Years
Background: B.D.S
Work Experience: Nil
Summer Internship: BioQuest Solutions Pvt. Ltd.

Ayush Bhardwaj
25 Years
Background: B.Pharm
Work Experience: Nil
Summer Internship: Aditya Jyoti Eye Hospital

Bharati Vyas
26 Years
Background: B.D.S
Work Experience: 35 Months, Maulik Va’s Dental Clinic, MYDental, Shreeji Dental Clinic
Summer Internship: Healthium Medtech

Emerald Fernandes
22 Years
Background: B.Sc.
Work Experience: Nil
Summer Internship: Johnson and Johnson

Gyananjay Prateek
21 Years
Background: B.B.A.
Work Experience: Nil
Summer Internship: IntEssence Solutions Pvt. Ltd.

K. Divya Raj
25 Years
Background: B.D.S
Work Experience: Nil
Summer Internship: Healthium Medtech

Jarita Sequeira
28 Years
Background: B.D.S
Work Experience: 48 Months, Ruby Hall Hospital
Summer Internship: Healthium Medtech Pvt. Ltd.

Mayank Khanduja
25 Years
Background: B.Sc.
Work Experience: Nil
Summer Internship: Gujarat Cancer Society Hospital Medical College and Research Centre, Ahmedabad

Manavi Somani
22 Years
Background: B.Sc.
Work Experience: 42 Months, 1. Smile Experts Clinic (May 2016 - Jul 2017)
Summer Internship: Macleods Pharmaceuticals Ltd.

Mohini Salathia
30 Years
Background: B.D.S
Work Experience: 8 Months, Modern Academy Senior Secondary School
Summer Internship: Healthium Medtech

Neha Arora
29 Years
Background: Bachelor of Physiotherapy
Work Experience: Nil
Summer Internship: Nil
Summer Internship: Healthium Medtech

Neen Anna Alexander
24 Years
Background: M.Sc.
Work Experience: Nil
Summer Internship: Gujarat Cancer Society Hospital Medical College and Research Centre, Ahmedabad

Neha Arora
29 Years
Background: Bachelor of Physiotherapy
Work Experience: Nil
Summer Internship: Nil
Summer Internship: Healthium Medtech

Neen Anna Alexander
24 Years
Background: M.Sc.
Work Experience: Nil
Summer Internship: Gujarat Cancer Society Hospital Medical College and Research Centre, Ahmedabad

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28 Years
Background: B.D.S
Work Experience: 48 Months, Ruby Hall Hospital
Summer Internship: Healthium Medtech Pvt. Ltd.

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Background: B.Sc.
Work Experience: Nil
Summer Internship: Gujarat Cancer Society Hospital Medical College and Research Centre, Ahmedabad

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Background: B.Sc.
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Summer Internship: Macleods Pharmaceuticals Ltd.

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30 Years
Background: B.D.S
Work Experience: 8 Months, Modern Academy Senior Secondary School
Summer Internship: Healthium Medtech

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29 Years
Background: Bachelor of Physiotherapy
Work Experience: Nil
Summer Internship: Nil
Summer Internship: Healthium Medtech

Neen Anna Alexander
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Background: M.Sc.
Work Experience: Nil
Summer Internship: Gujarat Cancer Society Hospital Medical College and Research Centre, Ahmedabad

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28 Years
Background: B.D.S
Work Experience: 48 Months, Ruby Hall Hospital
Summer Internship: Healthium Medtech Pvt. Ltd.

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Summer Internship: Gujarat Cancer Society Hospital Medical College and Research Centre, Ahmedabad

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Summer Internship: Macleods Pharmaceuticals Ltd.

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30 Years
Background: B.D.S
Work Experience: 8 Months, Modern Academy Senior Secondary School
Summer Internship: Healthium Medtech

Neha Arora
29 Years
Background: Bachelor of Physiotherapy
Work Experience: Nil
Summer Internship: Nil
Summer Internship: Healthium Medtech

Neen Anna Alexander
24 Years
Background: M.Sc.
Work Experience: Nil
Summer Internship: Gujarat Cancer Society Hospital Medical College and Research Centre, Ahmedabad
Batch Profile

Neha Ranjan
26 Years
Background: B.Pharm
Work Experience: 8 Months, FTF Pharma Pvt. Ltd.
Summer Internship: IPCA Laboratories

Nikita Agrawal
25 Years
Background: B.E.
Work Experience: 17 Months, Cognizant Technology Solutions Pvt. Ltd.
Summer Internship: Narayana Health

Pratibha Adak
27 Years
Background: M.Sc.
Work Experience: 46 Months, 1. Ryan International School
2. Ar-Go Guru
Summer Internship: Hinduja Hospital

Priyanka Yadav
23 Years
Background: B.D.S
Work Experience: 6 Months
Summer Internship: Healthcare Solutions

Nikita Bansal
21 Years
Background: B.Sc.(Pharm)
Work Experience: Nil
Summer Internship: Central Lab

Nikita Surpatne
27 Years
Background: M.Tech
Work Experience: 25 Months, 1. Teva Pharmaceuticals
2. Cipla
Summer Internship: Healthium Meditech Pvt. Ltd.

Rahil Raj Singh
25 Years
Background: B.Pharm
Work Experience: Nil
Summer Internship: Niramai

Rahul Tripathi
28 Years
Background: Pharm.D
Work Experience: 20 Months, IQVIA
Summer Internship: Blue Berry Pharma Advisory

Nipun Gera
22 Years
Background: B.Sc.
Work Experience: Nil
Summer Internship: Blue Berry Pharma Advisory

Pragyan Parimita Sahoo
21 Years
Background: B.B.A.
Work Experience: Nil
Summer Internship: Amrut Goa Pvt. Ltd.

Reema Barretto
25 Years
Background: B.Sc.
Work Experience: 34 Months, GlaxoSmithKline Pharmaceuticals Ltd
Summer Internship: Johnson and Johnson

Ruchi Grover
28 Years
Background: B.D.S
Work Experience: 23 Months, Dhingra Dental Care and Implant Center
Summer Internship: Healthcare Solutions

A Praseeda
26 Years
Background: B.B.S.
Work Experience: Nil
Summer Internship: Origa Lease Finance Pvt. Ltd.

Prashant Gupta
28 Years
Background: B.Tech
Work Experience: 28 Months, Advantmed LLP
Summer Internship: Origa Lease Finance Pvt. Ltd.

Rupali Arora
21 Years
Background: B.Sc.
Work Experience: Nil
Summer Internship: Cloudnine Hospital, Noida

Sabyasachi Chaudhuri
27 Years
Background: M.S. (Pharm)
Work Experience: 16 Months, Cognizant Technology Solutions
Summer Internship: Saama Technologies

Rupali Arora
21 Years
Background: B.Sc.
Work Experience: Nil
Summer Internship: Cloudnine Hospital, Noida

Sabyasachi Chaudhuri
27 Years
Background: M.S. (Pharm)
Work Experience: 16 Months, Cognizant Technology Solutions
Summer Internship: Saama Technologies
<table>
<thead>
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<th>Work Experience</th>
<th>Summer Internship</th>
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<tr>
<td>Saloni Narang</td>
<td>23</td>
<td>B.Sc.</td>
<td>Nil</td>
<td>Healthium Medtech</td>
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<tr>
<td>Sammit Taklikar</td>
<td>23</td>
<td>B.E.</td>
<td>Nil</td>
<td>Directorate of Health Services, Goa</td>
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<tr>
<td>Sayoni Ghoshal</td>
<td>24</td>
<td>B.Tech</td>
<td>Nil</td>
<td>Robert Bosch Engineering and Business Solutions Limited</td>
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<td>Shivam Arora</td>
<td>22</td>
<td>B.B.A.</td>
<td>Nil</td>
<td>Dabur Healthcare at Home</td>
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<tr>
<td>Shivam Gupta</td>
<td>25</td>
<td>B.Pharm</td>
<td>31 Months</td>
<td>Dr. Reddy's Laboratories</td>
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<td>Shreya Srivastava</td>
<td>27</td>
<td>B.D.S.</td>
<td>18 Months</td>
<td>Pioneer Physiotherapy College</td>
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<td>Shubhra Seal</td>
<td>22</td>
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<td>Nil</td>
<td>BioQuast Solutions Pvt. Ltd.</td>
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<td>Siddhi Narvekar</td>
<td>23</td>
<td>B.Pharm</td>
<td>Nil</td>
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<td>Soham Gorade</td>
<td>22</td>
<td>B.Sc.</td>
<td>Nil</td>
<td>Central Lab</td>
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<td>Shehbaz Shaikh</td>
<td>28</td>
<td>B.Pharm</td>
<td>34 Months</td>
<td>Abbott Healthcare Pvt. Ltd.</td>
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<td>Smita Pramanik</td>
<td>24</td>
<td>M.Sc.</td>
<td>Nil</td>
<td>Gujarat Cancer Society Hospital Medical College and Research Centre, Ahmedabad</td>
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<td>Srushti Sorathiya</td>
<td>25</td>
<td>Bachelor of Physiotherapy</td>
<td>Nil</td>
<td>Pioneer Physiotherapy College</td>
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<td>Shubhra Seal</td>
<td>22</td>
<td>B.Sc.</td>
<td>Nil</td>
<td>BioQuast Solutions Pvt. Ltd.</td>
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<tr>
<td>Sunny Kumar</td>
<td>26</td>
<td>B.C.A.</td>
<td>16 Months</td>
<td>Roche India Pvt. Ltd.</td>
</tr>
<tr>
<td>Sushma Rajagopalan</td>
<td>26</td>
<td>B.Tech</td>
<td>26 Months</td>
<td>Cognizant Technology Solutions</td>
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<tr>
<td>Shubhra Seal</td>
<td>22</td>
<td>B.Sc.</td>
<td>Nil</td>
<td>BioQuast Solutions Pvt. Ltd.</td>
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</table>
Batch Profile

**Tanmoy Kangsabanik**
26 Years
Background: B.Tech
Work Experience: 39 Months, Infosys Limited
Summer Internship: Tech Mahindra Ltd.

**Vaibhav Kalra**
24 Years
Background: B.Tech
Work Experience: Nil
Summer Internship: BioQuest Solutions Pvt. Ltd.

**Valdo Germain Fernandes**
23 Years
Background: B.B.A.
Work Experience: 23 Months,
1. ICICI Securities
2. TIME Goa
Summer Internship: Roche India Pvt. Ltd.

**Gaurav Pandey**
21 Years
Background: B.Sc.
Work Experience: Nil
Summer Internship: Kokilaben Dhirubhai Ambani Hospital

**Shubham Raman**
23 Years
Background: B.Tech
Work Experience: Nil
Summer Internship: Healthcare Solutions

**Vaidehi Savant**
26 Years
Background: B.Pharm
Work Experience: 35 Months, Sanofi India Ltd.
Summer Internship: Healthium Meditech Pvt. Ltd.

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26 Years
Background: B.Tech
Work Experience: 39 Months, Infosys Limited
Summer Internship: Tech Mahindra Ltd.

**Vaibhav Kalra**
24 Years
Background: B.Tech
Work Experience: Nil
Summer Internship: BioQuest Solutions Pvt. Ltd.

**Valdo Germain Fernandes**
23 Years
Background: B.B.A.
Work Experience: 23 Months,
1. ICICI Securities
2. TIME Goa
Summer Internship: Roche India Pvt. Ltd.

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21 Years
Background: B.Sc.
Work Experience: Nil
Summer Internship: Kokilaben Dhirubhai Ambani Hospital

**Shubham Raman**
23 Years
Background: B.Tech
Work Experience: Nil
Summer Internship: Healthcare Solutions

**Vaidehi Savant**
26 Years
Background: B.Pharm
Work Experience: 35 Months, Sanofi India Ltd.
Summer Internship: Healthium Meditech Pvt. Ltd.

**Placement Timeline**

**Placement Policy**
A student can apply in any number of companies. Once the offer has been made, the student has to accept the offer. The recruiting organization is required to indicate the preferred dates for pre-placement talks as well as the tentative dates for conducting their final placement process prior to commencement of placement season.

**Pre Placement Offer**
Pre-placement offers are made by organizations after the summer internships based on the students performance. Pre placement offers made by the company are to be routed through the placement team only. Any company least on making a pre-placement offer may get in touch with the placement team.

**Summer Internships**
As a part of the curriculum, each student takes up live projects with the company for a period of 8-10 weeks, after the completion of the first year.

**ACTIVITIES**

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<td>Pre Placement Talks</td>
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</table>

**HCM Placement Chair**
Prof. Khaya Furtado
khaya.furtado@gm.ac.in

**HCM Placement Co-Chair**
Prof. Umesh Mahlani
umesh@gm.ac.in
Competitions

Reliance The Ultimate Pitch: 3.0

Students of PGDM-HCM, Minaz Dadi and Prem Karia participated in Reliance The Ultimate Pitch: 3.0 where they pitched their start up idea to the judges from Reliance Industries.

The team emerged as winners in the campus rounds representing Goa Institute of Management amongst Top 25 B-Schools from all over the country in the Mumbai Head office of Reliance Industries.

The students were trained and mentored by their start up incubation hub, GenX and got an opportunity to present their innovative start up idea in the area of Healthcare in front of Mukesh Ambani himself.

Niine - Path breaker challenge

“Quest” is a live case study competition organized by Johnson & Johnson every year in which they get participants from top B-Schools across the nation. In 2018, Quest received around 120 entries from different B-Schools, including IIM’s, ISB, SPJain, NMIMS and so on. Goa Institute of Management was also a part of it.

Students of PGDM - HCM consisting of Akshata Nadkarni, Priyanka Dash, Namrata Das, Kumar Mangalam Dahi were the campus winners who battled it out to reach the finale and secured 3rd place.

Students of PGDM-HCM Minaz Dadi, Prem Karia, Day Patel and Bipin Srivastav participated in Niine - Path breaker challenge. In which they had to develop and establish the ideas to achieve a 88% sanitary Napkin use in India from the current 18%.

The team cleared both Campus and Zonal round and was one of the 3 finalist teams in the competition.

They established new distribution channels, innovative awareness medium and the digital marketing strategies and were able to increase the Sanitary Napkin use in 4 villages in Goa from 3% to 78% in the span of 4 month.

Life at GIM
How to Reach GIM

The nearest major airport is at Dabolim. Our Sanquelim campus can be reached by taxi/car. Dabolim Airport is well connected to many major cities in India including Bangalore, Chennai, Delhi, Mumbai, Kolkata, Hyderabad, Pune, Ahmedabad.

Mumbai and Bangalore are the international airports close to Dabolim; International travellers can connect to Dabolim through Mumbai or Bangalore.

Flights to Goa from Major Indian Cities

Photo Credits: Team Sprockets, Amey Mote