

President's Introspection

Dear Members,

It gives me immense pleasure and satisfaction when I am putting Annual Report of the year 2012 – 2013 in your hands.

Baroda Management Association (BMA) for the first time in its history crossed revenue of Rs. 1 Crore. BMA organized 130+ man days of events during the year. This unique feat assumes significance from several perspectives. Some of them are:

Confidence:

This revenue is a shot in the arm. BMA is more confident today than ever for conceiving and offering unique programs, mobilizing resources, attracting stakeholders from all sections of society and above all setting new vision for future.

Inclusiveness:

This revenue was realized due to BMA's flexibility to be more inclusive. BMA now offers programs for all sections of society viz. school students, women, co-operative sectors, college youths, young & experienced corporate executives, CEOs – business heads and other social groups. Due to unique program series, BMA could break that notion of organization for only corporate executives to organization for all those who are interested / connected with management movement.

Branding:

Brand BMA is now visible everywhere. Thanks to periodic and comprehensive media coverage by print & electronic media, supported by initiatives of radio / publicity and other partners; BMA today could achieve enviable position of branding. Due to strong revenue support; BMA could also afford to spare resources for brand building not just in Central Gujarat but Pan India. Lots of credit go to our corporate sponsor and other sponsors / partners.

Synergy:

Any institution gets sustenance, when it grows on power of synergy of high performing teams and individuals. This feat of Rs. 1 Crore could be achieved only because of amazing synergy generated by several viz. office bearers, secretariat, steering committee, managing committees & various sub-committees. BMA had some or the other programs / events / meetings on every alternate working day. This reflects the output of synergistic efforts.

Optimization:

The revenue was possible due to BMA's ability to optimize every single opportunity which came in its way. BMA maximized on ideas, learnt quickly from experiences and patronized innovations. BMA is now able to offer value to all; value for their investments of time,



financial resources and energy. Net impact is BMA's ability to attract some of the outstanding individuals like jury members of Sayaji Ratna Award, heads of businesses, leading citizens from Central Gujarat and above all youths of all ages.

Resourcing:

Several leading citizens from across Central Gujarat have now joined a movement – movement of management promoted by BMA. In fact, BMA could mobilize resources in several forms viz. corporate sponsorships, program sponsorships, bartering with partners, consistent support of delegates and financial resources by some individuals, etc. Almost all business houses – SMEs or large, MNCs or PSUs – every organization is ready to offer support to BMA. This is due to BMA's consistency in offering value to every stakeholder.

Year of Initiatives:

Friends, when I look back the year, I must sum up that it was year of initiatives. Let me just list out few of them:

1. Institution of Sayaji Ratna Award
2. Corporate sponsorship for entire year
3. SAMWAD under CEO Forum
4. Empowering Women Series
5. Friday Evening Talks on Radio and Print
6. Management Guruwar
7. Tribute to Prof. Mayank Dholkiya & launch of Round Tables
8. International MDPs with Mark Inglis and Shiv Khera
9. Renovated BMA premises
10. BMA Book Café - Release of first BMA publication – a book
11. Monthly publication of Samanvaya along with Leadership series
12. More than 50 prominent personalities at BMA's platform as speakers / personalities within just one year
13. Program / event / meeting on more than 50% working days in a year
14. BLING – An initiative for school students
15. 3 times increase in patron membership
16. Web of satisfied partners who are ready to support BMA for long term
17. Permanent structures in the form of Governing Council of Sayaji Ratna Award, Infrastructure Committee, Ethics & Governance Committee
18. BMA branding at national level (Sayaji Ratna Award will be aired by national TV Channel)
19. Film on SRA
20. Open house for members
21. Shaping Young Minds Program

Friends, one can always pray God for support. I thank God not just

for the support, but for giving me such team of extraordinary office bearers viz. Chirag, Sandeep, Ashet and Sagar; dedicated secretariat lead by Amita and above all my family – Shilpa, Naman and Mom who supported me, my ideas and shouldered my responsibilities.

I started listing all other names (individuals / organizations) whose unequivocal support helped me to steer this year. However, length of this list prevented me from publicizing it in these opening remarks. Let me convey my heartfelt thanks to all such individuals / organizations.

Above all, I thank all members and non-member of BMA for putting extraordinary faith on me & my teams for having another great year.

Friends, BMA's past was glorious. Present attained even higher levels and its future shall continue to be glorious.

With warm regards

Samir Parikh

President, BMA

SAYAJI RATNA AWARD



The city of Vadodara, with its glorious past, is celebrating the 150th Birth Anniversary of its erstwhile visionary ruler – Sir Sayajirao Gaekwad III. Sir Sayajirao possessed outstanding traits of being a visionary, he was a man of high integrity and compassion and his contribution to the city in particular and society in general is immense.

BMA has instituted a National Award, **SAYAJI RATNA AWARD**, to celebrate the 150th Birth Anniversary of Sir Sayajirao. An individual of national and international repute in the field of Business, Sports, Arts, Humanity, Education, Governance or Medicine who exhibits traits of Sir Sayajirao will be chosen every year to receive this award.

An eminent jury will select a recipient whose life has demonstrated the stellar qualities that Maharaja Sayajirao III imbibed and exhibited during his illustrious reign. Significant among those qualities are - Vision, Integrity, Compassion, Philanthropy, Institution Building Ability, Patronage of Experts and Leadership that touches, inspires and uplifts all sections of the society. The Jury includes *Shrimant Samarjitsinh Gaekwad - Maharaja of Baroda, Mr. Hasmukh Shah - Chairman, Gujarat Gas Company Ltd, Mr Deepak Parekh - Chairman, HDFC, Chairman & Managing Director of ONGC - Mr Sudhir Vasudeva, Mr. Dilip Shanghvi - Founder and Managing Director, Sun Pharmaceutical Industries Ltd, AIMA President Mr. D Shivakumar - Sr. Vice President, IMEA Nokia.*

The first recipient of the Sayaji Ratna Award was **Shri N. R. Narayana Murthy**, Chairman Emeritus of Infosys.

Mr. Murthy was the part of a youth interaction in the morning wherein there were 90 selected students from Gujarat. This session was moderated by **Mr. Abhisar Sharma**, Consulting Editor, Zee News. The students had a long list of questions ranging from his personal to professional life and aspirations.

During this program a very qualitative set of questions were asked by the young students. There was an interaction on the current Higher Education Sector, lot of skills deficit is there compared with Industries and Institutions. Hence, what steps can be taken or changes can be implemented in the higher education sector that can bring down the Skills Gap. Mr. Murthy mentioned that in our education system there is the lack of focus on independent thinking, analysis and problem solving. Therefore, if we can make changes to bring focus on these areas the youngsters can do much better. There was a question like in today's world what values will have more importance, all round skill set or specific skills? Mr. Murthy said that in today's corporate world, even if you are an extraordinary technologist, it is very necessary for you to learn General Management Functions like Finance, HR, Sales & Marketing, Productions etc. otherwise one cannot become a CEO. He inspired the youth by giving wonderful answers to their questions. Some of them are as under:

- He mentioned that as far as possible one has to insist on data and facts.
- The only instrument that you have to retain your people is to create a reason in them for them to stay with you. It doesn't have to be salary alone, it could be the vision of transforming the world, creating a great product or new market. Hence, a strong vision has to be created for youngsters to buy into that vision and stay with them.
- Entrepreneurship is all about hardwork, sacrifice, being away from your loved ones. The fruits of hardwork is enjoyed with success. Enjoyment of the fruits of your labour at a later date.

Besides, the **1st Jury Meeting** for deciding upon who would be adjudged the next Sayaji Ratna Award in 2014 was also held on **13th May** at The Gateway Hotel (Taj).

The Jury Members *Shrimant Samarjitsinh Gaekwad, Shri Hasmukh Shah and Shri Dilip Sanghavi* along with the Governing Council, *Samir Parikh, Sandeep Purohit, Ashet Kikani, Sagar Mehta and Chirag Bakshi* were a part of this meeting.

The main agenda for this meeting was to select the award recipient for 2014. Each Jury member recommended some of the eminent personalities who could suggest probable SRA awardees. The short list of awardees was prepared from which the recipient is yet to be selected. The recipient of the award should have traits and similarity to Sayajirao III and would be from the field of Humanity, Business, Sports, Arts, Education, Governance and Medicine.

The lunch with Shri Narayana Murthy saw many well know faces. All the patron members of BMA were invited to lunch together. It was an opportunity for all the people present there to interact with Mr. Murthy.

After the lunch session, Mr. Murthy came to the renovated premises of BMA and inaugurated the newly constructed office. There was a press conference at the same premises where Mr. Murthy addressed many press and media personnel and shared his views about Gujarat Model and answered the questions raised by them.

The award giving ceremony was held at Sir Sayajirao Auditorium, Akota, Vadodara on **May 13th 2013**. This function was attended

SAMANVAYA

by 800 people comprising of leaders / CEOs / owners – entrepreneurs of business houses of Central Gujarat and surrounding areas as well as other prominent citizens of Vadodara. Mr. Murthy was presented with a citation and an award. In his speech Mr. Murthy emphasized on Innovation and its importance. He also talked about Globalization and its impact on everyone. He talked about iCreate which is an excellent project launched by the CM, Shri Narendra Modi. He emphasized on bringing companies to India that had advance technology.

It was indeed an honour for the city of Vadodara and our organization to have a man of Mr. Murthy's caliber amongst us.



Mr. N R Narayana Murthy being conferred with the Citation and the Sayaji Ratna Award

GLIMPSES OF THE VISIT OF MR. N R NARAYANA MURTHY AT BARODA MANAGEMENT ASSOCIATION



Welcoming Mr. N R Murthy



Mr. Narayana Murthy addressing the students and Mr. Abhisar Sharma moderating the session



Students interacting with Mr. N R Murthy



Jury Meeting



Mr. NR Murthy welcomed by Ms. Amita Jaspal, CEO-BMA



Office Bearers & Secretariat welcomes Mr. Murthy at BMA



Committee Members of BMA with Mr. N R Murthy



Mr. Narayana Murthy Inaugurating the New BMA Premises



Past Presidents of BMA with Mr. N R Murthy



Press Meet with Mr. N R Murthy



Mr. N R Murthy receiving Sayaji Ratna Award



Audience in the Sayaji Ratna Award

Corporate Sponsor



Powered by



Associate Sponsor



TV Partner



Supported by



Framing Minds with Mr. S. K. Das

Framing Minds is an initiative by Baroda Management Association (BMA) to know more about the CEO – the person behind the Company. A lot is known about successful companies, but little is known about key persons behind them. Through this initiative, we will try to delve into the personal domain of the CEO, getting to know more about the person in the Chair.



Under this initiative, we interacted with **Mr. S.K. Das**, Executive Director & Basin Manager of Western Onshore Basin (WON) of Oil and Natural Gas Corporation Ltd. (ONGC). It was a privilege interacting with the authority heading the entire Cambay Onshore Basin's exploration portfolio of ONGC. Besides being in thick of all day-to-day affairs of the company and heading the Society of Petroleum Geophysicists (SPG – Mr. Das is the current President of the Society), Mr. Das was happy to be associated with BMA in capacity as Chairman for Annual Management Convention (AMC) for the year 2012-13 and was instrumental in getting Chairman, ONGC as Chief Guest. This adds to his dimension of doing a bit for the society as well. He has been a valuable support for BMA's AMC committee and continue to be so in coming years also.

Mr. Das did his Masters in Exploration Geophysics from IIT, Kharagpur, and has been associated with ONGC for over three decades.

Here are a few excerpts of the interaction held at his spacious office of Western Onshore Basin (WON) of Oil and Natural Gas Corporation Ltd., Vadodara

Samanvaya (S) – It has been a long journey with ONGC – India's Flagship Energy Company, now a Maharatna Company. How do you feel ONGC being called a Maharatna?

Mr. S.K. Das (SKD) – Certainly it makes me proud to be a part of India's leading Maharatna Company. I would broadly divide the growth of our company in the following manner :

Inception to 1961 : After independence, the Government of India realised the importance of oil and gas for rapid industrial development and its strategic role in defence. Consequently, while framing the Industrial Policy Statement in 1948, the development of petroleum industry in the country was considered to be of utmost necessity. In 1955, Government of India decided to develop oil and natural gas resources in various regions of the country, under the Govt. by a handpicked small team of Geo-scientists from Geological survey of India. With this objective, an Oil and Natural Gas Directorate was set up towards the end of 1955, as a subordinate office under the then Ministry of Natural Resources and Scientific Research. In 1956, on Independence Day eve, the Directorate was re-christened as Oil & Natural Gas Commission (ONGC).

A delegation under the leadership of Mr. K D Malaviya, the-then Minister of Natural Resources, visited Soviet Russia and later

several European countries to study the status of oil industry in those countries and to facilitate the training of Indian professionals for exploring potential oil and gas reserves. Experts from Romania, Soviet Russia, subsequently visited India and helped the government with their expertise. Soviet experts later drew up a detailed plan for geological and geophysical surveys and drilling operations to be carried out in the 2nd Five Year Plan (1956-57 to 1960-61).

In April 1956, the Government of India adopted the Industrial Policy Resolution, which placed mineral oil industry among the schedule 'A' industries, the future development of which was to be the sole and exclusive responsibility of the state.

In October 1959, Oil & Natural Gas Commission (ONGC) was converted into a statutory body by an act of the Indian Parliament, which enhanced powers of the commission further. The main functions of the Oil and Natural Gas Commission subject to the provisions of the Act, were "to plan, promote, organise and implement programmes for development of Petroleum Resources and the production and sale of petroleum and petroleum products produced by it, and to perform such other functions as the Central Government may, from time to time, assign to it". The act further outlined the activities and steps to be taken by ONGC in fulfilling its mandate.

1961 to 2000 : Since its inception, ONGC has been instrumental in transforming the country's limited upstream sector into a large, vibrant business space, with its activities spread throughout India and with significant overseas operations. In the inland areas, ONGC not only found new resources in Assam, but also established new oil province in Cambay Basin (Gujarat), while adding new prolific areas in the Assam-Arakan Fold Belt and East Coast Basins (both inland and offshore). ONGC went offshore in early 70's and discovered a giant oil field in the form of Bombay High, now known as Mumbai High. This discovery, along with subsequent discoveries of huge oil and gas fields in Western Offshore changed the oil scenario of the country.

It has accreted over 8.5 billion tonnes of hydrocarbons, with about 400 discoveries.

ONGC discovered all six producing basins of Independent India.

The most important contribution of ONGC, however, is its self-reliance and development of core competence in E&P activities at a globally competitive level. ONGC became a publicly held company in February 1994. Current Govt. ownership is about 69%.

2000 onwards : The introduction of New Exploration Licensing Policy (NELP) by the Govt. of India, in the early nineties, in the E&P Sector, is a major turning point. Allotment of exploration acreages has been made competitive, which subsequently ushered in a number of national and international companies into the fold of E&P business in India. In the new business scenario, ONGC has taken enormous business initiatives, to secure, the largest number of exploration blocks through successive NELP bidding with a view to firmly maintain the leadership position in India.

The beginning of the new millennium, witnessed the resurgent

SAMANVAYA

strategic success of ONGC Videsh Ltd. From having a single overseas property in 2001, ONGC through OVL has, currently, presence in 15 countries with 30 overseas properties. In 2006, Govt. of India issued a commemorative coin set, to mark the 50th anniversary of ONGC, making it only the second Indian company (State Bank of India being the first) to have such a coin issued, honouring the sustained contribution of the Corporation to the country.

In the Western Region from South Gujarat to Rajasthan border, we continue to undertake intensive exploration activities, in search of new sources of oil and gas, even though it is a matured basin. With so much under our belt, I feel privileged and proud on being called an ONGCian and on being part of India's leading Maharatna Company.

S: What is your leadership style like?

SKD – My leadership style is collaborative and harmonious. I believe in connecting with people and give full freedom, for doing their best, once they have understood the quality and time-lines of the project, with thorough professional approach.

S: Do you like to read?

SKD – Yes, very much. My first priority is doing technical reading to update my knowledge on ever expanding frontiers of exploration geophysics. However, I always try to find time to read literary works to refresh myself.

S: Who is your role model?

SKD – It is difficult to take a single name. In different phases of life, as one grows older, different personalities seem to influence and attract. In early part of life, Swami Vivekananda influenced me a lot, may be because of my schooling from Ramakrishna Mission. Now, in today's turbulent time, ethical values of Mahatma Gandhi seem very relevant.

In professional front, late Dr. N.B. Prasad and late Shri Subir Raha, former CMDs of ONGC influenced me, the way they transformed ONGC. Similarly, Shri N.R. Narayana Murthy, Founding Chairman of Infosys and Shri E. Sreedharan, former Managing Director of Delhi Metro are great icons in the public domain.

S: Any favourite TV Personalities?

SKD – I admire Mr. Pranay Roy of NDTV a great deal, the way he handles the interviews and programmes. The transformation, which he brought in election analysis in TV medium is admirable and inimitable.

S: Your position commands a lot of authority as well as you are at the helm of a lot of responsibilities. How do you tackle with the stress associated with your job?

SKD – Yes – through literature studies, attending cultural programmes, social activities, CSR activities of ONGC, etc. Despite all this, of late, doctor has advised to take mild hypertension tablet.!!

S: Are you into philanthropy?

SKD – Very little I could do at personal level. On few occasions, I participated in girls' support program of CRY. However, our Maharatna company, ONGC gives me an opportunity to do constructive CSR jobs for the benefit of the Society.

S: How do you see today's youth?

SKD – Today's youths have access to much more information and they are updated and supposed to be more progressive in outlook. But, sometimes, it is felt that there is scope to convert this information to knowledge.

S: What is next activity for you after you retire from ONGC?

SKD – First one quarter will take to unwind myself, and thereafter will try to plan some professional activity, apart from enjoying through travel, literature, cultural programmes, etc. May be, I will be associated with Academics.

This interview was taken by Meera Vin for Samanvaya

Special Management Program on Influential Manager

A Special Management Program was organized by BMA on **May 16, 2013** on, "Influential Manager" at The Gateway Hotel (Taj). There were around 26 participants from various organizations attended this valuable program.

This one day workshop helped the participants on how to:

- Make decisions about using persuasion versus manipulation
- Apply the concepts of pushing and pulling when influencing others
- Use different techniques for getting persuasive conversations and presentations underway
- Make a persuasive presentation by using the 5 S's
- Apply storytelling techniques to extend influence

This program was conducted by **Ms. Rama Moondra**, an acclaimed personality in the field of Corporate Training, Leadership, Mentoring and Business Enhancement.

Corporate Sponsor



Hospitality Partner :



Communication

How many people are present in meeting? Who is heading meeting? Analyse body language of an each individual.



DVD's on sale

Shaping Young Minds Programme - 24th Annual Management Convention - CEO Forum 'Samvad' with Mr. R. Gopalakrishnan

To order contact BMA

Appeal Note

Dear Sir/Madam,

We invite you to utilize our Magazine (Samanvaya) for advertisement which is now monthly and is disseminated to 2000 professionals including Corporate Professionals, CEO's, MD's & VIP's of various sectors.

For further details contact BMA- **Ms. Amita Jaspal**- CEO

*Conditions Apply

Forthcoming Events

Management Development Programme (MDP)

Date : 25.06.2013
Time : 09.30 am to 05:30pm
Topic : Personal Grooming and Non Verbal Advantage
Faculty : Ms. Bijal Mistry
Venue : BMA, Guru Narayana Centre for Leadership

BMA – Members' Meet 2013

Date : 27.06.2013
Time : 6.30 PM onwards
Venue : BMA, Guru Narayana Centre for Leadership

This meet is open for all professional members / life members / co-members of AIMA, representatives of institutional members and Patron members of Baroda Management Association.

For Registrations please contact BMA latest by Tuesday, June 25, 2013.



IMAGE MANAGEMENT

Tuesday, July 9th 2013 • Timing : 9:30 to 5:30

BMA, 2nd Floor Anmol Plaza, Old Padra Road,
Vadodara. Tel : 2353364, 2344135

One Day Image Management workshop includes...

- Introduction to Image Management
- International Style Scale
- Color Concept
- Professional Body Language
- Professional Accessories
- Image Makers-image Breakers



The way you look directly affects, the way you think,
the way you feel, the way you act and behave,
and the way people react or respond to you
- Judith Rasband.

From the Editor's Desk

Dear Members,

Yes! There is a change.

Thank you President and Immediate Past President for giving me the responsibility of SAMANVAYA. Thank you, Mr. Pradeep Pofali for setting a fantastic tradition of reading quality and making SAMANVAYA a sought after journal for the corporate desk. I along with Ms. Alka Sethi and team will try to carry on and keep up the tradition.

It was a wonderful ceremony with culmination of a colossal event full of applause and cheers for BMA team during the SAYAJI RATNA AWARD. Kudos! to Mr. Samir Parikh & team and of course BMA secretariat for fulfilling the gigantic task with élan.

Student interaction with Shri Narayana Murthy was a fountainhead of wisdom. Students put up a sterling performance by asking apt and pertinent questions. Answers from Shri NRM were as valuable as his vision. The entire event was comprehensively covered by ET NOW.

Reason enough for Baroda to be proud!

Thanking you,

Arti Basu

Ms. Arti Basu - Editor
 Ms. Alka Sethi - Co - Editor
 Ms. Meera Vin - Editorial Board Member
 Ms. Amita Jaspal - CEO
 Ms. Shivangi Singh - Sr. Program Officer
 Mr. Vasim Jindani - Program Officer
 Mr. Sagar Mehta - Hon. Secretary

Publications

Dr. A. P. Singh - Mentor

Editorial Team

FRIDAY EVENING TALKS

SR.	DATE	TOPIC & SPEAKERS
1.	07.06.2013	Competency and its relevance to HR Process by Mr. Suneel Karkare
2.	14.06.2013	Journey of My Life by Ms. Bhagwati Oza
3.	21.06.2013	VCCI Exhibition - A unique case study of Event Management by Ms. Avi Sabavala
4.	28.06.2013	The Four Personality States.. Where are u? by Mr. Hemang Desai

Venue : BMA, Guru Narayana Centre for Leadership,
Anmol Plaza, Old Padra Road, Vadodara.



BARODA MANAGEMENT ASSOCIATION

Anmol Plaza, 2nd Floor, Old Padra Road,
Vadodara - 390 015. GUJARAT.
 Phone : +91 265 2344135, 2353364, 6531234
 TeleFax : +91 265 2332919
 E-mail : bmabaroda1@gmail.com
 Web : www.bmabaroda.com

