

28th ANNUAL MANAGEMENT CONVENTION



L&T Power

POWERED BY:



19TH-20TH OCTOBER 2016
THE GATEWAY HOTEL

EMINENT SPEAKERS



Mr. Anup Sahay

Chief Corporate - Strategy & Planning (India & South-East Asia) Tata Steel Ltd.



Brig. Balram Singh Mehta

Retd. Vice Chancellor, Maharishi Universities



Smt. Dilnavaz Variava

Member of the Steering Group of the Alliance for Sustainable & Holistic Agriculture



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Editor, Abhiyaan



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Film Director & Writer



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Managing Director, Vindhya e-Infomedia Pvt. Ltd.



Mr. Pradeep Vaishnav

Executive Coach & Corporate Advisor



Smt. Rajashree Birla

Chairperson of the FICCI – Aditya Birla CSR Centre for Excellence, Habitat for Humanity (India)



Dr. Ranjan Banerjee

Dean, S P Jain Institute of Mgt. & Research (SPJIMR)



Dr. Sreeram Chaulia

Professor & Dean at the Jindal School of International Affairs, O.P. Jindal Global University



Mr. Sunil Parekh

Strategic Advisor of Zydus Cadila Group, Jubilant Group & Director GNFC Ltd. & GVFL Ltd.



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An Interview with Mr. Jagdish Patel

Managing Director, Universal Medicap Limited

Despite living in Baroda for so many years, it was the first time I visited Dashrath village. Must have passed that way so many times, but never noticed UNIVERSAL MEDICAP LIMITED, right next to the highway. The office building lies in the lap of a beautifully laid out garden called Parag Park, protected from the noise of the speeding vehicles nearby.

The opportunity to meet and interview Mr. Jagdish Patel CMD prompted this visit on behalf of BMA. The gentleman is as unassuming as the location. I penned down parts of our conversation.



M - Was this your family business?

JP - No. No. I am a first generation entrepreneur, if that's what you mean. My family business was in tobacco and from the age of fifteen, I used to go and help my father, but he always took all the decisions. Now he is a major share holder in this company, but does not interfere in anyway despite so many years of experience. He is 80 years old as leads a comfortable retired life now.

M – Sir tell us something about the inception of this company.

JP - Our company is now 25 years old. In 1989, I was invited by a friend to join his company as a partner. They were already into this business since 15-20 years and wanted to expand. They needed money and my family invested it. In 1992 we established a closely held limited company with equity of 1.5 crores. Today we have 500 share holders, mostly family, friends and known people.

M - How did this company evolve to what it is today?

JP - In 1981, I graduated with B.Com. from Vidyanagar, and got actively involved in the tobacco business, but then this friend asked me to join him. I continued attending to my business even after this partnership, but slowly my involvement increased. I got interested and wanted to take it forward, so I started learning from different people including the operators. We had started with about 30 persons, now we have more than 400 employees.

M - When and how did the expansion take place?

JP - We are manufacturing rubber stoppers for injection bottles in various sizes

and for different requirements, hence the name - Universal Medicap that is the main business. In 1995 we brought in Japanese technology for the same which was totally new at that time. Now all our machines are indigenous. In 2005 we established the Gamma Irradiation Unit as part of forward integration to produce ready to use sterile stoppers, with the use of Cobalt 60 (a radioactive material). For this plant we have certification from Bhabha Atomic Research Centre. This was Gujarat's first plant and it was inaugurated by Dr. Anil Kakodkar. With this plant we set another record of starting commercial production within one year. Normally it takes three years!

M - What is the business scenario currently? What about competition?

JP - We specialize in rubber stoppers. Today we have 20 – 30% of the market share. We have three competitors in Gujarat itself and at least three big ones outside Gujarat. Over all there are about 30-40 manufactures of this product in the country, but we are comfortable because we have a large production facility. Our mother unit at Rania, Savli district has a capacity to manufacture five million stoppers every day in different sizes.

M – What are your future plans? Expansion?

JP – For us up gradation and expansion is an ongoing process. Whatever profits we make, is largely reinvested in the business every year. Value wise 90% of our raw material is imported. Last year we had a turnover of 52 Crores out of which 9 crores was profit. We ploughed back 1.5 crores and we disbursed the dividends right in the beginning itself, so our share holders are also happy.

M – What about the Gamma unit?

JP – We have Gamma Irradiation Facility for Sterilization of Healthcare Products and Microbial Decontamination and Disinfection of Food and Allied Products. This facility is not easily available, so we are doing job work for other people... Our customer base is about 150 in the food and medical industry. We are also operating the GOG facility in Bavla near Ahmedabad.

M - So what is the secret of your success?

JP - I am a simple person, I respect everyone's knowledge and experience and I am always ready to learn. I am only a businessman who has an excellent team ... My job is to organize the operations of the team. Everybody does their job properly. Universal Medicap is my family. I take the team with me. Every year during Diwali we close all operations for about ten days and about 80 of us go on a holiday together... touring all over in Volvo buses or otherwise ... My family and employees' families stay together in the same hotel and eat together... That is the secret of success. This year we are going to Kulu - Manali and Jwala Devi Temple.

M- What message would like to give to our readers?

JP- Good teamwork along with clear understanding about each ones duty. We follow and practice high ethics. No "chorry and hera-pheri" of excise or taxes. Be ready to learn and be ready to share your knowledge and expertise.



Interviewed by
Malti Gaekwad

Business Simulation Game Competition - The first ever event Organised at Vadodara

The Industry Institute Initiative (III) of Baroda Management Association has been set up to provide a common platform responding to the management education needs of the academic institutions and industries. The activity that kicked off III this year was a 20th BUSINESS SIMULATION GAME COMPETITION organised by All India Management Association to inculcate the business problem solving acumen among participants mainly young professionals and university students about to step out to the real world through holistic thinking and an innovative and creative approach. This year the III of BMA organised this competition for the first time with The Maharaja Sayajirao University of Baroda as a Host University on 19-20th September, 2016. Office of Corporate Affairs (OCA) of the university with the support of Faculty of Social Work and Faculty of Management Studies hosted the program.

In all twenty four teams representing 5 universities namely Parul University (4), Navrachana University (1), ITM University (1), C K Shah Vijapurwala Institute of Management (2) and The Maharaja Sayajirao University of Baroda (16) participated in the competition. The program was inaugurated by the Hon'ble Vice Chancellor of The Maharaja Sayajirao University of Baroda Prof. (Dr.) Parimal Vyas, Mr. Premraj Keshyep, Chairman Conmet Group of Companies, Ms. Avi Sabavala, President Baroda Management Association, Prof. (Dr.) M.N. Parmar, Dean-Faculty of Social Work, Prof. (Dr.) J. D. Jadeja, Dean-Faculty of Management Studies, Prof. (Dr.) Bhavna Mehta, Director- Office of Corporate Affairs & Chair – III Committee, Baroda Management Association and Mr. D.K. Gupta, representative from All India Management Association.

In all Ninety Six Students participated in Business Simulation Game held at the Faculty of Social Work, The Maharaja Sayajirao University of Baroda wherein their performance was judged by AIMA team on the basis of their imaginative thought processes and dynamic decision-making skills. The competitors were given a virtual company to manage, run and perform all the duties of a CEO (Chief Executive Officer), CMO (Chief Marketing Officer), COO (Chief Operating Officer) and CFO (Chief Financial Officer). The entire game was divided in 5 quarters over a period of two days.

Based on the performance six teams were announced as winners on the second day by Mr. Sandeep Purohit, DGM- HR, GIPCL during the Valedictory program. Winning teams participated in the regional level finals organised at Indore on September, 24th, 2016. The entire event was sponsored by KYB Conmat.



Prof. (Dr.) Bhavna Mehta

Chair – Industry Institute Initiative, BMA
Director- Office of Corporate Affairs,
The Maharaja Sayajirao University of Baroda

OBITUARY



Mr. A. C. Gupta

Ex-Corporate General Manager,
Jyoti Limited

One of BMA's Past Presidents **Mr. A. C. Gupta** (Ex-Corporate General Manager, Jyoti Limited) left for his heavenly abode on 26th. August 2016 at Bangalore after a brief illness.

BMA had organized a condolence meeting on 8th September at 5pm. During the meeting, President Ms. Avi Sabavala informed the house that Mr. Gupta served as President of BMA as early as the year 1977-78, and even many years after demitting office he continued to attend most of our functions even at a ripe old age.

Past President Mr. Devanshu Vaishnav while paying a befitting tribute, said he sincerely felt young members today should draw inspiration from people like Mr. Gupta who lived a life of high moral values, honesty and dedication.

Dr. Nalini Bhanot, daughter of Guptaji who was present with five other family members, said that they were overwhelmed with the love and respect BMA had for their father. The family felt touched and honored to know that Mr. Gupta had such a large family outside his own family.

Floral tributes were paid and two minutes silence was observed.

One Day Management Development Program on MS PROJECT

Date : 8th September 2016

Venue : The Gurunarayana Centre for Leadership, Vadodara.

Name of the Faculty : Mr. Ajay Joshi & Mr. Chandresh Makhija



(Group photo taken during the MDP on MS Project)

Brief Summary of the Speaker:

Mr. Ajay Joshi has over 25 years of IT experience managing projects in US for large MNCs like GE and Citigroup. Till July 2008, Mr. Ajay Joshi was a Vice President at Citigroup. Mr. Chandresh Makhija is a professional Civil Engineer, graduated from the Maharaja Sayajirao University of Baroda, has been in the field of Construction, Real Estate, Project Management Consultancy since last 34 years

Brief Summary of the Program:

In order to understand the resource (plant, equipment and people) requirements to complete a project in time and under budget, organizations all over the world have been using a well defined Project Management methodology and MS Project tool. This involves creating tasks, sub tasks, understanding dependencies and assigning right resources to get tasks accomplished.

Important areas covered

- Create a project plan (Engineering, manufacturing, construction, software etc)
- Identify project risks & create risk mitigation strategies
- Identify Critical Paths in the plan
- Establish Task Dependencies
- Create Estimation Templates and Capacity Plans
- Reporting

Half Day Program on TAKE TIME TO BE SAFE



BMA's women professional committee organized this half day event.

It was scheduled on 17th Sept 2016, at the Hotel Four Points by Sheraton, between 10:00am to 1:00pm.

The event was graced Padma Shree Indira Jaising, Sr. Advocate Supreme Court, as Chief Guest. While Honorable Justice N G Nandi (Retd) was Guest of honour. Justice Nandi worked as Special Office (Vigilance), High Court of Gujarat.

"TAKE TIME TO BE SAFE" covered the issues related to the gender diversity at the workplace and focus on the legal provisions about the sexual harassment law and women safety. Two famous illustrative cases, Parul Bajaj and the Vishakha, were discussed.

Ms. Usha Vishwarkarma, Founder, The Red Brigade, Lucknow demonstrated self-help techniques and safety measures to be taken for such situations.

Ms. RuzanKhambatta, who is a Social Entrepreneur by profession and the pioneer of technology called Police HEART- 1091 for women safety and police support, an initiative taken especially for the women. She addressed on the issue- "Gender diversity at the work place" during the event. Her session covered the different tactics that every woman (working or non-working) should know. She briefed about the generic rules of defense mechanism through the PALM - ELBOW - HEEL technique.

More than 150+ participants attended this program and made successful.

LEVELS OF LEADERSHIP - JOHN MAXWELL

Position: lowest level, when it is based on position only.

Permission: leadership grows when relationships are developed with others.

Production: leadership at this level allows both leaders and followers to be more productive.

People development: when leaders begin to develop people to reach their potential.

Person-hood: this level of leadership takes place when developing others to their highest potential

20th Student Management Games (SMG 2016)



FEEDBACK BY WINNING TEAMS

FACULTY OF SOCIAL WORK, MSU

Business stimulation game gave us an opportunity to build up on our business acumen. It made us realise the various facets of business. It was a game that made us wear our thinking caps and was fun to learn new things. It was not only an exhilarating ride but an intellectual one too. we would love to be a part of more programs like these. Thank you BMA

- Stonica Christie, Madhuri Duhlani, Hitakshi Bhatt, Zubin Karvat

PARUL UNIVERSITY, VADODARA

It was by far the best competition we attended. We are lucky to have been selected in the next round. The

competition ambience was so wonderful that we did not know when time passed. The trainers from AIMA were all very kind to help us throughout the competition. All participants were also very interested and into the game that it was difficult for us to come winner in B group in competition. Sincere thanks to the volunteers, coordinators and all the sponsors of the competition.

- Navin Kumar Mahto, Ashok Prasad Yadav, Neel Padodara, Ravinalli Nada

FACULTY OF SOCIAL WORK, MSU

Thank you BMA for this opportunity. All the qualified team from the faculty of social work thanks you for this wonderful opportunity. We enjoyed a lot and we got a lot of things to learn from this experience.

- Akhila Anilkumar, Ankit Tadvi, Bhoomi Pandya, Shivani Gadgil

PARUL UNIVERSITY, VADODARA

Masterfully Executed!

The MANAGEMENT STUDENT GAMES Competition was excellent! One of the best I've been a part of in my career till date. Comfortable atmosphere and knowledgeable presenters.

Thank you for enlightening us. We have learned many things & enjoyed a lot.

Thank you once again from bottom of my heart.

- Jaydeep Solanki, Ravi Kumar,
Dhiraj Agrawal

FACULTY OF MANAGEMENT STUDIES, MSU

The event was well organised and well coordinated by the faculty and BMA. It was the first time that we had participated in such a business simulation game and the whole experience was magnificent. Our team consisted of a student of every specialisation and that magnified our chances of performing better. We went through a similar brainstorming and decision making in our classrooms but that was in an isolated environment, whereas during the game, we were competing with 23 other teams where we had to take decisions by speculating the other teams' strategy. The quarterly constraints added to the fun in the game, and if possible, we would love to participate again. Lastly, we thank BMA for providing this opportunity to sum up our theories and practical together and polish our decision making skills.

Parth Shah, Mit Chocha, Surabhi Phadke,
Jyoti Kotecha

ITM UNIVERSE, VADODARA

We were very satisfied with our experience at the business simulation game competition. The arrangements are very good and professional. And it was great learning experience for us. We would like to participate again in the future. We wish BMA will organise such excellent events again and again in future... Thanks a lot from our team.

Samir Anjaria, Pathan Ruksarbanu Kasambhai,
Rachit Agrawal



“Entrepreneur of the Year” Award to Bhajji

Manufacturing Today Conferences and Awards 2016 presented by Aditya Birla Group and organized by ITP Publications honoured Bhajji by giving him the topmost award “Entrepreneur of the Year 2016.”

The awards were given at a glittering program held at Hyatt Regency, Pune on 2nd September 2016, where several companies including MNC's participated.

The award recognizes the leadership in business, creation of markets, posting substantial growth and progress. This award is an honour and recognition of the entrepreneurial spirit of Bhajji. It endorses the innovative business ideas and strategies that the organization has taken during the recent past under his leadership.



All of us at Ram Ratna are extremely proud of Bhajji and salute him on this very prestigious recognition and award won by him.

Of the sixteen categories of awards in small & medium and large enterprises, the award for Entrepreneur of the Year was the top most award. The companies that participated in the award include **Tata Motors, Birla Cellulosic, Bajaj Auto, Mahindra & Mahindra, Larsen & Toubro, Dalmia Cement, Blue Star, Cummins** etc.

ITP publishing group recognizes and honours excellence in various fields on the basis of selection made by jury experts.

Congratulations Bhajji, we are very proud of you!

Forthcoming Events



Baroda Management Association
presents



28th
Annual Management
Convention 2016

**INDIA
OF
MY DREAMS**

19th & 20th October 2016

Venue: The Hotel Gateway (Taj)

For Registration Contact Us:

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From Editor's Desk

Dear Friends

In our last issue we had informed you to block dates for Annual Management Convention. Now the event is just close to door step. This opportunity will provide learning and fun, both. DO JOIN.

As always, we are interviewing successful people and you can see them at Vadodara. Read the views of Mr Jagdish Patel Managing Director, Universal Medicap Limited, Vadodara.

BMA has many feathers in hat. Not contented, there is new one program on "Business Simulation Game Competition" at the behest of All India Management Association. Professor (Dr) Bhavna Mehta extended her service. The feedback from participants speaks loudly about the success.

Conducting Management Development Program is gathering momentum and two such programs were arranged.

"Entrepreneur of the Year 2016" was conferred to Bhaji of R R Kabel Vadodara.

It is sad to note that Mr A C Gupta, Past President BMA passed away on 26th August, 2016. BMA has organized condolence meeting.

Please participate BMA programs.

Pradip Pofali

FRIDAY EVENING TALKS

SR	DATE	TOPIC & SPEAKERS
1.	07.10.2016	Action speaks Louder than Words by Mr. Shetal Gonsai
2.	14.10.2016	NRI bride/groom Dream or Nightmare? by Ms. Smita Nawathe
3.	21.10.2016	Fitness: Posture and Exercise for good health by Dr. Mita Saxena
4.	28.10.2016	Video Presentation

Venue : BMA, Guru Narayana Centre for Leadership, 2nd Floor, Anmol Plaza, Old Padra Road, Vadodara.

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