



Shailesh J. Mehta School of Management,
IIT Bombay

&



The Consulting Club, SJMSOM, IIT Bombay

Presents

CONSULTING CONTINUUM 2010



20th March

Theme:

"Handling Market Optimism with Caution: A Consultant's Approach"

Continuums

Continuums, the rolling seminar series, is an annual event at Shailesh J. Mehta School of Management, IIT Bombay. The Continuums are held across the various domains of management like Consulting, Finance, Human Resources, Marketing, Operations and Systems. Each Continuum brings together eminent speakers from the industry as well as the academia. These seminars focus on issues and challenges faced by management functions. The students benefit from the valuable insights gathered during the interactions with the speakers. The seminars are well attended by delegates from different organizations, our distinguished alumni, and students from various business schools as well as from other departments of IIT Bombay. Continuums series also features various competitions among students such as case study contests, paper presentations and business games.

About CONSIG – The Consulting Club, SJMSOM

CONSIG assists the students of SJMSOM in gaining sufficient knowledge in the consulting domain and helps them to get an insight into the contemporary consulting practices. The club provides a platform for the budding consultants to interact with the industry stalwarts.

CONSIG seeks to build competencies in the field of consulting through:

- Regular workshops
- Industry interaction
- Live consulting assignments
- Case study solving sessions

Consulting Continuum

From the initial days of providing the outsider's perspective, a consultant is now viewed as a key cog in the organizational wheels and intrinsic to the company's strategy. Consulting Continuum explores myriad aspects across sectors, by initiating discussions on issues at the forefront of the consulting profession. Each Consulting Continuum consists of a series of events centred on a particular theme. Eminent speakers from industry and students of management and engineering institutes converge for an entire day's event consisting of a lecture series followed by a panel discussion.

Consulting Continuum 2009

Last Consulting Continuum was held on 14th March 2009, a daylong event focussing on the theme:

“Hard Times Come Hand in Hand with Opportunities: A Consultant’s Perspective”

This continuum was graced by top-notch consultants from esteemed organizations like KPMG, Mc Kinsey & Co., Stern Stewart & Co., AT Kearney, Protiviti, Avalon Consulting etc. The event saw participation from almost 300 students, including the management students and Alumni from the Shailesh J.Mehta School of Management. All the talks were followed by interactive Q&A sessions and the students made the most of this opportunity to question the stalwarts from the consulting domain.

The event was very successful with avid participation from the Consulting fraternity and it is industry interaction sessions like these which can actually acquaint students about the concerns, challenges and growth opportunities in the Industry which they will become a part of shortly.

Speakers at Consulting Continuum 2009

Inaugural Address: Prof. Karuna Jain, **Head, SJMSOM, IIT Bombay**

- Mr. Neelesh Hundekari, **Principal AT Kearney**
- Mr. Santosh Kamat, **Director, KPMG**
- Mr. Prashant Gupta, **Partner, McKinsey & Co.**
- Mr. Raj Nair, **Chairman, Avalon Consulting**
- Mr. Govind Balan, **Principal, Diamond Management & Technology Consultants**
- Mr. K.G.Purushottam, **Associate Director, Protiviti Consulting**
- Mr. Sanjay Kulkarni, **MD, Stern Stewart & Co.**
- Mr. Ashish Dwivedi, **Corporate Strategy & Business development, Aditya Birla Group**
- Mr. Deepak Bhavsar, **MD, Strategic Consulting & Land Agency Services, JLLM**

Consulting Continuum 2010

Consulting Continuum 2010 will be organized on 20th March 2010 with a theme reflecting the current trends and challenges facing the consultants. The Consulting Continuum 2010 will see a series of lectures and panel discussions on the theme:

“Handling Market Optimism with Caution: A Consultant’s Approach”

The recent improvements in industrial figures have started pointing towards the beginning of the end of the most challenging times in recent memory. The mood is upbeat and the consulting firms have already started talking about *greenshoots of recovery* – though cautiously. However, consultants are realising that consultancy as a profession will not be the same as it used to be in early 2008. The last two years have challenged the best practices, methodologies and frameworks used by consultants to provide clients with solutions. New market realities have compelled the consulting companies to refocus their energies, re-align and re-think their solution strategies.

Consulting Continuum 2010 will bring together a host of industry experts in consulting domain who would provide insights into how consultants can adapt to new market realities and bring their clients back on their feet.

Events at Consulting Continuum 2010

Speeches on the theme

The Consulting continuum will begin with a keynote address by an eminent speaker from the industry who will touch upon the theme which will set the tone for the following events of the continuum. The event will also feature intellectual talks by distinguished speakers surrounding the theme.

Panel Discussion

The panel discussion brings forth, the views and learning of eminent business leaders and academia on the theme of:

Rising from the ashes: Who would be more effective?

Generalists or Specialists

The audience stands to gain lot of insights from the event.

Workshop: “The Consultant’s Approach to problem solving”

This session attempts to look at the way consultants dissect live business situations. Practicing consultants share with the students the way to approach and attack the problems faced in formulation and execution of business strategy. A leading consulting firm will demonstrate one of the live cases, which it has worked on.

Pre Event: Live Case study competition

This national level case study competition focuses on the challenges faced by companies in today’s competitive scenario. Students from various business schools across the country are invited to formulate winning strategies to address the problems faced by an industry player. A leading consultant firm will evaluate the selected few entries and provide an insight into their approach in formulation of a business strategy.

Tentative Schedule

Consulting Continuum 2010 Schedule		
Event	Start Time	End Time
Inauguration Speech	09:00 AM	09:15 AM
Speaker 1	09:15 AM	10:00 AM
Speaker 2	10:00 AM	10:45 AM
Tea Break	10:45 AM	11:00 AM
Panel Discussion	11:00 AM	12:30 PM
Corporate Lunch	12:30 PM	01:45 PM
Speaker 3	01:45 PM	02:30 PM
Speaker 4	02:30 PM	03:15 PM
Tea Break	03:15 PM	03:30 PM
Speaker 5/Workshop	03:30 PM	04:15 PM

The Legacy

Some of the prominent speakers of 2009 continuum series were:-

Mr. Kris Gopalkrishnan - **CEO Infosys**

Dr. Jawahar Malhotra - **CTO Yahoo India**

Mr. Raj Nair - **Chairman, Avalon Consulting**

Mr. Paritosh Joshi- **President, Star India Pvt. Ltd.**

Mr. Prashant Gupta - **Partner, Mckinsey & Co.**

Dr Anant Mahale, **Country Head, i2 technologies**

Mr. Somak Ghosh- **Group President, Corporate Finance & Development Banking, Yes Bank**

Mr. Naveen Gupta- **Head Private Bank Treasury, Standard Chartered Bank**

Dr. (Mrs.) Pragnya Ram- **Group Executive President, Corporate Communication, Aditya Birla Group**

Mr. Sudhanshu Vats- **VP-Marketing, HUL**

Mr. Prasad Narsimhan- **CMO, Virgin Mobile**

Snapshot of Continuum 2009



Continuum 2009 in Media



IT was “exciting as ever” and that there was probably still 25-30 years of impact left before the industry becomes mainstream, Mr. Kris Gopalakrishnan said at “Systems Continuum 2009”, organised by IIT Bombay’s Shailesh J. Mehta School of Management.



Mr. Kris Gopalakrishnan said “India was at the centre of the IT revolution and might surpass the US in the next three years in terms of having the largest IT professionals in the world”.

He was speaking at ‘Systems Continuum 2009’, organised by IIT Bombay’s Shailesh J. Mehta School of Management.




Friday, Mar 20, 2009






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