



XPERIA 2021 - Hunting out brilliance

Report on Xperia 2021-International Internship project
presentation competition 2021

24th August- 28th August 2021



SCHOOL OF COMMERCE

PRESENTS



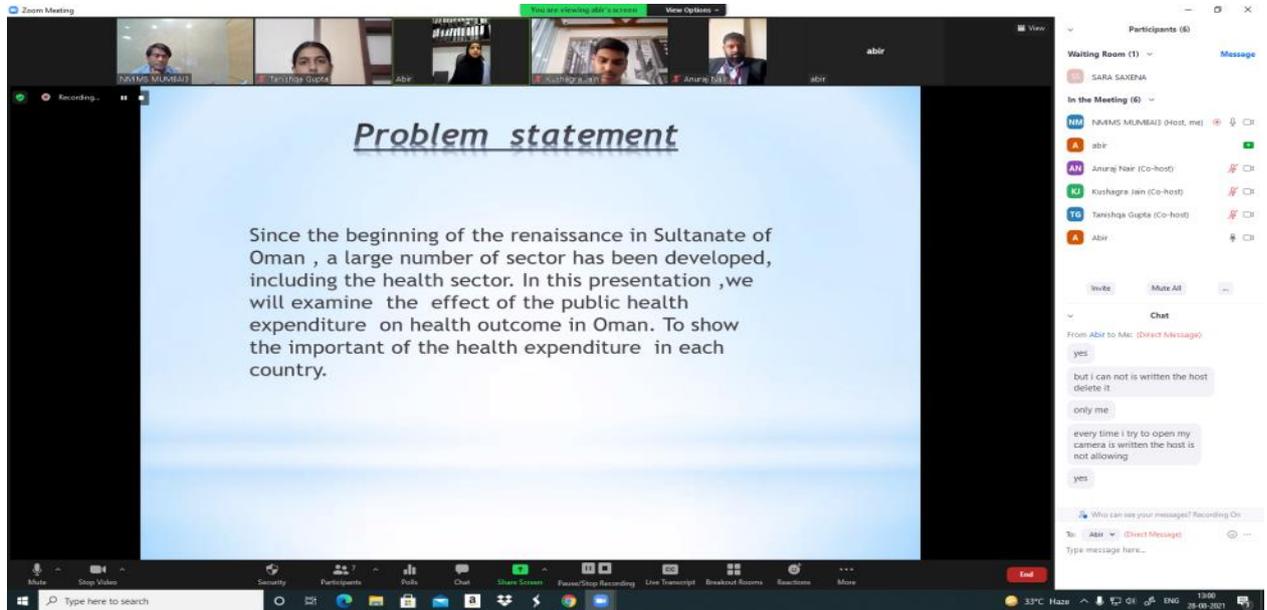
NMIMS Indore conducted an international competition **XPERIA 2021** from 24th August to 28th August. The event was hosted by School of Commerce (SOC) under the guidance of Program Chair Dr. Niranjana Shastri and coordinated by Dr. Vanshika Sukhija. Marking the second year of the event, a great deal of support was provided by the Director International Linkages, Meena Saxena, NMIMS Mumbai to bring Global Career Center as our knowledge partners. This year also marked its success in getting sponsors and associates like Peesafe, Volvo Eicher, Corseca, ACCA, HDFC Credila, IDFC First Bank and University of Nizwa (Oman). We are thankful to SOC faculties who have helped and supported us in selecting the in-house students for final round of presentations.

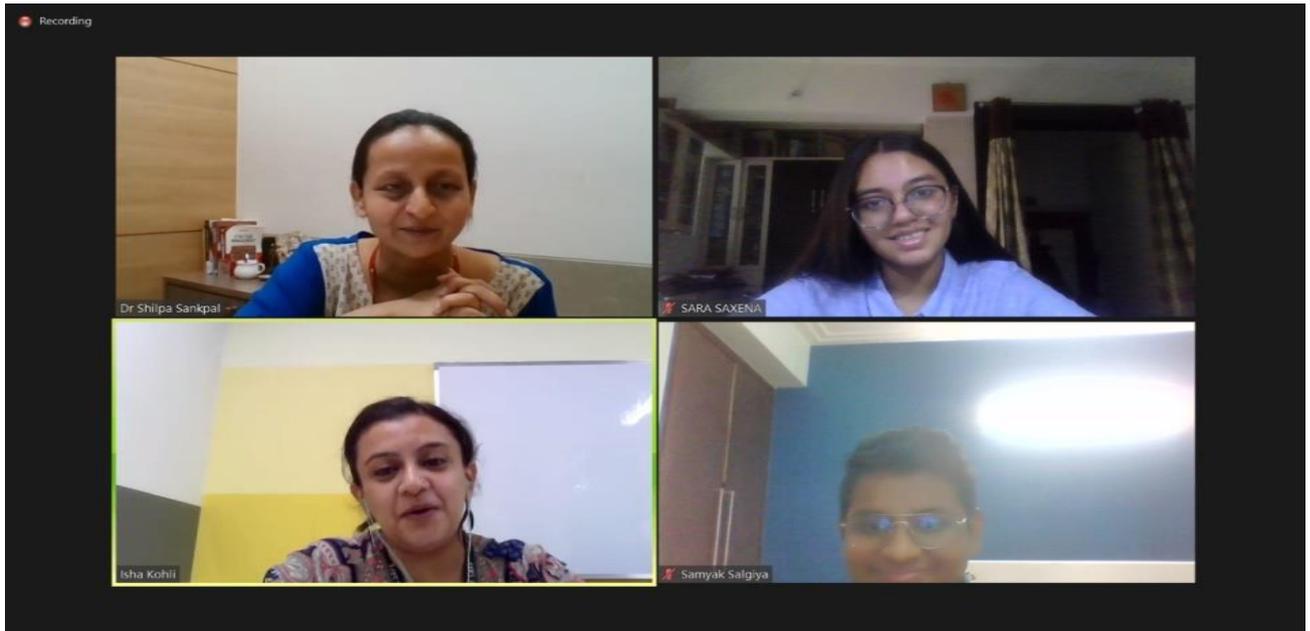
DETAILS OF THE EVENT CONDUCTED (24-28 August 2021)

The month of August marked the second chronicle of the NMIMS Indore flagship event: Xperia'21. Running from 24th- 28th August, Xperia'21 hoisted a pool of talented individuals crafting some benevolent experiences and fruitfulness. The competition featured three rounds that focused on enhancing the calibre of the participants that they acquired from their respective internship experiences. The competition focused on the domains of marketing, finance and general management ensuring an all-round inclusion of expertise.

The first round, held on 24th August was the Quiz round, which featured an extensive session of quiz that narrowed the participants as well as amplified the cut-throat competition. **This was followed by the second round, held on 25th August**, that featured an SIP report that exhibited their learning's and experiences from the internships. **August 26th**: the inaugural Ceremony, rendered a highly engaging and interactive panel discussion held by Dr. Kate Moore (Principal & co-founder, GCC), Ms. Naveen Shah (GCC India), Mr. Gaurav Kapur (Head Policy India ACCA) and our dear director Dr. Prachi Gharpure on the theme “Strengthening the Industry-Academia Interface : Challenges and Imperatives. **The last round, held on 27th and 28th August featured a presentation by the participants** in their respective internship domain. The presentation involved reputed dignitaries from esteemed organizations. The competition marked a milestone in the experience and exposure that the participants got from the internships. It proved to be a benevolent contest with exemplary incentives.

GLIMPES OF THE EVENT





Recording

Data Analytics

Findings and Recommendations

TATA CAPITAL
Count on us

Priority	# of customers	Principal OS (in Cr.)
P1	13	6.23
P2	100	29.00
P3	68	40.59
P4	267	83.52
P5	235	35.31
P6	239	36.13
P7	57	45.42
P8	36	11.19
P9	25	3.98
Grand Total	1040	291.34

Findings

- 13** Customers with high exposure (50L+) are easy kill targets
- 70cr** Amount which can be recovered if we target high "easy kill" customers first
- 49%** of the non-workable cases are from Delhi alone, followed by Maharashtra and Mumbai

Recommendations

- Focus on the low hanging fruits or "easy kill targets" with medium-high exposure first
- Do not focus solely on high exposure customers without considering chances of recovery

Overview > Deliverables > KRA 1 > **KRA 2** > KRA 3 > KRA 4 > Conclusion

Page 11 27 August 2021

The closing of an event of this magnitude has to be of additional impact. We lived up to this on the final day of our competition, 28th August 2021. Emotions flew high as an incredible journey came to an end. The panellists spared some enlightening words of wisdom followed by our faculty coordinator Ms. Vanshika Sukhija and our Director, Dr. Prachi Gharpure. At the end of the ceremony the participants who performed exceptionally well were awarded.

The winners of the event are as follows:

FINANCE DOMAIN

1st position- Abdul Hamid Said Salim Al Rahbi and Ashraf Alzman Mohammed
(University of Nizwa) **&**

Manav Khandelwal (Anil Surendra Modi School of Commerce, NMIMS
Mumbai)

2nd position-Yash Jain (NMIMS Indore)

3rd position- Pratham Kabra (NMIMS Indore)

Divyesh Bansal (NMIMS Indore)

GENERAL MANAGEMENT DOMAIN

1st position-Anant Gupta (IIM Lucknow)

2nd position- Prerna Barde (IIM Lucknow)

3rd Position- Abhishek Tyagi (NMIMS Indore)

MARKETING DOMAIN

1st position- Rutuja Shinde (NMIMS Hyderabad)

2nd position- Priyanshu Mohan (NMIMS Indore)

3rd Position- Ishika Mallik (NMIMS Mumbai)