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# ESSENCE ANNUAL ALUMNI MAGAZINE

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## Mr. Shíva Sharma EXECUTIVE DIRECTOR

Despite the insurmountable odds, our IITM fraternity has come together in unique & dynamic ways to make a positive impact in each other's lives. Your positivity and commitment give us hope for 2021 & the future it brings.

I strongly believe that with support of our Alumni, we can keep on growing as an Institute in qualititative terms.

We will always strive for excellence in our mission to nurture excellence which is our ultimate motto. It is impossible to scale these heights without support and guidance of our beloved alumni. Our younger generation looks forward to your success stories to get going in their chosen areas of professional life.

I look forward to many more alumni- strengthened events and meet- ups.

# Prof. (Dr.) Sudhír Kumar Sharma

I take pleasure in greeting our Alumni. Institute of Information Technology & Management (IITM) is wholeheartedly dedicated to the holistic growth and development of each and every student for a better career prospect.

The Institute nurtures value based quality education which explores and realizes the potential which is innate in every individual, awaiting expression. We provide full support to ameliorate students' communication skills, critical thinking abilities,

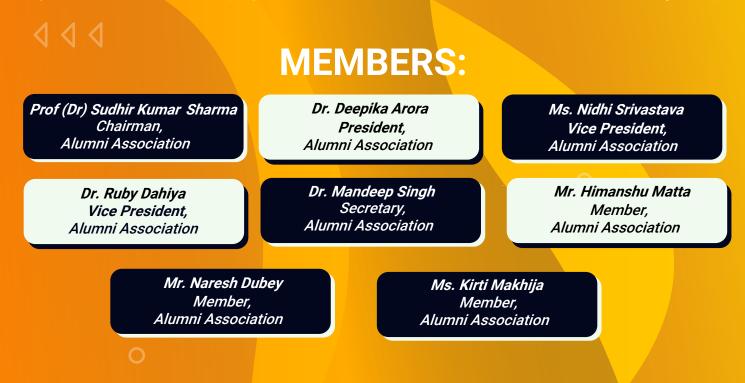


moral values and instill in them a sense of responsibility. No stone is left unturned to improve the creativity and problem solving abilities of the students so that they can contribute their best to the society and the country. Faculty members make a substantial contribution to academia through quality teaching, publications, seminars and conferences. It is my strong belief that given the right opportunities, the students of this institute will prove to be assets to all recruiting organizations.

As an institution is known by the strength of the alumni network, we extend a warm invitation to all Alumni looking to contribute towards the holistic development of our students and ensure the edifice stands the test of time and stays as the best in class. We can only offer the foundation; the onus is on you to take it forward. We exhort you to embrace this opportunity and make us even more proud of you all.

## INSTITUTE OF INFORMATION TECHNOLOGY & MANAGAMENT ALUMNI ASSOCIATION (REGD.)

The Alumni Association of Institute of Information Technology & Management (Regd.) has been formally registered with the Registrar of Societies, Govt. of Delhi under Societies Registration Act XXI of 1860 (Registration No.- S/ WEST/2011/8900163 dated 29th January 2011).

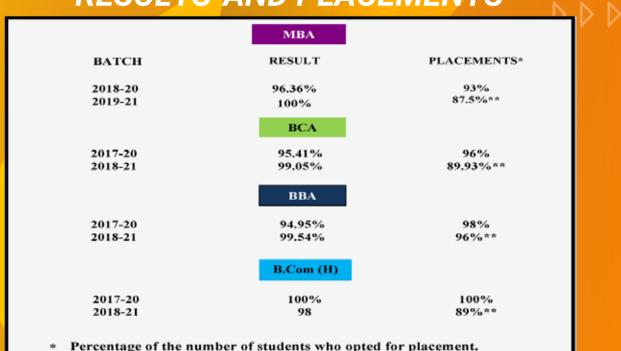


# **OBJECTIVES:**

- To promote and foster mutually beneficial interaction between the Alumni and the Alma Mater.
- \* To help alumni achieve their professional goals.
- To undertake activities for nation building including those of charitable nature.
- To foster linkages amongst the alumni and to promote personal and friendly relations through meetings and get together among members of the Association.
- To facilitate and encourage alumni to contribute towards improvement in the status of the Institute in the areas pertaining to academic infrastructure and industry.
- To undertake all Such lawful activities which are conducive to the attainment of the above objectives.

# **MAJOR MILESTONES ACHIEVED**

# **RESULTS AND PLACEMENTS**



\*\* Placements for Academic Session 2020-21 batches still in progress.

## MAJOR EVENTS CONDUCTED BY IITM, JANAKPURI (JAN 2020 ONWARDS)

Jan 25, 2020	HR Conclave	Feb14- 15, 2020	International Conference on the Role of ICT in Higher Education : Trends, Problems & Prospects
Apr 7-8, 2020	InternHunt 3.0 (Virtual)	July 31, 2020	Farewell (Virtual)
Sep 2020, Onwards	Leadership Talks Series	Mar 3-4, 2021	GD Competition
Mar 13, 2021	Alumni Meet for PG students	May 7, 2021	InternHunt 4.0 (Virtual)
May 28 - 29, 2021	Techno & Management Sapiens	July 31, 2021	Farewell (Virtual)

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## PERFECT MINDSET TO BE ACTUAL ENTREPRENEURS, RATHER THAN WANTREPRENEURS

## **START RIGHT NOW!**

You heard me right. None of the motivational books, videos, texts or articles are useful if you don't take the first step. There are millions of people out there in the world who really get addicted to watching the daily motivational videos and reading motivational books but they never even start.

These people are termed as Wantrepreneurs. They want to be entrepreneurs, want to become famous someday, but don't ever take the first step to get there.

COLUMN IN THE

The first step is the most important step ever, everything else will follow you towards your journey to success.

Once a certain amount of time passes and you don't even start, you get too late which ultimately leaves all your dreams behind. As time passes, it's going to become more and more difficult to start as each day passes by and you will ultimately end up like 98% of people out there who didn't ever even start.

You want to be among the top 2% of people in the world? All you need to do is to get started, right away. Stop wasting time, get up, and act!

Whatever you want to do, do something about it today. Make a list of just 3 simple things every day if you want to achieve your entrepreneurship goal.

These 3 goals can be as simple as learning the skills required for the business or actually performing a small task like posting an article on your blog, posting on your Facebook/ Instagram pages, listing your business on a new website, creating a new advertisement campaign on Google/Facebook and so on. *Mr. Naresh Dubey Managing Director Coverscart.com MCA 2015-18 Batch Alumnus* 

Creating a website using wordpress is a really simple task in today's time. You can get it done in less than a day without any technical knowledge required for it. You just need to get started. Just google that you want to create your website, there you have your business website ready and launched by the end of the day.

your blog, start your website, start Start your Instagram page right away and keep 9to contributing something every it single day. Make little improvisation а towards your goal every day and by the time your college ends, you would be way ahead of all the wantrepreneurs out there who didn't even get started.

College is the best time to start a business. You have a great network of all the people to team up to become your co-founders. You have a connect variety people of to and collaborate with for your business and thousands students there to of are out start marketing your business right away. The sooner you start, the chances of becoming successful rise exponentially. Every single day counts, including today.

Want to keep it short, simple and will end with the most important takeaway from this article;



# NPA CRISIS IN INDIA

As per the Reserve Bank of India (RBI), a loan is considered a "bad loan" or NPA [Non Performing Asset] when the interest due for any quarter is not fully paid within 90 days from the end of the quarter. However, this time period may vary based on the terms and conditions agreed upon by the bank and the borrower.

Α accepted commonly definition of NPA is: "An asset, including a leased asset, becomes nonperforming when it ceases to generate income for the bank."

## Reasons for increasing NPA in current times-

- -- Covid Scenario (Major reason)
- -- Bad Lending Practices

## Measures adopted in current scenario to prevent NPA-

- -- Restructuring and Moratorium
- -- Deep Credit Check of Customers
- -- Creating COVID provisions For **NPA**

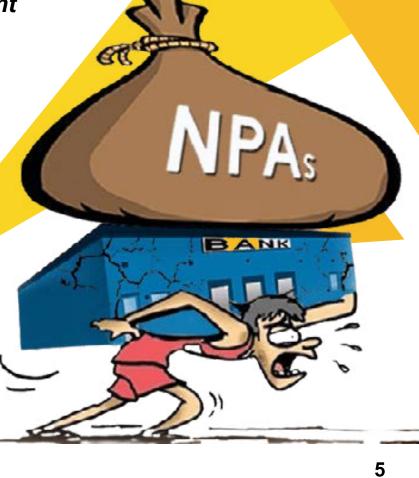
# Ways to Reduce NPAs-

- -- SARFAESI ACT, 2002
- -- Debt Recovery Tribunals
- -- Lok Adalats

Mr. Karan Dogra Debt Manager, Personal Loans ICICI Bank MBA 2018-20 Batch Alumnus

## Conclusion -

Government of India is trying hard to rescue the banks, particularly looking at the downfall of PSBs in the country. Recently, the centre had announced recapitalization of PSBs with ₹2.11 lakh crores. However, there is still a strong need for stricter laws in NPA management. Defaulters must be treated under a separate, dedicated Act. Moreover, there must be rigorous practices adopted to take correct decisions for granting loans to individual borrowers or companies.



# LET US HOP ON THE TRAIN OF THE CORPORATE WORLD

**M**any of the readers of this article are freshers preparing for their placements. So, brace yourselves and let me take you into the train moving towards the corporate world. First of all, let us talk about all the qualities that make you company ready. I know, these are the things which your parents, faculty and even management talk about a hundred or thousand times throughout your college life but these qualities are the engine that'll get you started.

Let me list them for you:

#### Confidence

Confidence is the key to succeeding in life, isn't it? Being a confident person is all about reflecting your knowledge, skills and communicating them to the interviewer or in real life.

#### Domain knowledge

Without having the complete knowledge of the skill or course you are pursuing, there is no way you can be company ready. So, before starting anything else, cover up all the topics that are related to the domain of your chosen subjects.

#### Time Management

Throughout my college life, there were many seminars, many different classes in which we were taught the importance of managing our time well. For example, we can start by making a to-do list and even try to reward ourselves for completing each task from this list. I know this is something we've always been taught but it really helps when we are about to start a professional life.

#### Good communication skills

Being good at communicating your knowledge and ideas and being able to put forth them via your words and actions is another skill that Ms. Simran Sadana Pursing M.Sc. - Data Science BCA 2016-19 Batch Alumna

you should have. It will not only help you in the interviews but throughout your life as well.

#### • Aptitude

Many students do not like Mathematics as a subject but, when it is the time to sit in exams and placement drives, Aptitude is an integral part of the whole selection process. So, you better start practicing it from today.

#### Presence of Mind

Another important thing is your presence of mind or being mindful.

#### • Pressure Handling

An integral part of the whole corporate life is your skill of handling pressure and how wisely you react in important matters. So my friend, learn the art of handling pressure as early as you can because it is definitely going to help you in the long run.

Anyways, I am not here to bore you with all the theoretical knowledge but I am actually here to show you how your little world will expand when your corporate train will arrive. A school/ college-going student has teachers/mentors who can teach him/her how to go about in life but when we enter the corporate world, we need to start making decisions on our own. We suddenly have a team to be an integral part of, we are accountable for our tasks and our team's task as well. Everything starts changing but worry not, it won't take you much time to adjust to this train that you step on.

College is a simulation of the real world, the better the college prepares you for it, the better you do out there. It's more than just bookish knowledge and not missing classes, it's learning to interact and form relationships with classmates and teachers, building them and maintaining them. Be open about things we're great at and things we aren't, and look to see how we can work on both.

It's a similar situation in the corporate world. A simulation with a learning curve wide enough to allow mistakes but not reward them.

I think now you must be having a good idea about how your train will reach to the station of your corporate life.

There are some other points that we should talk about as well. Let me take you through them.

#### • Time matters

The most thing life important in is vour time. and matters lot. yes, it а Whether you are in college or working and everyone else's for a firm, your time time matters, so start prioritizing things in life and go make that to-do list right now.

There is a certain change in your social life. Well, this is a hard pill to swallow but your social life is definitely going to change. You will have to work 9-5, sometimes even more than this to achieve your goals and you will have a different group of people you will be interacting with, mostly your fellow workers and you will have to accept the fact that you won't always have time left to meet your old friends from school and college.

#### Loads of responsibilities

is something believe This we had already talked about but we've got to put more emphasis on your responsibilities, SO start taking initiative and being more for responsible task that you've every been assigned.

#### Wearing formal attire mostly

Do you remember how our colleges had at least one day fixed for wearing formal clothes? It is a way to practice discipline and yes, a way of preparing you for the future.

#### Education

It will be your choice perfectly if you'd want to continue your education even after joining your workplace but, you need to remember one simple thing that, you are a student for life and you will keep on learning new things on a daily basis which will make you a better human being.

#### • Money

We have all been in the place where we used to contribute our share for the food we used to eat whenever we would go out with our friends or even with family, now things will take a certain shift.

Everyone would focus more on saving and investing etc., which you should eventually try as well. Think about the future.

#### • No more bunks

This was supposed to be funny. In order to earn money, you need to stop making excuses and show up at your workplace every single day. To conclude this article, I would say that it is okay to be nervous before starting a corporate life but once you sit on this train, you'll see different landscapes, beautiful trees, and mesmerizing rivers in the form of responsibilities, everyday tasks, a few hurdles as well. In the end, it will all be worth it when you'll reach your destination that would be your workplace & success in the long run.



**SECOND YEAR** is over and again everyone is just focusing on the results. But as soon as announcement of first Campus Drive is made, a shift in priority takes place for majority of freshers. It's something which none of us ever tackled and holds an important place as a decision for the career.

The fear of interview, the realization of weak areas and what it really takes to grab an opportunity starts floating in mind. As we progress through various campus drives, we get a reality check on multiple areas. Like in my case, from having a feeling of knowing enough for securing a job to having a feeling of not knowing anything after failing in multiple hiring drives.

This reality check is something which presents multiple choices in front of an individual which further lands him/her in two types of mindsets. One is the negative one with a thought that nothing can be done now; other is to figure out what can be done now to work it out. Let's talk about the few ones here:

#### 1. FAILING FEW OF THE

**INTERVIEWS** and thinking that I am nowhere close to cracking the next one is a common thought. What can be taken from that failure is writing down the questions which were asked, then identify the weak areas and improve them. Most of the interviews share common topics that are mostly asked in different technologies. If an individual tries to work on those topics, the chances of winning in your next opportunity will increase significantly.

#### 2. INDENTIFYING THE WEAK TOPICS

but not aware of how to improve them can be one of the problems. This is the area where the teachers or the ones who are working in the industry can help you. Try to connect with

#### *Mr. Aakash Garg Module Lead, Ciena MCA 2013-16 Batch Alumnus*

teachers and maybe seniors from the college who are working in industry. They can guide you to use right resources for improving these areas.

3. REALIZING THAT YOU DON'T WANT TO PURSUE ONLY THE COMMON PROFILES which most are pursuing is important. Most of the courses makes you eligible for different types of career roles.

Like in case of a technical degree, most only think of becoming a Developer or Tester. Actually, choices available are many.

Explore those options, read few of Job Descriptions to see what is asked at a fresher level in such options and prepare yourself accordingly. In this area, only completing the degree might not help you. You have to identify specifically what is required and then you can seek guidance from teachers.

Feeling demotivated after rejection in an interview is very stressful and shifts focus from our target. It takes toll on an individual's mental health. But believe me, getting rejected in an interview never means that you are not good. Selection and rejection in an interview depends on various factors. Individuals working in industry from many years face both scenarios quite often. Handle rejections well and just try to see if there are areas you need to improve.

**4. TRY TO IDENTIFY THE PEOPLE WHO SHARE COMMON INTERESTS** with what you are looking to improve. Sharing of thoughts and brainstorming with such people will bring better results. Once you identify the same, you can even seek guidance from T&P department to arrange some drives for learning in those common areas. **5. COLLEGE PLACEMENT** drives are about to be finished and still not selected. Blaming the college here for not bringing enough opportunities can bring mental peace for limited time but won't help in getting placements.

Ask why you couldn't do it in the ones which were there and try to have action points around the things you discover. Then try to apply for opportunities available via walk-in drives, pool campus placements etc.

Once you have a mindset of doing what can be done about the problem instead of the mindset of feeling negative, half of the problem is solved. Because, now you can plan what steps you need to take to mitigate those problems.

The other side of coin here is the common mistake made by many. If those can be avoided, it also helps. To start your career, let's talk about them one by one.

#### 1. WAITING FOR THE RIGHT OPPORTUNITY.

Many of us keep waiting for specific opportunities. It's good to have some specific targets, but getting rigid about them reduces your chance of getting any opportunity at all. You might be quite good on what you do, but getting an offer involves various factors. A bad day, a very tough interview, very few open positions, there are many factors. Opportunity is just an opportunity, right or wrong depends on what you make out of it.

# 2. WAITING FOR SPECIFIC SALARY PACKAGE.

Believe me, securing a good salary package in beginning doesn't ensure that you will have a very good salary package after two years. Having a very high salary package in beginning also comes with high expectations, which are sometimes very hard to meet. Getting a job is just the beginning, completing your internship and getting your internship converted into permanent job is something else. I know many individuals personally, who were asked to leave immediately after their internship. The industry is smart and if the company thinks you are overpaid after a year, you might not see any increments. The starting salary package matters very less, because what you will earn in future will depend only on what you learn while working.

# 3. ONLY RELYING ON OPPORTUNITIES FROM COLLEGE.

Although you will get enough opportunities from college, but you should also explore different pool campus placements and walk in drives for which you are eligible. Try to find sources from where you can get information about some kind of opportunities and don't hold yourself back from exploring the same.

# 4. NOT GOING THROUGH YOUR RESUME.

Your resume is your first introduction to the one taking your interview. Read your resume yourself before sharing further. Check if it explains what you want your interviewer to read and it reflects the right information about you. Sometimes your resume drives the direction in which the interview will go.

#### 5. MAKING YOURSELF RESTRICTED TO A SPECIFIC DOMAIN.

Many individuals reduce the available opportunities by making themselves restricted to a specific domain. Like, I restricted myself to a backend job in Java in the beginning. In my first opportunity, I was asked to start as a Manual Tester. Initially, I thought of quitting that job, but at that point I realized how hard it was to get an opportunity, so I pursued it instead. Believe me, I learnt a lot in those six months and it still helps me till date in my career.

After internship, because of my contributions and presentation of right skills, I was given an opportunity to choose between frontend and backend. As now I had confidence with right mindset on how to explore new possibilities, I saw good prospects in frontend.

Currently, I work as a full stack developer. It is you

who drive your career, not your initial decision. Takeaway here is that don't be shy in exploring multiple options and don't restrict yourself to a specific domain.

Hope these points help you to tackle the issues that arise for most of final year job seekers. These were experiences which I encountered and the points which I did for overcoming the issues. One might find different ways to overcome the same. Keep exploring, keep learning; that's the only way to move forward.



#### A POETRY ON \*MENTAL HEALTH\* \*TALK IT OUT\*

*Mr. Hitesh Jashnani* Business Analyst Google BBA 2016-19 Batch Alumnus

You may feel like staying in bed Because there's something stuck in your head

Problems may be quite a few and they certainly will bother you

You may always Overthink And tears will roll down your cheeks as you blink

How with things will you deal If you don't address what you feel

Why so much do you worry Why for everything are you sorry

It is okay to cry over it, Everything will fall into place bit by bit

What you feel, Speak Before the complication reaches its peak

You are not always wrong Just sing along life's beautiful song

Some things are better not left unsaid Because the worst place you can be in, is in your head!



# The Post - COVID Business Environment

#### Ms. Ankita Singh Software Engineer, To The New MCA 2015-18 Batch Alumna

The COVID-19 pandemic has changed our lives in every aspect. As far as the business environment is concerned, it has redefined the future of business territory. The pandemic has changed the way of living nowadays and is responsible for the tragic losses of our near and dear ones.

The crisis has somehow pushed all of us to use modern technology, small business operations and meetings changed how the employees are working these days. Remote working has come into the picture. Even the same will continue after the crisis gets calm. Pandemic has been a kind of exam for businesses.

Managing huge teams, along with the deadline of the delivery date and keeping the health factor off the employees is something that has been taken into consideration.

# There are a few changes that business leaders are expecting & they are: -

1. As far as the digital platform is concerned, commerce, entertainment and education are moving to online ways. Many of the companies are focusing on digital initiatives over the next few years.

2. The pandemic has moved our daily life shopping online & companies see the use of digital channels and payment methods to make the things smoother for them.

3. The crisis has also impacted the way we visit doctor's clinic/hospitals. In today's time, people are seeking digital consultation.

4. As far as remote working is concerned, the trend is increasing. About 39% of companies are expected to shift from physical presence to digital presence.

If we look at the current picture or think about the future, we believe that this pandemic will make a positive impact on the business environment. To stay up to the mark in the post-pandemic world, the eminent workers of the companies must think about their business strategies, models, mission and vision. We must comprehensively view the situation and move forward in a positive direction.

#### Thank you and Warm Regards



# DIGITAL MARKETING -A SAVIOR IN COVID ERA

Digital Marketing refers to marketing using digital mediums. However, nowadays it refers to mainly online internet-based tools like social media marketing, YouTube marketing etc.

From March 2020, India got deeply affected by the COVID-19 pandemic followed by Lockdowns and restrictions in movement by Government.

All these measures were for the purpose of health protection so that spread of the disease can be stopped. But, all measures by Government as

well as panic among the citizens led to decline in the sales and revenue for offline businesses. With the COVID-19, many businesses were not able to promote or run their business through offline mode and were on the verge of shutdown. Let's understand how digital marketing helped the businessmen small in businesses. reviving their

#### IMPACT OF DIGITAL MARKETING IN REVIVING THE SMALL BUSINESSES

Mr. Ramesh Lal, a small stationary shop owner said "during initial days of lockdown we were left with no money at all". However, many small businesses like Mr. Ramesh's Stationary gradually understood the need of the hour to adopt the online digital marketing tools. Tool like Search Engine Optimization is the most common to increase the online presence for small businesses.

Search Engine Optimization is of two types - On-Page SEO and Off-Page SEO. On-Page SEOs is a technique of incorporating popular search keywords within the content of the webpage so as increase the search engine ratings.

#### *Ms. Anjum Tanwar* Assistant Professor Institute of Innovation Technology & Management, Janakpuri MBA 2014-16 Batch Alumna

Whereas, Off-Page SEOs is the technique to leverage website ranking by connecting to complementary businesses or media website by getting your website link on their website. For example, if you own an automobile blogging website, then you can try to get your website link placed on an automobile

accessories website or on automobile e-magazine website. Like SEOs, social media marketing is also an important and effective digital marketing tool, especially for small businesses. Social media marketing includes Blogging, YouTube Marketing, Facebook Marketing etc.

Mr. Rakesh owned an offline Garment distribution and business Retail in Janakpuri, Delhi. He was running it since 1991 and never had suffered such a crisis as during COVID-19, especially during lockdown. But he did not give up and tried online mode for his traditional business. With the help of his daughter, he made a website and started On-Page SEOs on it. He also made a Facebook page and an Instagram account for his business. Within 25 days, some revenues

started flowing back in his business and within 90 days, his business got good

presence in social media which resulted in good business profits. Similarly, many other small businesses like Mr. Rakesh's Garment distribution & retail business and Mr. Ramesh's stationary business got benefit of digital marketing tools during COVID-19. IDC Survey discusses the need for digital

marketing in small businesses to mitigate the impacts of COVID-19. Only 43.4% of small businesses have e-commerce capabilities, thus small businesses need to increase their digital commerce capabilities quickly in order to survive now and succeed in the future as the economy recovers.

According to IDC's Shri Lava, Research Director, Small and Medium Business, "Small businesses are under intense financial pressure. Many had under-invested in the e-commerce capabilities necessary to transact digitally with customers at scale. Our research clearly demonstrates those embracing technology will have a much easier time staying relevant while preserving their customers and businesses in the current climate." (Lava, 2020)

Moreover. more and more businesses to avoid losses during lockdowns registered with websites Amazon e-commerce like and Flipkart as online sellers. They shifted their business to Social Media using Facebook Page and Instagram.

There is increase in the growth of local online directories which is another way of increasing online presence. Websites like Justdial, Google My Business help in increasing local presence for small businesses. Many offline businesses used these tools to promote their business online in local areas and generate more sales and traffic.

## CONCLUSION

Thus, it can be concluded that for small businesses, Digital Marketing helped them as savior. They used Digital Marketing tools to revive their businesses. Situations like COVID-19 proves that how dynamic the business environment is and how intense there is need for businesses to move towards digital era of marketing. Future of marketing and commerce is digital; hence, businesses need to be prepared.







ALWAYS SAY THANKS TO PEOPLE WHO SAID 'NO' TO YOU. ONLY BECAUSE THEM YOU DID IT YOURSELF.

> Mr. Gaurav Gobind MBA 2015 - 17 Batch

EVERY MASTER HAS TO BE A BEGINNER SOMEWHERE. SO, NEVER LOOSE HOPE AND BEGIN TO WORK TOWARDS YOUR GOAL.

> Ms. Sakshi Chopra MBA 2016 - 18 Batch

# NOTABL ENTREPRENEURS



Mr. Akash Takyar Co-founder LeewayHertz Technologies MCA 2004-07 Batch



Mr. Naresh Dubey Managing Director Coverscart.com MCA 2015-18 Batch



Mr. Ashfaque Waris Co-founder Acuevers BBA 2016-19 Batch



Ms. Harneet Kaur Co-founder Asst. Director Knownymous Online Marketing Solutions BCA 2008-11 Batch



Mr. Gagandeep Singh Co-founder, Director Knownymous Online Marketing Solutions BCA 2008-11 Batch



Mr. Saurav Dam Managing Partner Acuevers BBA 2016-19 Batch



Ms. Divya Singh Founder Skilldify Studio BBA 2013-16 Batch



Mr. Naman Chugh Director Malik Trading Co. MBA 2014-16 Batch

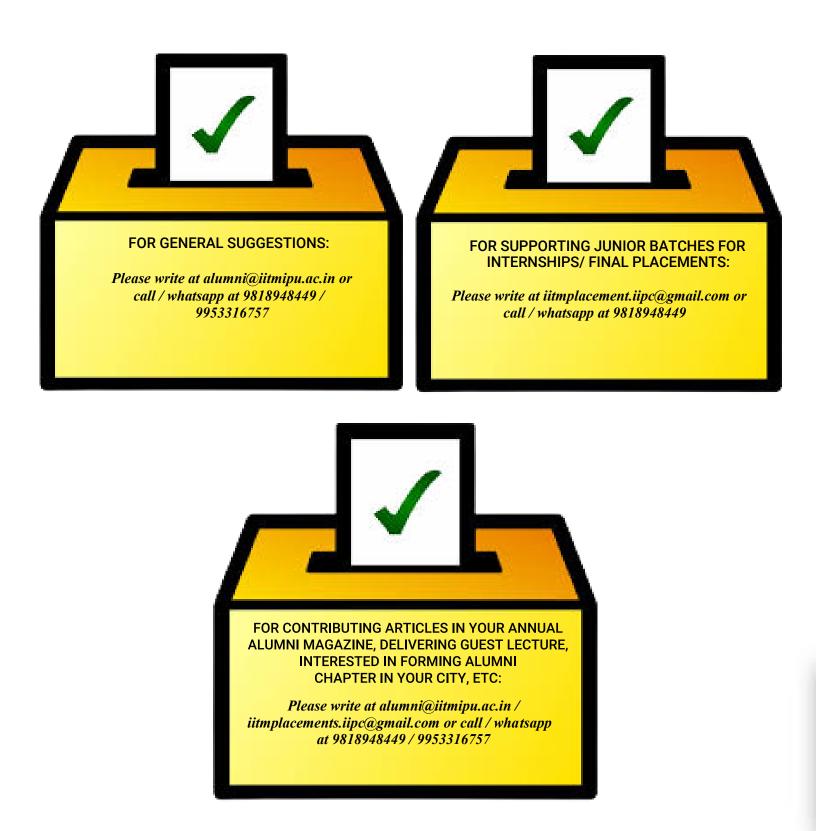


Ms. Shriya Ganguly CEO, Kamax India Silk Pvt. Ltd. MBA 2014-16 Batch

# MEMORIES DOWN THE LANE

IITM

Alumni keen to support junior batches from MBA, MCA, BBA, BCA, B.Com(H) are most welcome to connect at the undersigned contact details.





## ABOUT US

Institute of Information Technology & Management (IITM) was set up in 1999 under the aegis of Mata Leelawati Shikshan Sansthan (MLSS), a registered education society engaged in philanthropic activities. D-29, Institutional Area, Janakpuri, New Delhi-110058

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## **INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT**

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