



**ARMY INSTITUTE OF MANAGEMENT & TECHNOLOGY**  
(NAAC Accredited; Affiliated to GGSIP University, Delhi)

**Guest session on goal setting Academic, Professional and Personal Pursuit for a Balanced, Purposeful and Holistic Life".**

**ARMY INSTITUTE OF MANAGEMENT AND TECHNOLOGY**  
**GREATER NOIDA**  
(NAAC ACCREDITED; AFFILIATED TO GGSIP UNIVERSITY, NEW DELHI)

Guest Lecture On  
**Supply Chain Management & Analytics**  
Present Prospects & Opportunities

**Mr. Karan Bhatnagar**  
Sr. Manager Schneider Electric

29th May 2021 | 1530 HRS To 1630 HRS

**"The purpose of life is a life of purpose" - Robert Byrne.**

AIMT family was reverred to have Commander Shekhar Murthy as the guest speaker for the deep and impactful session on "Goal Setting Academic, Professional and Personal Pursuit for a Balanced, Purposeful and Holistic Life". The Session was conducted on 29-April-21.

Commander Shekhar Murthy is an Alumnus of distinguished Institutes such as IIT Kharagpur, BITS Pilani and U-21/Harvard Publishing. In today's session he stressed upon the ways and measures one should take in

order to climb the ladder of success and find the purpose of life by setting a real-life goal and hence not relinquish it due to societal pressures and behavior. Furthermore, he explained that an individual should possess a "Growth Mindset" as opposed to having a "Fixed Mindset".

He started the session by differentiating between fixed mindset and growth mindset, which mentioned that fixed mindset focuses on grades and performance whereas growth mindset focuses on learning and not on outcomes. He conveyed that fixed mindset believe that good performance comes naturally on contrary growth believes that good performance takes hard work. Fixed mindset conceals and hide mistakes whereas growth mindset capitalizes on mistakes.

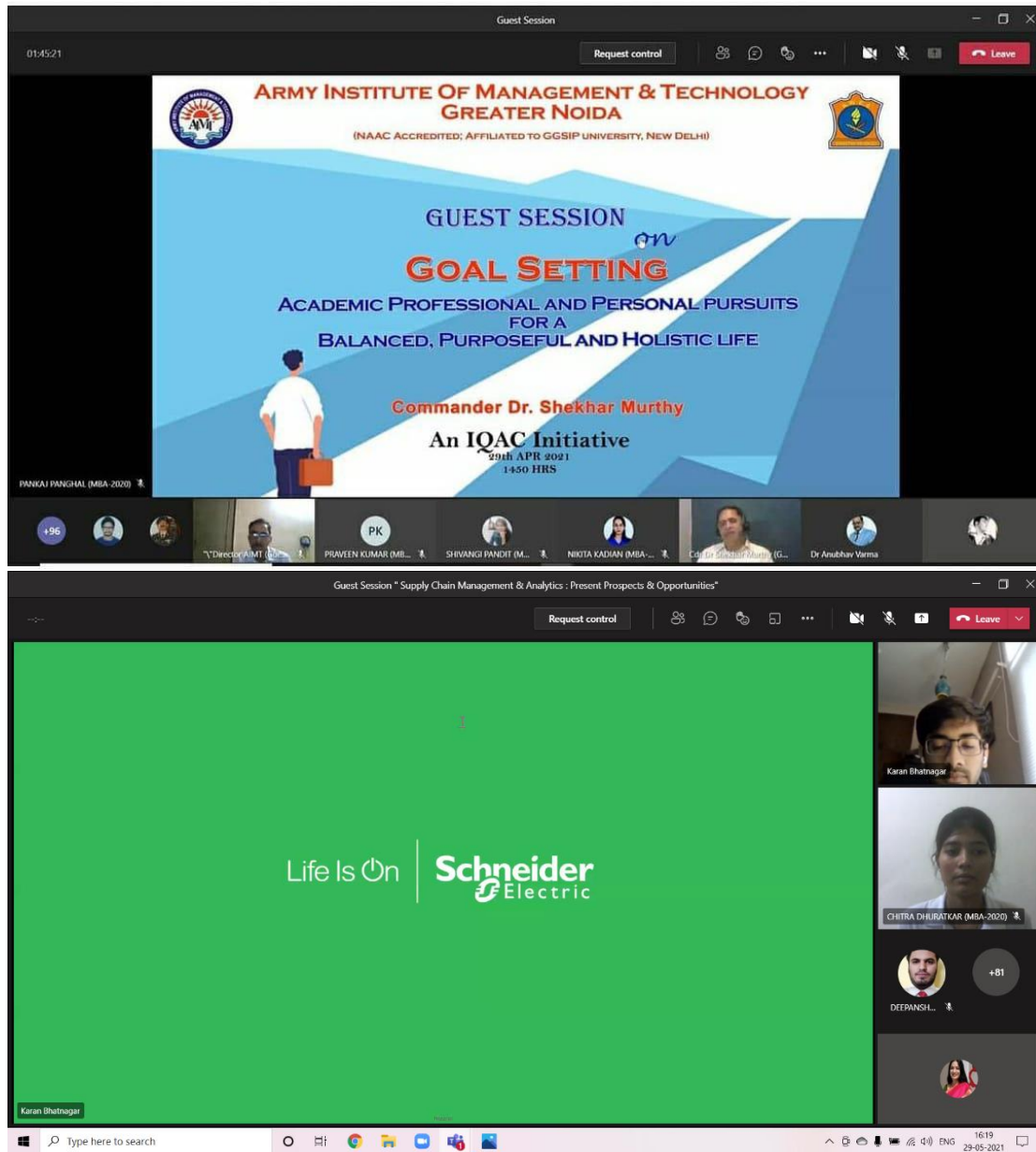
Then he very well explained that our goal should be spiritually oriented with an example by quoting the fact that "Manav sewa is madhwa seva". We should focus on growing in gratitude and express my thankfulness to at least three person each day. We should make deliberate efforts to communicate and appreciate to all those who touches our life positively through each day. We should effectively manage risks, set our goals in a challenging manner and should always assume ownership beforehand.

He then mentioned basic traits like a person should be trustworthy, honest, good teamwork, collaboration, open minded and should always expect the unexpected.

He then suggested few points like person should lead a balanced life, should live a healthy lifestyle with positive attitude, ethics, honesty of purpose and should take ownership. As students we should focus on developing skills, strive for excellence and should be a team player. We should follow our passion, build professional network and above all keep honing and upgrading your skills. We should make learning a lifelong mission. As professionals, focus on reliability quality, cost evaluation of products and services being designed and offered. Only then, can we all become a global player. We should always focus on sustaining our spirituality.

He then shared that contentment key by saying that your satisfaction line should always be superior than your success line by stating a very valid example of Hokaito Zhimoni who is a famous cricket personality from Nagaland. He never played for India yet he is a hero. A village person who is inspiration for his region. For him, sharing a team bus and hotel with the stars of cricket was enough of recognition. So how we look at his cricketing career is a matter of perception. It can either be looked as a failed cricketer who never made to national team or a hero who from humble origins became first Nagaland cricket to represent IPL.

Our guest then ended the session by clearing doubts of students related to session which was indeed useful and worth listening. Finally, the vote of thanks was delivered by Ms. Arshiya Ismail as a token of thanksgiving.



Guest Session \* Supply Chain Management & Analytics : Present Prospects & Opportunities\*

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## Why CPC?

Based on what **Customers** needed, we developed **21 Customer Process Capabilities** to improve the Delivery Experience in our constant effort to become best in class.

- Track & Trace
- Plant To Customer
- On-Site Delivery
- Complete Order
- Fast Track
- Track & Trace Multi leg
- Order Modification
- Commercial Logistic Offer Process
- Digital Order & Delivery Status
- Customer Dashboard
- Staging Order
- Kitting
- Domestic Event Management
- Deliver to Order
- Order Grouping
- Precision Delivery
- Last Minute Change
- Product Life Cycle
- Promotion
- Glass Factory
- Forward Order & Customer Requested Date

6 New Capabilities developed for agility

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Guest Session \* Supply Chain Management & Analytics : Present Prospects & Opportunities\*

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## CUSTOMER DELIVERY EXPERIENCE (CDX)

Providing order-to-delivery capabilities to meet Customers' buying behavior

### Transformation

- Deploy
- Monetize
- Communicate
- Adopt

### Innovative Capabilities & E2E Visibility

- INNOVATIVE & END-TO-END VISIBILITY**
  - Track & Trace Multi Leg
  - Control tower Event Management
  - Glass factory (ETO)
  - B2B e-commerce solution for retail
- AGILE & RESPONSIVE**
  - Central Stock
  - Order Modification
  - Last Minute Change
  - Forward Order
  - Delivery To Order
  - Customer Requested Delivery Date
- FOUNDATIONAL**
  - Commercial Logistics Offer (CLO)
  - Complete Order
  - Staging Order
  - Kitting
  - Track & Trace
  - Plant To Customer ...

### Data Analytics

Pro-active Customer Analysis & Action

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Leave

## STRIVE for the best

We strive to be the most agile, innovative, planet- and customer-centric supply chain

### 17 Customer Segments

- Partners**
- Panel builder
  - IT reseller
  - Contractor
  - System integrator
  - Digital and service partner
  - Distributor
  - Machine builder
  - Electrician

### Consumers

- End users**
- Buildings
  - Cloud & Service Provider
  - Consumer Packaging Goods
  - Power & Grid
  - Mining, Minerals & Metal
  - Oil, Gas & Petrochemicals
  - Water & Wastewater
  - Others (Hospital, Mobility ...)

### 6 Strategic Objectives



### 12 Key Transformations

- Sustainable**
- Towards net-zero CO2 operations and suppliers
  - Resource efficiency & circular innovations
- Trusted**
- Personalized customer experience
  - Superior quality
  - Web giant, service and e-commerce ready
- Resilient**
- Power of two for critical ranges and sources
- Intelligent**
- Autonomous supply chain
  - Smart operations powered by EcoStruxure™
  - E2E collaboration and orchestration
- Velocity and Efficiency**
- Shorter and simplified supply chain
  - Partnership with suppliers
  - Agile and empowered people

