

# Suresh Gopal Lalwani – A Profile

The Benefit of Experience	<p>a) Training, Consulting &amp; teaching based on a total of twenty-five years of industry exposure to Banking, Treasury &amp; Corporate segments</p> <p>b) Insight on technical, marketing &amp; conceptual framework of banking, treasury and financial products &amp; services</p> <p>c) Best in standards' communication, presentation &amp; training skills</p>
Currently Engaged:	<p>Teaching, training &amp; consultancy at Mumbai, Singapore and Dubai campuses of S.P. Jain Institute of Management &amp; Research (SPJIMR)</p> <p>Specialization in Banking, Financial Markets, Treasury Management, Financial Analysis</p> <p>Designing, marketing and delivering Management Development Programs for executives in Banks, Financial Institutions, Primary Dealers, Corporate sector</p>
Professional Experience	<p>17 years comprehensive banking experience at "BANK OF INDIA" Experience founded on elaborate ground level exposure to:</p> <p>(a) Retail &amp; Personal Banking on comprehensive basis</p> <p>(b) Training College Faculty - designing &amp; delivering training programmes for Bankers</p> <p>(c) Funds Manager &amp; Chief Dealer (Money Markets): Treasury exposure at corporate level including Money Market, Securities Dealing, Operations &amp; Settlements, Risk Management &amp; FX Swaps</p> <p>5 years Corporate experience as Group Head - Money Markets with the "Larsen &amp; Toubro Group of Companies".</p> <p>Additional interests and pursuits:</p> <ul style="list-style-type: none"><li>■ Active promoter at formative and preliminary stage of '<b>Fixed Income Money Market &amp; Derivatives Association</b>' (FIMMDA) a self-regulatory organization of banks, primary dealers, financial institutions</li><li>■ Writing treasury / market related articles in the "Economic Times – Money &amp; Banking Section" on a regular basis since last 10 years</li><li>■ Pro-active indigenous development of dealing room software involving yield curve analysis, market-tracking etc</li><li>■ Making presentations on Treasury / Risk Management at industry level seminars / training programmes</li><li>■ Active involvement in Community Service / CSR wing at SPJIMR</li></ul>
Prof. Qualifications	Certified Associate of the Indian Institute of Bankers (C.A.I.I.B.)
Education	Post Graduation in Commerce (M.Com, Mumbai University)
Contact Details	Cell: +91 98203 48740, Residence: +91 22 2648 3966, E-mail: <a href="mailto:sureshlalwani@yahoo.com">sureshlalwani@yahoo.com</a> , Address: 8/91, Ramkrishna Nagar, Near Sacred Heart Church, S.V. Road, Khar (W), Mumbai 400 052.

<b>DETAILS OF ARTICLES PUBLISHED / CASES WRITTEN</b>		
<b>TITLE</b>	<b>SYNOPSIS</b>	<b>PUBLICATION</b>
<i>The “Chrysalis Stage”</i>	Changes in Indian Money Markets	Economic Times
<i>“A Matter of Squeeze”</i>	Impact of de-regulation on banking system	Economic Times
<i>Dynamics of An “Irrational” Market</i>	Discerning eminent sense from seemingly irrational behaviour of market players	Economic Times
<i>“To Be or Not To Be”</i>	Gauging the co-relation between Money, Debt & Forex markets	Economic Times
<i>Remove Barriers – Let Funds Flow</i>	Need for integration between market segments	Economic Times
<i>“Open Sesame”</i>	Impact of RBI’s bids through OMOs	Economic Times
<i>“The Winner Guards Them All”</i>	A Pro-active approach on Risk Management in the Bond Markets	Economic Times
<i>“Custom-make your Model”</i>	Need for designing Risk Management Systems in context of Indian markets	Economic Times
<i>“No LAFing Matter This....”</i>	Implications of the Liquidity Adjustment Facility (LAF) of RBI	Economic Times
<i>“In a Mid-life Crisis”</i>	A take on performance expectations on the Indian Mutual Fund industry	Economic Times
<i>“Beware of the Pot-holes”</i>	Need for a sobering effect amidst profit potential of declining interest rates	Economic Times
<i>“In Sync or Out?”</i>	Imperfect co-relation between interest rate differentials and forward premia in the Indian markets	Economic Times
<i>“IIM Imbroglia – A Non-Power Centric Perspective”</i>	IIM fee reduction controversy amidst backdrop of crying need for primary education.	Indian Express
<i>“The Indian Cricket Saga”</i>	International Publication of Case Study and Teaching Note which seeks to draw parallels between performance on the cricket field and in corporate sector with focus on team dynamics, change in leadership and culture, conflict management, etc.	The European Case Clearing House <a href="http://www.ecch.com">http://www.ecch.com</a>
<i>“Morepen Laboratories Limited: Transforming to a Healthcare Company”</i>	International Publication of Case Study and Teaching Note which calls for an assessment of the business direction and pace at which a change-oriented pharmaceutical company is headed. The case presents a canvass to assess Corporate Strategy, Financial Analysis, Financing Alternatives & Capital Structure	Journal of International Business Education 3.© 2007, Senate Hall Academic Publishing, UK <a href="http://www.senatehall.com">http://www.senatehall.com</a>