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THIS ISSUE



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MANAGEMENT QUIZ- 44 Task Ahead



AI-POWERED
CHATBOTS IN
BUSINESS





AI-ENABLED MARKETING & FINANCE





AI & ML-REDEFINING HRM IN INDIA





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FINANCIAL &
ECONOMIC AFFAIRS



News

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MARKETS & COMMODITES



ARTIFICIAL INTELLIGENCE

A Catalyst for India's Business Growth





Today businesses across the globe are leveraging artificial intelligence (AI) to optimize their processes & reap higher revenues. With limitless possibilities, AI is becoming more widespread in different aspects of the business arena. Its potential to augment human abilities has been demonstrated across functions. AI today continues to be a hot topic in the technology space as well as increasing its applicability into areas like healthcare, marketing, advertising, E-com, retail, finance & many more. Research shows that by the next f2-3 years, at least 30% of companies globally will use AI in at least one fragment of their sales processes.

From an analytical standpoint, AI can be incorporated into interfaces to change how to receive & understand data. AI-powered chatbots, in particular, are always on delivering smart analytics through conversations on mobile devices using standard messaging tools & voice-activated interfaces. This dramatically reduces the time to collect data for all business users. As per Grand View Research, the chatbot market worldwide is set to reach a staggering \$123 billion by the year 2025 with an annual growth rate of 24.3%. AI technology also provides a competitive edge to e-commerce businesses & many e-commerce retailers are already becoming more sophisticated with their AI capabilities. Leveraging machine learning, AI software automatically tags, organizes & visually searches content by labelling features of the image or video. AI is enabling shoppers to discover products whether it is size, colour, shape, or even brand. The software can successfully assist the customer in finding the product they desire.

Moreover, business communication being overloaded with content & often depriving companies from hitting targets. With AI personalization, thanks to a virtual assistant, helping take care of mundane tasks, as well as recommend next-best-action to be taken without requiring any extra effort. And also, AI & Machine learning are going to drastically change HR & recruitment work in every company. It might seem paradoxical but the more Artificial Intelligence a company deploys in HR, the more 'Human' a company can be. Additionally, in the next five to ten years, artificial intelligence is going to have a big impact on the healthcare sector and the ways in which healthcare related companies utilize Artificial Intelligence. Health care providers to prevent medical errors by offering both clinical decision support during critical medical events as well as documenting those events electronically in real time.

Apart from this, AI empowers businesses to act on consumer data to drive improvements throughout many areas of supply chain operations. Autonomous trucks & robotic picking systems allow supply chains to run seven days a week. When it comes to AI or Machine Learning, the magic happens when vast amounts of data can be streamed at milliseconds from the machine & process data of various databases. On the consumer side, AI helps to create individualized display ads that website visitors want to see, while on the accounting side, the bots handle invoicing & payment for these transactions, giving marketers more time to focus on the big picture.

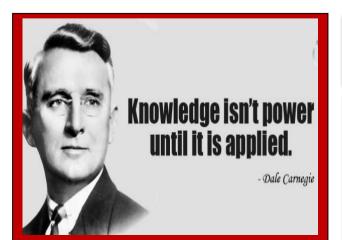
Thus, as we can see that the use of artificial intelligence is prevalent in every aspect of the business. Today every company is in some way an IT company. Hence, it makes sense for business leaders, to move with the market trend & take steps to leverage AI technology to the best possible extent.

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- 1. Name the Indian company which has been awarded Rs 2211 crore tender for design & development of Vande Bharat trains after the govt rejected the earlier winner as it was a Chinese company.
- 2. Why has Alphabet decided to shut the 'Loon Project' that was aimed at providing internet connectivity in remote areas?
- 3. She has been nominated as the Treasury Secretary of US -The first woman to hold this position in history. She was former Fed Reserve Chief. Name her.
- 4. Name this Indian company that is at the forefront of manufacturing special syringes being used for the COVID-19 vaccination in India. It is also supplying these syringes to other countries via UNICEF. It even has supplied 15 million to Japan.
- 5. Which company has filed a case against Parle for infringement of design copyright of a similar product?
- 6. Amazon changed its logo in its app almost after 5 years. But immediately after the change it received feedback after which it tweaked it once again. What was the feedback received?
- 7. COVAX is a global initiative to distribute COVID vaccines free across the world so that the poor countries also get access to the vaccines. Which country is the first to get vaccines under COVAX?
- 8. What privacy feature that is standard currently in messaging platforms like Whatsapp may be discontinued in India due to govt requirements?
- 9. On March 31, GAIL will move out of NSE-50 (Nifty). Which company will replace it?
- 10. After Pfizer & Moderna which COVID vaccine has been approved by US? This vaccine requires a single dose only.

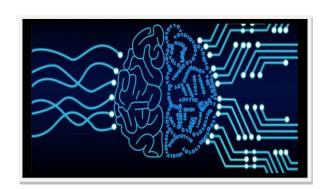


Send answers of Management Quiz No. 44, to Email: <u>usha@imis.ac.in</u> by 10thApril 2021 to win prizes for all correct answers.

Answers to Management Quiz No. 43 (Together, Jan.-Feb. 2021, Vol.10, No. 104)

1. Stove Kraft 2. Grasim 3. Deepak Mohoni 4. Health Tech. Truweight Wellness 5. Trust Mutual Fund 6. Lee & Wrangler 7. Norway 8. Carbon Capture Technology 9. In Netherlands, during COVID late night curfews delivery boys are allowed to move out.10. Not a viable Business Model.





SPECIAL EDITION

ARTIFICIAL INTELLIGENCE BUSINESS APPLICATIONS

AI-POWERED CHATBOTS
IN BUSINESS

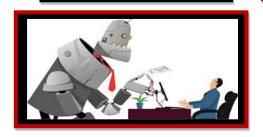


AI REVOLUTION IN BANKING & INSURANCE



AI TECNOLOGY IN E-COMMERCE & RETAIL





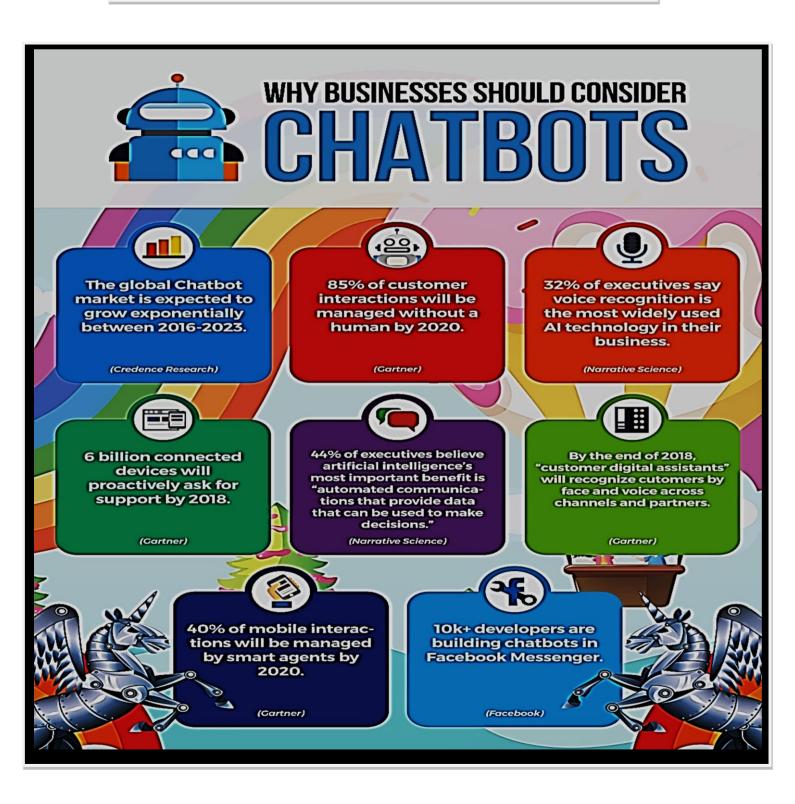


AI-ENABLED

MARKETING & ADVERTISING

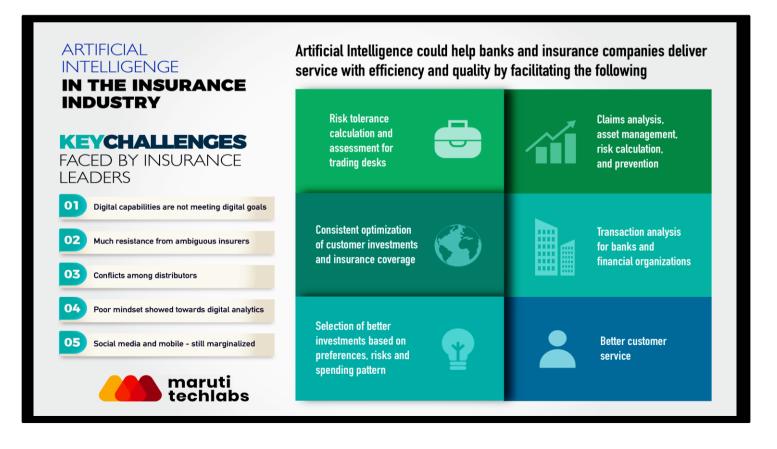






Al & Machine Learning in Finance, Banking & Insurance

Machine Learning Applications in Finance Security Robo - advisory Financial Monitoring Fraud Detection and Prevention Investment Predictions Algorithmic Trading

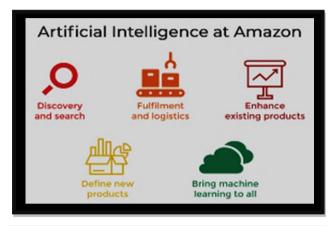




Artificial Intelligence can help in optimizing the e-commerce site. You can elevate the user experience of your customers with AI technology. Your marketing strategy with artificial intelligence can reach potential customers. It can enhance active client traffic to your online shop. You can use AI for faster marketing drives and for crafting customized marketing campaigns. With this technology, you can achieve user acceptance for your business. Also, it can help you in automating your marketing campaigns. You can reduce marketing time and increase the accuracy of marketing by using automated marketing campaigns. The following are the important applications of E-Commerce marketing, where elements of AI are used.







FLIPKART'S RESEARCH CART

A few Al proposals from research collaborations

- Recommending repeat purchases:
 An IT-Kharagour team has proposed a model for estimating the frequency of repeat purchases by customers as well as predicting what product a customer is more likely to buy, allowing to make timely recommendations.
- Product classification: iIT-Kanpur has come up with a method to reduce errors in how products are classified to improve search
- accuracy.
- Assessing customer ratings: The paper by Carnegie Melion University aims to discern the genuineness of product ratings given by customers.
- Mining Twitter conversations: IIT-Kharagpur has developed a technique for mining conversations on Twitter around major events such as Flipkart's Big Billion Day sale to assess customer sentiment

Applications & Use cases of AI in eCommerce

- **#1 AI Creates Customer Centric Search.**
- **#2 Retarget Potential Customers.**
- **#3 Creates Efficient Sales Process.**
- **#4 Implements Advanced Virtual Assistants.**
- **#5 Creates Personalization across Multiple Devices.**
- #6 Provides Personal Touch with AI Chatbot.
- **#7 Empower store Employees.**
- #8 Identifies Exceptional Target Opportunities.
- **#9 Bridges Gap between Privacy and Personalization.**

#10 Fake Reviews

HOW ARTIFICIAL INTELLIGENCE IS CHANGING THE HUMAN RESOURCE SECTOR OF BUSINESSES



Al for AI for hiring retention Track employee Scrutinize behavior and resumes performance Schedule Suggest interview employee appointments trainings Monitor Chat with employee applicants appraisals

PR newswire (2017), emphasized the impact of Al on

PR newswire (2017), emphasized the impact of Al on employee engagement in the following areas:

1. Post-Offer Acceptance and New Hire Onboarding.

2. Re-Engagement

3. Skills Development

4. Career Development

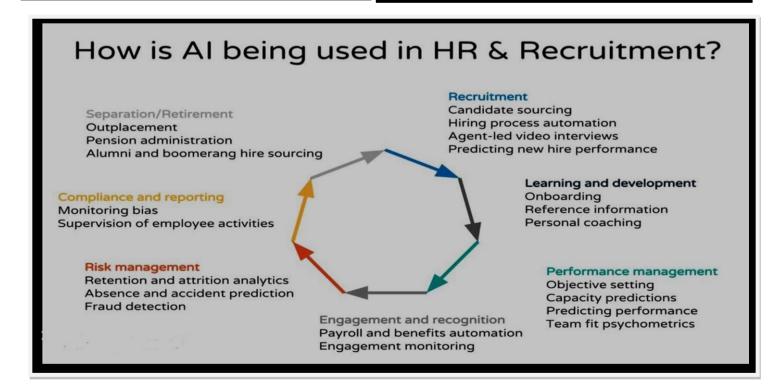
5. Employee Relations

6. HR Compliance and Case Management

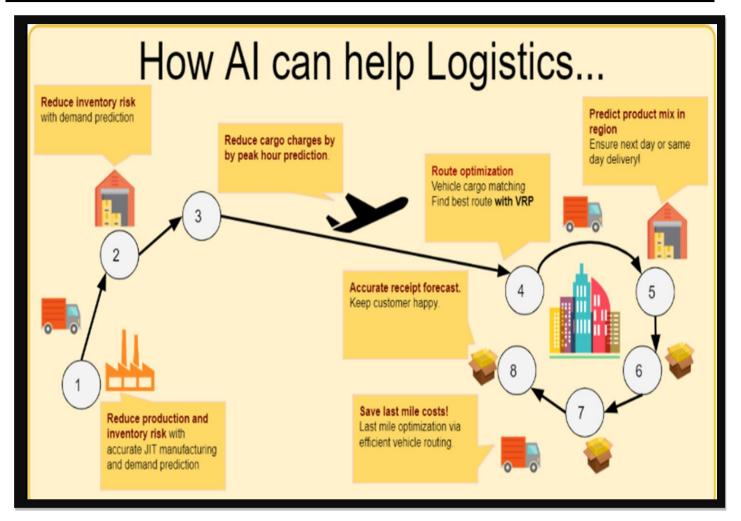
7. Attrition and Mitigation

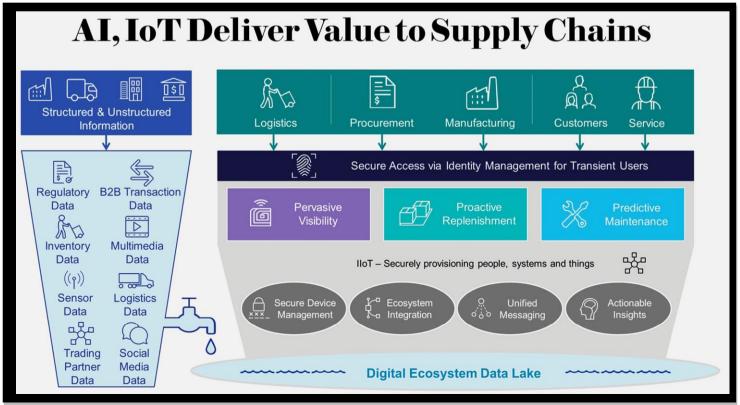
In all of the mentioned above areas of Human Resource practices the main feature Al is able to provide is efficient communication and knowledge sharing. Serving as a communicator between prospective candidates, current employees and HR department, Al is capable of calculating best career decisions, writing follow up emails and providing leg al advices.



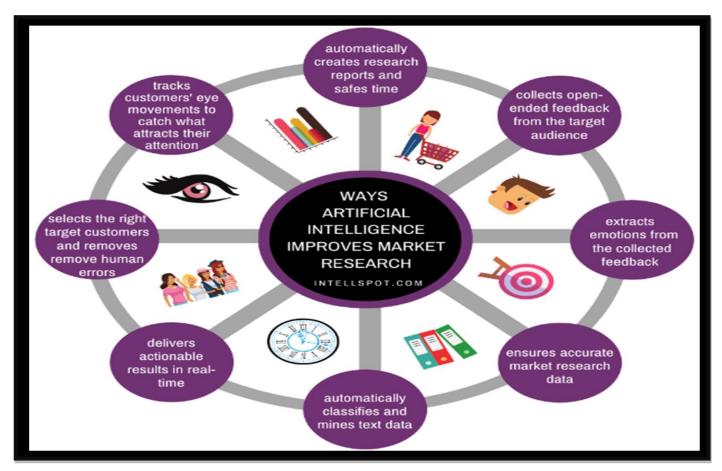




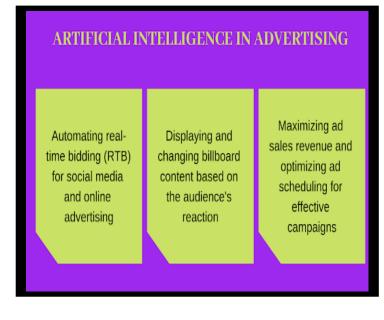








THE RISE OF A.I. IN ADVERTISING!







9 banks, 2 non-bank lenders to infuse ₹7kcr in Bad bank

01st March 2021, The Economics Times

Nine banks and non-bank lenders including the state bank of India, Punjab national bank and bank of Baroda, are coming together to jointly invest ₹ 7000 crore of initial capital in a proposed bad bank that helps to extract funds stuck in bad loan. Two other state-run financiers of power projects will also own stock in the bad bank.

Adani Green in talks to buy Hero Solar project

01st March 2021, The Economics Times

Adani Green Energy Itd (AGEL), the Gautam Adani-led clean energy developer, is in advanced discussions to acquire a 250 MW Hero Furniture Energies (HFE) solar power project located in jodhpur, Rajasthan, said two people aware of the development. AGEL plans to acquire the power purchase agreements that HFE had signed in 2018 for the Jodhpur project.

SCI selloff: safesea, JM baxi submit Eols

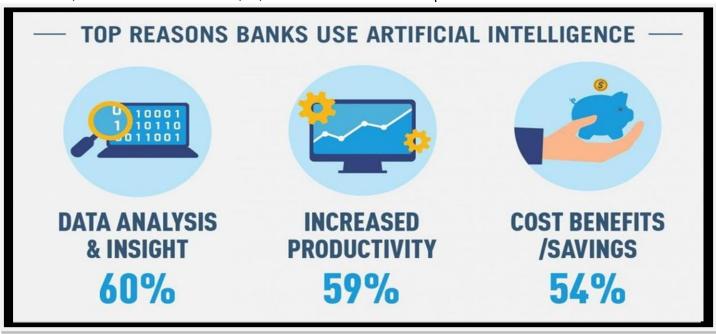
02nd March 2020, The Economics Times

US-based Safesea group and bain capital- backed ship operator JM Baxi & co have submitted expressions of interest to participate in the privatization process of shipping corporation of India, setting up a contest for the takeover of the Navratna public sector undertaking.

Feb GST collection at ₹ 1.13 lakh crore

02nd March 2021, The Economics Times

GST collections crossed the ₹1 lakh crore mark for the fifth month in a row in February, rising 7% to over ₹1.13 lakh crore, indicating economic recovery, the Finance Ministry said on Monday. The collection is, however, lower than the record ₹1,19,875 crore collection in the previous month.



Rupee drops to 73.55 against Dollar as oil spikes

02nd March 2021, The Economics Times

The rupee dropped by 8 paise to close at 73.55 against the US dollar on Monday, extending its falling streak to third day due to spike in global crude oil prices and strong American currency. The local unit opened lower at 73.76 and witnessed an intra-day high of 73.19. since February 25, the rupee has weakened by 1.6%.

PSUs add ₹3.84 lakh crore M-cap in 2021 on commodity rally, likely selloffs

02nd March 2021, The Economics Times

Public Sector companies are seeing their best phase on the bourses in four year as the government's privatization plans and a rally in global commodity prices have revived investor interest in them. Shares of state owned companies have outperformed the broader indices so far this year with total market value of these entities gaining ₹3.84 lakh crore or 28% since January 1.the total M-cap of all PSUs stood at ₹19.45 lakh crore on friday.

Zomato may raise primary capital of \$750-\$1b via IPO

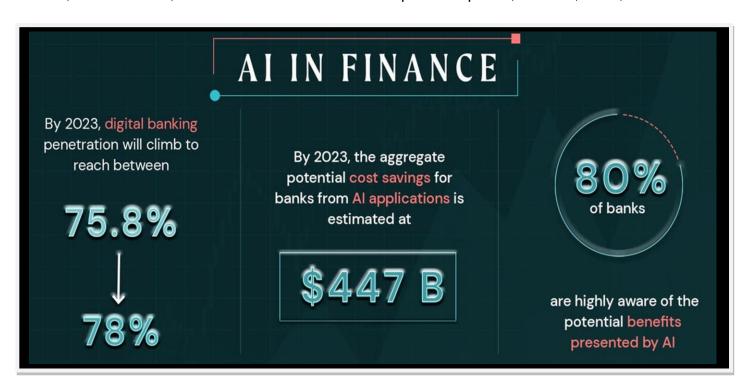
03rd March 2021, The Economics Times

Zomato, the food delivery app which is poised to be the first among a growing number of Indian tech startups to make their public market debut this year, is expected to raise around \$750 million- \$1 billion through its initial public offering (IPO), said two people familiar with the development. But unlike traditional IPOS, most of the company's existing investors are unlikely to exit or take money off the table by selling their shares, the sources added.

Sensex reclaims 50,000; Analysts remain cautions

03rd March 2021The Economics Times

Benchmark indices rose for the second straight session on Tuesday as softening bond yields and progress on the US stimulus package eased investor concerns. Analysts said the market rebound could slow with technical charts pointing to hurdles. The NSE Nifty ended up 157.55 points, or 1.1%, to close at 14,919.10 and the Sensex ended up 447.05 points, or 0.9%, at 50,296.89.



Govt to hold 26% in DFI, support with guarantees 04th March 2021, The Economics Times

The government will hold a 26% stake in the pro-posed development financial institution (DFI) that will be set up with authorized share capital of Rs 1 lakh crore, officials aware of the development told ET. The remaining 74% stake will be offered to domestic and foreign financial institutions, multilateral lenders and sovereign wealth funds. The infrastructure financier will be called the National Bank for Financing Infrastructure and Development (NaBFID) and headquartered in Mumbai.

Billion Dollar cos: India Ahead of Germany, France & Canada with 335 04th March 2021, The Economics Times

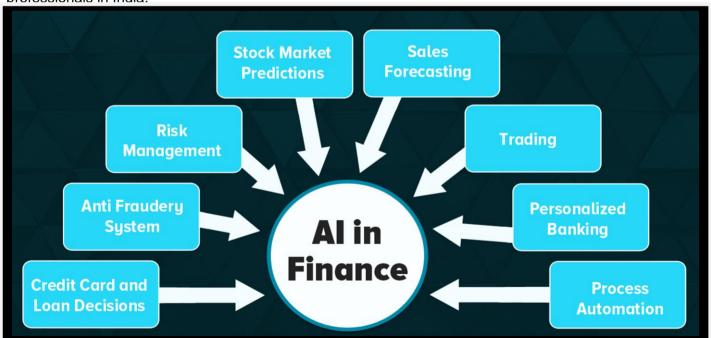
The record-breaking stock market rally has pushed more Indian companies into the billion-dollar market cap club. The number of domestic companies whose market value has exceeded a billion dollar has touched an all-time high of 335, exceeding that of countries like Germany, France, Canada or South Korea. India is the second-best performer among the top 20 countries so far in 2021 after Hong Kong, and has added \$246 billion in market capitalization, taking its total market capitalization to \$2.77 trillion.

Bank of Baroda raises ₹4,500 crore via QIP route 04th March 2021, The Economics Times

Bulge-bracket local and overseas investors, including ICI- CI Prudential Mutual Fund, Aditya Birla Mutual Fund, Morgan Stanley and London-based Mars- hall Wace, have together invested Rs 4,500 crore into Bank of Baroda through a qualified institutional placement (QIP), three people familiar with the deal told ET. This is the biggest QIP by a state-owned lender in FY21.

Wipro to acquire UK's capco for \$1.45 billion 05th March 2021, The Economics Times

Wipro on Thursday said it will acquire Capco, a UK based IT consultancy firm for financial institutions, for \$1.45 billion in an all-cash deal, the largest so far by the company and among the largest acquisitions by an Indian IT services company. London headquartered capco generated nearly half of its \$720 million revenues in 2020 from consulting for banks and financial institutions. It has over 5,000 people, including around 1,000 professionals in India.



Debt MF investors stare at losses after new SEBI directive 12th March 2021, The Economics Times

The securities and exchange board of India asked mutual fund on Friday evening to value perpetual bonds as 100-year instruments from April 1. Since these instruments have call and put options that are exercised by the issuer, fund basis of the dates they will be called. This means a bond with a call option that could be in the next two or three years.

Perpetual bond issue may hit PSB fundraising plans 15th March 2021, The Economics Times

Lingering uncertainty over the valuation of perpetual bonds could hit fundraising at public-sector lenders such as Punjab National Bank, bank of Indian and Bank of Maharashtra, which plan to garner funds by selling debt instruments. While the centre has requested the capital markets watchdog to review its order on the treatment of such debt, regulatory silence is making investors nervous and causing yields to harden.

CRR-SLR relief must to look at HDFC- HDFC bank merger 16th March 2021, The Economics Times

Housing Development Finance Corporation and its unit HDRC bank would evaluate a possible merger only when the regulator provides some exemption on the mandatory liquidity buffers prescribed banks. Without that, the cost involved make any merger imprudent, said Keki Mistry, chief executive of HDFC, ET'S company of the year. Mistry also said this was the best time to buy a house, thanks to low interest rate.

SBI returns money to bondholders ahead of maturity 17th March 2021, The Economics Times

The State Bank of India (SBI) has returned the money it raised 10 years ago from retail investors through bonds ahead of schedule. Investors, who put money into the 15-year SBI Retail Bonds in March 2011 that paid an interest rate of 9.95% annually, have got their investments back after the country's biggest lender exercised the call option in the 10th year, allowing it to return the funds prematurely. SBI might have given the money back to investors because it was paying al-most double of what the current interest rates are. The existing rates for five-year fixed deposits of banks are 5.4%.

AI BENEFITS AND CHALLENGES The list below are by no means exhaustive Possible Benefits of AI · Taking over mundane repetitive task Perform complex task in a fraction of the time it takes a human operator to complete · Producing outcomes that are easy to understand Al machines can be deployed in hazardous environments, thus reducing risk to humans They complement human effort AI Systmes are generally more consistent and reliable than human beings Challenges and risk of AI · Developing a thinking AI systems are currently too difficult to achieve in practice · Wide spread use of AI raises a number of ethical, moral and legal issues that are yet to be addressed Benefit of AI technologies accrue to a few rich and wealthy owners of investment capital Poses high negative impact on traditional skills and increasing inequality as a result



Forget headless: Why agile CMS delivers the goods for marketing teams 9th March 2021 / Commerce

Brands are trying to keep pace with new technologies and trends and even the terms that are adopted to describe them. 'Agile CMS' has recently been coined by Forrester, and it sounds great, but what does it mean in practice?

Marketers can benefit from a cloud data warehouse: A guide 5th March 2021 | Best Practice

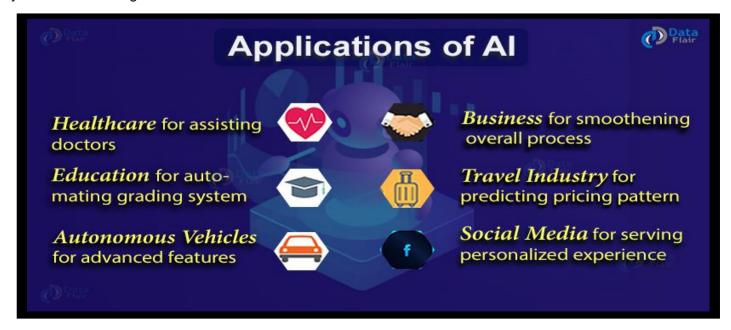
Today's marketing pros know better than anyone that compelling consumer experiences are increasingly multi-channel. It's not just about sending an offer via email or text; marketing spans every point of engagement, including offline experiences in a retail store or other physical location. This is what Forrester is referring to when they discuss the importance of 'moments-based marketing'.

How Covid-19 is changing retail KPIs: From traffic to engagement 4th March 2021 | Branding

Traffic. It's what almost all retailers swore by — that, and time spent in stores. The logic was simple: Get people through the doors and entice them to linger longer, and they'd buy your wares. All that came into question when Covid-19 hit. Even after the shutdowns were lifted, retailers found themselves facing a new reality: Traffic looked (and still looks) nothing like it did the year prior.

Stop walled gardens from becoming the beginning, middle & end of your customer data 3^{rd} March 2021 | Advertising

After growing concerns around the privacy of third-party cookies, Google announced last year that it would completely phase out cookies on Google Chrome by 2022. While other companies such as Apple and Firefox have already phased out and replaced the third-party cookie on their own browsers, Google's decision last year is the most significant.



Brand sentiment analysis: Why positivity alone is no longer enough 2nd March 2021 | Advertising

Have you been using tailored, brand-specific optimization that detects the true context and sentiment of a page to precisely and accurately classify content? You're not alone. Last year saw an industry evolution from brand safety to brand suitability. Born from the need of more nuanced brand stewardship, this move was accelerated by a massive uptick in digital engagement from consumers and a shifting news agenda that made it even more important for each brand to direct spend.

Has consumer behavior changed in the past year & can marketers adapt? 1st March 2021 | Branding

There is no doubt that, in the past year, changes to consumer behavior have occurred faster and more extreme than ever before. Digital adoption has skyrocketed as consumers and brands alike responded to the new demands of lockdowns and social distancing. That's bought with it new expectations for shopping, customer service and marketing that will stick around long after the pandemic ends.

Marketing automation remains the missing piece of the optimization jigsaw puzzle 25th February 2021 | Advertising Technology

Organizations are operating in a world where everything is optimized. Look around and think about the current journey to work for many remote-based marketers in modern-day society as an example. It might only be a few steps to the home office, but in that same breath, commuter time has been slashed dramatically and, in turn, that's 'given back' vital time to the employee to get on with their daily tasks. Optimization has taken place and it's not even 9am!

Marketers can ensure they're not caught by another Australia-style Google crisis 24th February 2021 / Advertising

Over the past month, Australia has caused widespread disruption across the digital advertising industry. Following the government's decision to introduce a new law to solve a long-established row over whether tech giants should pay for news that appears in search or is shared on their platforms, Google threatened to pull out of the country altogether. and Nine Entertainment - the two biggest companies



Online food businesses can enhance digital customer experience post-Covid-19 *24th February 2021 | Commerce*

Due to the ongoing COVID-19 pandemic, rates of online grocery and takeout orders have doubled as many parts of the world have suspended or reduced movement to curb the spread of the virus. Given the current state of the world, now seems like a good time to start an online food business. At the same time, such a business isn't guaranteed to succeed just because of the pandemic but is dependent on other factors, one of which is the digital customer experience.

Phasing out of third-party cookies will see digital marketing become more collaborative 23rd February 2021 | Advertising

If 2020 was a year of rapid change for the digital marketing landscape, 2021 must be one of transformation. The events of the last year or so, from the deprecation of third-party cookies to the announcement of changes to Apple's IDFA, have deeply impacted the way much of digital marketing works, but rather than worrying about these changes, we should ask ourselves how we can move forward in a way which puts consumers first and creates a better adtech ecosystem for.

Adobe, BBC & Microsoft among big names in new standards group 22nd February 2021 / Content Marketing

Six major organizations, including Adobe, the BBC, and Microsoft, have formed a combined entity to 'develop an end-to-end, open standard for tracing the origin and evolution of digital content. 'The companies, who also include Arm, Intel and Truepic, are creating the Coalition for Content Provenance and Authenticity (C2PA). The group will look to develop 'content provenance specifications' for common asset types and formats, with the goal of enabling publishers, creators.

Case study: Wasabi used its entertainment roots to spice things up 22nd February 2021 / Campaigns

Remember the heyday of jingles? The short song that accompanied commercials for your favorite products, one that would start playing in your head out of the blue even if you hadn't seen the ad in days, weeks, months, years? Even after all this time I still find myself humming the theme for Klondike Bars, Band-Aid Brand and Oscar Meyer... maybe it's my brain's subliminal messaging for telling me I'm hungry.

DIGITALIZATION IMPACT ON INDIAN ECONOMY **Agriculture** Manufacturing Service Sector Sector Sector • Ease in Purchase & · Ease in Banking & Finance Agriculture Literacy **Inventory Control** · Growth in Retail with Better Employment **Increase of Digital Payment** Wider Customer Base · Availability of Information IZATIO & Market Reach Infrastructure Time & Correct **Development: Saves Paper** Information About Soil, New Product Mix & Work, Man Power, Time & Seeds, Weather & Fertility **Product Innovation** Cost. Price Control & Cost Trade Relations & Growth In E-commerce Cutting Competitions · New Technologies in Infrastructural Telecommunications. Employment variations **Development &** Irrigation Facilities · Availability of Entertainment Industry.

Rupee surges 33 paise to 2-W high on forex inflows 16 March 2021 / THE ECONOMIC TIMES

The rupee spurted by 33 paise to close at more than two week high of 72.46 against the US dollar on Monday, continuing its gaining streak for the forth session in a row on the back of forex inflows. The rupee opened strong at 72.71 at the interbank forex market domestic equity market and gains in the dollar index

Weak data, surging oil yield hit indices 16 March 2021 | THE ECONOMIC TIMES

Indian stock indices ended down for the second straight day on Monday on the back of weak macro-economic data that showed a dip in industrial product and rise in inflation. The recent surge in coronavirus cases over the weekend along with elevated crude oil prices and higher bond yields also weighed down the sentiment. The BSE Sensex ended down 397 points or 0.78%, to close at 50395.08 and the NSE Nifty ended 101.45 points down, or .7%, to close at 14929.50.

We will be a world class: Indian bank 17 March 2021 | THE ECONOMIC TIMES

When Aditiva Puri sacrificed a promising global career at Citibank nearly three decades ago to head HDFC bank, his decision was likened to a big gamble where risks seemingly outweighed potential rewards. But when puri stepped down after leading the bank for 26 years, it was more valuable than all the government-owned banks put together.

Higher dividend payout may boost Bajaj Auto's valuations 19 March 2021 / THE ECONOMIC TIMES

Bajaj's auto's decision to increase the dividend payout ratio will result in a more efficient capital allocation thereby improving the return on equity. This is expected to improve the stock's valuation multiple in the near term. It gained 2.5% despite an over 1% fall in the benchmark indices on Thursday.

Artificial Intelligence, Deep Learning, Machine Learning: Changing the World! Health care & Life Sciences Financial Services Government 1 4 1 Manufacturing Using custom frameworks, Insurance: Using TensorFlow Using TensorFlow to plan for Using TensorFlow deep Caffe & TensorFlow for for claim adjustment and risk urban emergencies/disasters learning to create smart Molecular Dynamics, pattern analysis and allocation of emergency facilities addressing recognition and drug preventative services Fraud: Using TensorFlow for interactions maintenance risk evaluation and fraud detection IDC: in 2018, 75% of enterprise developments will include AI / ML / DL Retail Transportation Travel & Hospitality Using Digits and TensorFlow Using Torch, Caffe and Using TensorFlow, Tensor RT Hospitality: Using Theano for autonomous for Disaster Management and TensorFlow for image for image recognition at edge Scheduling mining operations vehicles recognition and NLP and consumer analytics Travel: Using TensorFlow to improve train operations