



ITM - TRUST

ITM - Business School
ITM - Global Leadership Centre
ITM - Institute of Financial Markets
Institute for Technology and Management

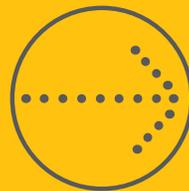


We have
REBUILT
OUR
PGDM
from the
ground up

Presenting the ITM PGDM *iConnect* 2014-16
AICTE Approved

ITM PGDM *iConnect*
Programs 2014-2016

(AICTE Approved)



You have already taken the first decision - to seriously consider studying for a career in business. By reading this prospectus you are into the next decision phase - which business school do I choose? Not all PGDM programs or all schools are the same and an increasingly important question asked by potential employers is..."Where did you get your PGDM?"

Welcome to a **Radically Different** Business education

I have had the privilege to be at the helm of the ITM-Group of Institutions since the very beginning, and I have had the unique pleasure of witnessing thousands of careers taking off and dreams coming true, as our students turn to face the world, emboldened by their experiences at ITM and their desire to achieve something big.

You are reading this message because you too, are looking forward to start something that you hope will transform your life, your career and even the planet! I am confident you have taken the first steps towards making that transformation happen.

The MBA/PGDM is in a state of crisis, as business schools have taken the easy way out for too long. At ITM, we've realized this and have gone back to our roots and questioned everything we have taken for granted. In the last 2 years, I have personally led an initiative to dramatically change how we prepare students for business careers, called The Rethink Project.

Over the last 2 years I have personally met hundreds of CEOs and industry leaders and sought their insight and their expectations of business school graduates. We have looked inward, and broken down our PGDM program, cast away the parts that were obsolete and completely redesigned the PGDM. In the pages ahead, you will read and understand just how radical the changes are!

Over the years, we have come to pride on our "Merit as the only currency accepted" philosophy for admissions. ITM-Business School has never "sold a seat" nor do we believe in the practice of collecting donations or capitation fees or allow influence or lobbying to affect our admission process. Complete transparency and equal opportunity for all have been ITM's bedrock principles for admissions.

- Dr. P.V. Ramana
Chairperson
ITM-Group of Institutions





2009

ITM - Coastal Institute of Technology and Management
ITM - Institute of Fashion, Design & Technology

2008

ITM - Institute of Health Sciences
ASIA Graduate School of Business

2003

ITM - Institute of Financial Markets

2002

ITM - Global Leadership Centre
ITM - Institute for Hotel Management

**1992 -
1994**

We quickly expanded our footprint, establishing
campuses in Bangalore, Chennai and Warangal.
ITM-Executive Education Centre

1991

ITM-Business School founded in 1991 was
amongst the first private, non-aided business
schools in India.



ITM Growth Story



2013

ITM Skills Academy

2012

ITM launches its University in Raipur

**2010 -
2011**

ITM - School of Culinary Arts, Mumbai
ITM - College of Engineering, Nagpur



Recent Rankings

- + A3 Rating
by *Business Standard - India's Best B-School Survey 2013*
- + 39 overall, 12 in Western Region
2013 *Businessworld - Ipsos B School Survey*
- + 18 - Tier 1 amongst top MBA Colleges
by *Careers 360 2013*
- + 37th Rank
by *NHRD B-School Survey 2012*
- + A7 Rating
by *AIMA Best Business School 2012*
- + A+ Rating
by *Business India 2012*



For 22 years, ITM - Business Schools have been consistently ranked among India's elite business schools.

ITM - Business School, Bengaluru

- B3 Category Business School by AIMA Best Business School Survey 2012
- 140th Rank by Business World - Overall 2012
- B3 Category Business School by Business Standard Survey 2012
- 10th Rank in the State of Karnataka by CSR 2011
- 15th Rank among Top Emerging 40 Top B-Schools of Excellence by CSR 2011

ITM - Business School, Chennai

- A6 by AIMA's Best Business School 2013
- A6 by Business Standard 2013
- Ranked 87th by MBA Universe 2013

ITM - Business School, Navi Mumbai

- A3 by AIMA's Best Business School 2013
- A3 by Business Standard 2013
- 18th Rank All-India, Careers 360 Magazine B School Survey 2013
- Ranked 29th by MBA Universe 2013
- NAAC Accredited 'A' Grade
- NBA Accreditation

ITM - Business School, Warangal

- Rated as one of the top 90 Best B-Schools in India by MBA Universe in 2013
- "A" Grade B-School by the Indian Management-AIMA B-School Survey in 2012
- Rated as one of the Best B-Schools in India by Discovery Education Media Pvt. Ltd. in 2012
- Ranked as one of the Top Emerging B-Schools of Excellence in India by CSR- GHRDC B-School Survey in 2012
- 150th ranking in the OVERALL & 93rd in the Return On Investment (ROI) by Business Today Best B-School Survey 2012

ITM - Institute of Financial Markets

- 'A' at Pan India Level by CRISIL
- A* in Maharashtra



The ITM PGDM 2014-16

iConnect

edition

The ITM PGDM *iConnect* 2014 -16 edition

This changes everything....again

In 2011, we had a vision of the future of business and the challenging times that lay ahead for aspiring business professionals and the Institutions that trained them. We realized that the global business environment has become so much more complex, and that technology, economics and market dynamics are deeply entwined.

Frankly, we realized that MBA programs are woefully inadequate preparation for the jobs that await aspiring management professionals. The MBA's value as a training program for managerial talent was waning, companies were finding it hard to find recruits who could hit the ground running and be productive from the first day on the job. Day Zero productivity was the demand, and B-schools across the world had failed in supplying that capability.

We came to the urgent realization that the ITM PGDM program must change radically, in order

to maintain our leadership and reputation as a provider of high-value education. In mid-2011 a senior management team, led by Dr. P.V. Ramana, Chairperson of ITM-Group, began interacting with hundreds of business leaders, from CEOs to HR and functional heads, to try and understand the talent gap their companies are facing.

At the outset, we forced ourselves into a "Blank Slate" approach - We agreed to challenge everything about the ITM PGDM, from curriculum to pedagogy, training and placement. Once we wiped the slate clean, our team began to conduct extensive open-ended discussions with hundreds of CEOs and business heads across India.

The learning we gleaned from these hundreds of interactions have been carefully analysed and consolidated into four core focus areas. Building up from these focus areas, we redeveloped the ITM PGDM into a program that we call *iConnect*

The *iConnect* 2014-16 edition mandate Complexity and Proximity

Today's business professional is required to assimilate torrents of knowledge and data, develop actionable insights at lightning speed and perform as part of large teams, often spread across geographies and time zones. Combined with this increasing complexity, the distance between producers and consumers has shrunk, thanks to the revolution in communication through the Internet, social media and mobile technology. Managers are no longer removed from customers- everyone in an organization, regardless of position has a sales and service role.

Our collective output of new knowledge of every facet of life has created a mass of business and technological know-how that has overtaken the capability of any MBA program to deliver.

iConnect is designed to meet many of these challenges. Doing away with purely classroom-rooted methods, *iConnect* seeks to open up the world to the student, bringing together the forces of academics, self-development, professional development and real work experiences together into a cohesive and mentored learning experience. Each year since we launched the ITM PGDM *iConnect* 2012, we have dramatically changed the structure, content and delivery of the program. Similar to the development of complex software, *iConnect* is designed to be in "Beta" phase for a long time, as we experiment with new ways of delivering on its mandate.



Algorithmic Trading or High Frequency Trading utilizes computing technology to make elaborate trading decisions to initiate orders in stock markets based on information that is received electronically, before human traders are capable of processing the information they observe. On average, around 30% of trading in global markets is now HFT based. Who manages these systems? Investment professionals or computer scientists?

The ITM PGDM *iConnect* program has been designed to:

1. Deliver updated, streamlined industry relevant curriculum
2. Develop analytical, quantitative, communication and interpersonal skills as a core component of the learning experience.
3. Help identify the student's specialization choice early in the learning lifecycle, and deliver targeted learning towards developing capabilities in the chosen field.
4. Develop and practice the values of good work ethics, professionalism, social consciousness, organizational responsibility, humility and humanity.
5. Provide enriching and immersive industry experience, with continuous faculty support, employer feedback and academic rigor.
6. Prepare students for professional life during the entire program duration, through planned and continuous interventions in interpersonal, professional, language and leadership skills.

Introducing the ITM PGDM *iConnect* program

This changes everything...again! The ITM PGDM *iConnect* continues to undergo radical changes to its structure, schedule and content, with each iteration focused on refining and enhancing the program.

The 2014-16 edition highlights are:

- A rescheduled and streamlined *iConnect* Core internship.
- Greater focus on communications skills, through additional training in English speaking.
- Redesigned NGO project.
- Redesigned Capstone Project .
- Refined and focused Insight Sessions, now delivered by a team of expert industry trainers and core faculty.

We have completely redesigned the ITM PGDM program, literally from the first day-first-class, right up to convocation. We've removed all the existing courses and replaced them with brand new, completely re-written courses, focused on the skill-sets you need now and the know-how you will need in your career future. We've taken the usual 2-month summer project and expanded

it into a 22-week internship that's called *iConnect* Core, as it is an integral part of the *iConnect* experience. We've transformed pre-placement training into a full-credit Career Management module that's designed to give you a competitive edge in final placements.

We've left nothing untouched in developing, what we believe is, one of the most radically different PGDM programs any b-school offers in India.

The ITM PGDM *iConnect* program is a two-year full-time program, with a completely redesigned program schedule, curriculum, internship and training process. The program is no longer formatted on a trimester or semester pattern- rather a set of discrete terms of study, industry immersion and applied research that takes students through a developmental journey from inexperienced fresher to corporate-ready manager. Here's how it all starts:

1. The Initialization

Starting with a short pre-term startup session, you will be allotted your program specialization within a few weeks, based on your choice and a career assessment activity that will help you decide what specialization suits your profile. With this, the first academic term of the program commences. This term, called "The Initialization" is of 10 months duration and delivers a set of 16 courses, which include core and specialization subjects.

The Insight Sessions

In parallel, you will begin a journey towards an enduring and rewarding career through the Insight Sessions. Insight is a range of workshops, seminars, field experiences and other sessions that will prepare you in ways that an academic program cannot- challenging you to build your attitudes, holistic management, character building, communication skills, analytical capabilities and more.

Finally, you will engage in a co-curricular NGO/CSR live project with an NGO, NPO or Charitable Association to build your sensitivity to the harsh realities of the real world and understand what it means to be socially responsible.

2. The iConnect Core Internship

Next comes the radically different part of the ITM PGDM program, the *iConnect* Core. *iConnect* Core is a 22-week industry internship, but its designed to be much more than an extended summer project. You will be placed with companies to work on specific projects, and to support functional teams within the company and in the field. ITM faculty members, who will be embedded alongside you at the internship company will provide guidance and insight. They will support

your work at the company, and will also mentor and train you when you are back in the classroom.

(Note: for PGDM *iConnect*: International Business students, the *iConnect* Core will be shortened, to allow for the International Study Term)

3. The Consolidation

Once *iConnect* Core is completed, you will take up the next full-time academic term, called "The Consolidation". This term is of 4 months duration, in which you will take 8 advanced courses to complete your specialization focus and participate in the second tranche of Insight and Career Management Sessions, designed to prepare for final placement. Final placement begins in October/November.

4. The Capstone

The final session of the ITM PGDM *iConnect* is The Capstone. True to its name, The Capstone is a multi-disciplinary live project taken up by teams of students, designed challenge their understanding of the various courses taught in the preceding terms and their proficiency in business analysis and strategy.

5. Reconnect

The Radically Different ITM PGDM ends with a life-long connection to the people who have made your experience so enriching, as you pursue your ambitions and professional goals. As an alumnus of the ITM Group, you will get numerous opportunities to reconnect with your cohort and your faculties & help to extend the *iConnect* experience far beyond the boundaries of your business education.

Program Schedule 2014-16

Schedule	2014	2015		2016	CONNECTION
	June 2014 to March 2015	April to August	September to December	January to April	
Schedule	Initialization	<i>iConnect</i> Core	Consolidation	Capstone	May onwards Reconnect 
EXPERIENCE	<ul style="list-style-type: none"> Start Up Program Induction Foundation 	22 Weeks Industry Internship	<i>iConnect</i> Academic Review	Capstone Project	Post Placement Feedback 
ACADEMICS	16 Courses	Live Projects	8 Courses	Project Support Sessions & mentoring	Project Rethink Participation 
DEVELOPMENT	Insight Sessions 1: <ul style="list-style-type: none"> Business Communication; Career Management & Training Personality Development; NGO Project 	<i>iConnect</i> Concurrent Evaluation <i>iConnect</i> Report	Insight Sessions 2: <ul style="list-style-type: none"> Career Management & Training 	Program Outcome Assessment	Back-to-Campus Events 



ITM PGDM *iConnect*

2014-2016  

The ITM Post Graduate Diploma in Management (PGDM) is a 2 year, full-time AICTE approved program with a choice of specializations and campuses:

Institution	Campus	PGDM <i>iConnect</i> Specializations
ITM-Institute of Financial Markets	Navi Mumbai	Financial Markets
ITM-Global Leadership Centre	Navi Mumbai	International Business Retail Management & Marketing Human Resource Management
ITM-Global Leadership Centre	Chennai	International Business
ITM-Business School	Bengaluru	Finance Marketing & Digital Media Human Resource Management
ITM-Business School	Chennai	Finance Marketing
ITM-SIA Business School	Mumbai (Dombivli)	Marketing & Digital Media Supply Chain & Operations Management Finance Pharma Management
ITM-Business School	Warangal	Finance Marketing
ITM-Business School	Navi Mumbai	Finance Marketing Information Technology
ITM-Business School (Planned to open in 2014) Subject to AICTE approval	Greater Noida	Finance Marketing & Digital Media Human Resource Management Hospitality Management



ITM - Business School, Chennai - Winning Team

New & Enhanced Specializations

With the redesign of the ITM PGDM *iConnect* program in 2012, we've modified, enhanced and created new specializations, considering that the industry has moved because the industry has moved far ahead of what business schools have traditionally taught.

Marketing and Digital Media

(Currently offered in our campuses in Bengaluru and Mumbai) Marketing specialization has been thoroughly revised

in select ITM PGDM *iConnect* campuses and now includes an in-depth study of Digital Media Marketing in addition to the mainstream marketing methodologies. India is one of the fastest growing digital media markets in the world. With the advent of broadband and 3G, Indians are becoming voracious consumers of digital content. The way brands reach out to customers has changed ever since Digital Media became so popular. Consumers & businesses are increasingly shifting their attention from traditional marketing media- television, radio, and print ; to digital media. Today, companies have realized that digital media is not just a component of the marketing mix. A long-term, strategic investment of resources in digital media is now the norm for companies across industries, whether in the B2B or B2C space. Digital marketing budgets are increasing dramatically, and digital media campaigns are becoming a pivotal part of effective marketing plans. The 'Marketing and Digital Media' specialization enables students to understand the role of digital media in successful marketing strategies. How does Digital Media fit into the marketing mix? What is its future worldwide & in India? Why is Digital Media overtaking traditional advertising & communications media ?

In the form of a dual-specialization, the curriculum for this program includes a full suite of modern Marketing courses, as well as in-depth training in Digital Media Marketing, with a 120+ hours of training that spans the basics like Search Engine Marketing, to advanced topics such as Social Media Marketing, Digital Analytics and more. The curriculum is designed and delivered by practicing professionals in the digital space.

Other campuses: Since the study and practice of Digital Media is highly relevant to marketing majors, we offer Digital Media Electives at all other campuses, which gives our students practicable know-how in Digital Media Marketing and Management.

Supply Chain and Operations Management

(Currently offered in our Mumbai campus)

The logistics and supply chain management industry in India has been receiving greater attention in the

last few years. Yet, in spite of its huge potential, the sector's growth has not kept pace with India's wider economy and this is a threat to our future competitiveness.

The acceleration in industrial production and changes in consumption patterns have resulted in a high demand for basic and specialized logistics management, both at the local, and cross-border levels. Indeed one recent study suggests the Indian logistics industry will grow at 15-20 per cent per annum between now and 2015, by which point it will be worth \$385 billion.

This specialization is designed to equip students with concept and practices of Supply Chain Management, which will help them take up challenging jobs in supply chain discipline to contribute directly to overall corporate success. The rigorous training during the program will expose them to take a wide sweep of SCM operations and strategic activities.

The Supply Chain and Operations Management specialization covers modules on Strategic Procurement & World Class Manufacturing, Networking & Distribution, IT Systems & Outsourcing, Sustainability & Regulation etc.

Pharma Management

(Currently offered in our Mumbai campus)

The Pharmaceutical industry in India is the world's third-largest in terms of volume and stands 14th in terms of value. The Indian healthcare market is experiencing double-digit growth in the last few years. In addition, amendments in IPR laws in-line with TRIPS is boosting R&D and launching of new and generic drugs leading to a great need of managerial talent to meet the challenges in this high growth industry.

This new PGDM *iConnect* specialization is designed to meet the needs of the Pharma industry, to equip the students to take up challenging managerial positions in the various functional areas in leading pharmaceutical companies.

This course is a general management course concentrating on Pharmaceutical Marketing Strategy, Operations, Finance, Supply Chain, Product Development and HRM. In addition, course modules on Intellectual Property Rights, Contract Management, Business Process Outsourcing, IT Systems, Regulations and Clinical Research will also be covered.

Hospitality Management

(Will be offered in Greater Noida campus)

The Hospitality Management specialization consists of management courses, hands-on supervisory experience in operations, and a professional internship in a hospitality related business. The curriculum allows students to develop skills and knowledge for a career in hospitality management cadre or open their own hospitality business. A PGDM in Hospitality Management produces highly skilled and proficient professionals who are empowered to serve an increasingly dynamic hotel and tourism industry around the world.

The course emphasizes on preparing students for senior management roles & as such they will have to demonstrate self direction and originality in solving problems as well as being able to act autonomously in planning and implementing tasks at a professional level. The course will also develop the ability to think critically, and appraise and apply academic models relevant to the international hospitality industry.

The economic slowdown notwithstanding, the hospitality sector in India is booming and has room for more. The growing number of hotels, stepping in of multinational chains, Spas, and holiday resorts is evidence of the fact that this sector is on the upward swing. Therefore there is a definite demand for qualified professionals who can manage & cater to discerning customers. This is where a PGDM in Hospitality Management comes into play.



Laptop & Libraries: ITM students have access to a wide variety of knowledge resources on both digital and paper



ITM - Business School, **Bengaluru**

Our Campuses



ITM-Business School offers the AICTE approved Post Graduate Diploma in Management (PGDM) *iConnect* programs at its campuses in Bengaluru, Chennai, Mumbai, Navi Mumbai, Warangal and Noida.

The *iConnect* experience, an enhanced offering of modern curriculum, immersive industry exposure through the *iConnect* Core Internship, intensive personal and professional development through the Insight Track and the Career Management Track, combined with a CSR internship, all come together to create an experiential learning process unlike any business school in India.

All our campuses offer a full suite of learning resources, comfortable environments, experience and qualified faculties and plenty of opportunities for learning and performing, both inside and outside the classroom.

ITM - Business School, Bengaluru

In 1992, ITM established its second Business School in a city that has earned a proud name for itself, as the "Silicon Valley of India". ITM-Business School Bengaluru is situated in South Bengaluru, a fast emerging hub for technology giants which provides the right ambience for intellectual pursuit and industry integration. The campus started functioning from 8th October 1992 with the first batch of PGDM students. It moved to its present campus in the year 1997. In 2011, the ITM-Business School, Bengaluru campus has been dramatically, and completely upgraded with all new infrastructure, classrooms, library, a new auditorium and more. ITM-Business School Bengaluru has a vibrant campus life, a diverse community of students and access to plenty of academic resources.

Academic team

Led by Director Dr. Sarita Iyer and her team of seasoned full-time faculties, ITM-Business School Bengaluru has created an environment of serious academics combined with a wealth of industry exposure and co-curricular activities.

Dr. Sarita Iyer is an Alumna of the first batch from ITM-Business School (1991-1993) with an MBA in Human Resource Management. She pursued her M.Phil in Marketing and her Doctorate from the Golden State University USA. She has 4 years of Industry Expertise in

The Taj Group of hotels and Alpica Finance and over 15 Years of Rich Academic Experience. Her last stint was at the Garden City College as the Dean for a period of 10 years. She is widely published, and has featured as a speaker in many conferences, owing to her forte in the fields of Advertising, Retailing and Marketing.

Programs Offered:

ITM PGDM *iConnect* with specializations in Finance, Human Resource Management and Marketing & Digital Media



Dr. Sarita Iyer

Director, ITM - Business School, Bengaluru



ITM - Business School, Chennai

ITM-Business School, Chennai was established in 1993. Over the past 17 years, the school has made its presence felt among the students of not only Tamil Nadu but also from all corners of India, who have successfully launched their careers here. Rated as one of the leading Business Schools in India, it is ranked among the top business schools of Chennai. ITM-Business School, Chennai has a sprawling 4-acre campus and a unique locational advantage, being located inside the SIPCOT IT Park at Siruseri. It is in the midst of top IT companies like TCS, Cognizant, Hexaware Technologies, which make its setting and ambience ideal for a Business School.

ITM-Global Leadership Center, Chennai is a centre of excellence in specialized management education, located in the Chennai campus. The Center offers the ITM PGDM *iConnect* : International Business program.

Academic team

The Chennai campus has a strong & experienced cohort of full-time faculties by Prof. Lakshmi Mohan Iyer, Deputy Director & Professor at the school. A highly qualified and industry experienced faculty group delivers the ITM PGDM *iConnect* program, bringing an array of professional and

teaching experiences into the classroom Prof Lakshmi Mohan Iyer is a professional with over 20 years of rich experience in teaching and training heading Institutions and having about half a decade of corporate exposure in companies like Elbee and DHM. She is a Post Graduate in Management and Education Management, a Masters in Literature and strongly believes that learning is empowering!

Programs Offered:

ITM PGDM *iConnect* with specializations in Finance and Marketing

ITM PGDM *iConnect* : International Business



Prof. Lakshmi Mohan Iyer
Dy. Director, ITM - Business School, Chennai





ITM-SIA Business School, Mumbai

The campus of ITM-SIA Business School, Mumbai was founded in partnership with the South Indian Association (a charitable society). Located in the suburb of Dombivli, the campus features excellent infrastructure, academic spaces, seminar halls, IT Labs with the latest PCs and a well-stocked library and reference facilities for research and project work.

With its proximity to our flagship campus in Navi Mumbai, ITM-SIA Business School will benefit through the sharing of key faculty, development resources and placement process.

Academic team

The Mumbai (Dombivli) campus is headed by Dr. Vinod V Sople, Director of ITM-SIA Business School. Dr. Sople leads a team of top-notch core faculty, many of whom have served at our Navi Mumbai (Kharghar) campus. In addition, the campus taps a network expert visiting faculty from industry to deliver specialized training to students. A Ph.D holder in Management, Dr. Sople has worked with the industry for 22 years at various positions in various functional areas. He has an academic experience of 12 years and has been associated with ITM for the last

10 years. He has been teaching Marketing Management, Logistics and Supply Chain Management, Marketing Strategy, BPO, IPR and other subjects. He has also written four books on Logistics Management, Managing IPR, Legal Aspects of Marketing and BPO: Supply Chain of Expertise, respectively.

Programs Offered:

ITM PGDM *iConnect* with specializations in Finance, Supply Chain & Operations Management, Pharma Management and Marketing & Digital Media



Dr. Vinod V. Sople

Director, ITM - Business School, Mumbai

ITM - Business School, Warangal

ITM-Business School, Warangal was established in 1995 as a fully residential campus nestled in the educational township of Warangal where the historic Kakatiya University and NIT are located. The city is 130kms (~2 hours) away from the mega-city of Hyderabad and well connected to it by several trains and buses.

The campus was designed to reflect the indigenous architecture of the region around Warangal, which is replete with history and ancient civilization. Characterized by its lush plantations and large central garden, the campus has developed new academic, administration and hostel buildings in keeping with the demand for high-quality, modern facilities.

Academic team

ITM-Business School Warangal is led by Dr. T. Dayakara Rao, the Director, a Ph.D. in Managerial Economics with over 25 years of academic experience, and a dedicated group of highly experienced full-time faculties, along with several visiting faculties enhancing the careers of the students with their rich experience and insights.

Dr. T. Dayakara Rao is an M.Phil and Ph.D at the Gokhale Institute of Politics & Economics(GIPE),

Pune. Dr. Rao started his academic career at IIM - Ahmedabad as a Faculty Research Associate. Later he held various positions in university / institutes like: South Gujarat University - Surat, Vignana Jyothi Institute of Management - Hyderabad, ICFAI Business School - Hyderabad, GIDC ROFEL Institute - Vapi, Institute of Business and Training - Bhubaneswar, Institute of Science and Management -Ranchi.

Programs Offered:

ITM PGDM *iConnect* with specializations in Finance and Marketing



Dr. T. Dayakara Rao

Director, ITM - Business School, Warangal



ITM - Business School, Navi Mumbai

The Navi Mumbai area has blossomed into an ecologically rich, landscaped and planned community of 14 townships, spread over a vast area of 343.7 sq. kms. The Kharghar Township, where the ITM-Business School, Navi Mumbai is located, is a marvel of Indian City Planning, with a burgeoning population living and working in world-class facilities with extra-wide roads, dramatic boulevards and breathtaking architecture. The Business School campus is spread over 2.5 acres in the heart of the Institutional Area. A thriving and vibrant population of students create a unique community atmosphere that encourages serious study and professional development.

Academic team

Led by Director Dr. Ganesh Raja, a diverse team of full-time faculties bring their tremendous industry expertise and academic excellence to deliver top-notch academic inputs, helping students take big strides in their professional lives at ITM Navi Mumbai.

Dr. Ganesh Raja (Director), has a Ph.D in Marketing and a Master's in Marketing Management from the Jamnalal Bajaj Institute of Management Studies. He has over 21 years of experience in the Service industry. He was associated with Credit Market Services Limited (a Financial

Technologies venture), Bahrain Economic Development Board as Country Manager for India and Dun & Bradstreet and was part of the start-up team that orchestrated the India launch of the company. In his engagement with the ITC Welcome Group he was responsible for Market Development and several Product launches.

Programs Offered:

ITM PGDM *iConnect* with specializations in Finance, Marketing and Information Technology



Dr. Ganesh Raja

Director, ITM - Business School, Navi Mumbai





ITM - Global Leadership Centre

Established in 2002 ITM-Global Leadership Centre, is a center of excellence in the development of specialized programs focused on emerging market trends. From its inception, the Centre has collaborated with industry associations, industry-leading companies and foreign institutions to ensure that its program curriculum stays relevant and updated; and to provide significant real-world exposure to its students. Whether it is the unique European or Asian Study Tours as part of the PGDM: International Business programs, or the extended internships that are a part of the PGDM: Retail and PGDM: HRM programs- ITM-GLC has proved itself as the “B-school for specialists”. Located in the same campus as the ITM-Business School, Navi Mumbai, ITM-GLC shares the academic resources, faculties and infrastructure of the business school.

Programs Offered:

ITM PGDM *iConnect* International Business

(Offered at Navi Mumbai and Chennai campuses)

This program has been offered at the Navi Mumbai campus since 2002. The Global Study Term, which is the highlight of the program, has made the PGDM:IB program a unique and career-defining experience for hundreds of students.

The program highlight is the 10 week Global Study Term. The entire cohort of students travels to Europe to be trained by international faculties and get directly exposed to the realities of business in the European Union. The experience is highlighted by visits to prominent government, industrial and corporate organizations, talks by business and policy experts and cultural immersion activities.

Notes:

1. *iConnect* Core will run for 3 months from February to April 2015, followed by the Global Study Term
2. For 2014-16 batch, by popular demand, both Chennai and Navi Mumbai IB students will be going to Europe for the Global Study Term. Details of the term schedule, and partner institutions are being worked out and will be informed in due course.

ITM PGDM *iConnect* Retail Management & Marketing (Offered at Navi Mumbai campus)

The ITM PGDM *iConnect* Retail Management & Marketing is a result of the constantly evolving modern marketing scenario. Keeping the retail industry in focus, it prepares students to take on

the challenges offered by hyper-paced retail industry.

With a complete student-centric approach and a curriculum specially crafted to meet the needs of the booming retail industry in India, the ITM PGDM *iConnect* Retail Management & Marketing program has launched hundreds of Alumni in to rewarding careers in the Retail Business and Services Marketing fields.

With the *iConnect* Core, students of the Retail program will benefit from an extended industry immersion in the Retail industry, giving them intensive exposure to retail operations- more than any Retail focused program in India.

ITM PGDM *iConnect* Human Resource Management (Offered at Navi Mumbai campus)

The ITM PGDM *iConnect* Human Resource Management program has come to fruition because the HR function has grown to become key component of organizational strategy. Today, the industry demands HR professionals who are capable of seeing the bigger picture and helping organizations gain a competitive edge with a global workforce.

In today's changing scenario, the Human Resource function is responsible for building an intricate web comprising recruitment, mentoring, training and employee performance & management. As businesses constantly evolve, the dynamics of HR must also keep up. An organization's most valued assets are the people who work there and contribute effectively and collectively to the business.

With the *iConnect* Core, students of the HRM program will benefit from in-depth exposure to the HR function, from strategy to execution and operations. With a strong foundation in HRM practice, students of this program are poised to take up accelerated roles in HRM at India's top companies and HR Consulting firms.

Academic Team

ITM-GLC's programs are delivered by a group of passionate, highly experienced faculties led by Prof. B.V.R Murthy, Deputy Director. Prof. Murthy has over 27 years of experience in Industry in the areas of Production Planning and Control, Maintenance Management, Production Services with leading organizations like Larsen and Toubro Ltd, Mumbai, DRDO (Ministry of Defense). He holds an M.Tech from IIT Chennai in Mechanical Engineering.

International Experiences

Global Study Term (PGDM: International Business, Navi Mumbai) by - Ms Tanika Agrawal, a graduate of the class of 2011-13

The trip to Europe was the best experience so far, may it be in terms of education or culture. When we landed in Budapest it was the best feeling ever, it just started and we were thrilled just by the thought of spending 3 months there. The hostel was in the prime location of Budapest, staying with 60 friends in the same hostel was also a very different experience. We studied in ESSCA. The college was an experience in itself with amazing infrastructure and a great set of faculties. We went for various industrial visits like Audi, ThyssenKrupp, Budapest airport, match supermarket and many more. In addition we were given live projects to work on and understand the European Market.

Language was a barrier which led to communication gaps but the experience was different and helped us understand the difficulties that one might face in a foreign environment and gave us an opportunity to learn and overcome such difficulties. We tried their traditional food. Some of us liked it and some did not. Nevertheless we thoroughly enjoyed experience of cultural difference and felt it has its own charm. The weekends passed exploring Budapest and many students visited other countries like Austria, Italy, Germany and many more. Time flew and finally we were set for Caen, France. In between we had a stop in Brussels, Belgium. It was a great experience; we visited the European commission, chocolate factory, famous Belgium beer brewery and many other places. The famous Belgium chocolates and waffles were really tempting and delicious. While walking down the streets we were amazed to see

people singing Indian songs and asking us about many famous actors and movies.

It was now time and we were all set for France, it was a lot of travelling but the excitement level was really high. The hostel was amazing and we had single rooms. We started with our study at LM-Normandie which is a very structured university & minutely set out plan. This university had the perfect balance of tours, visits, studies and fun. Though the place Caen was very small but the fun was no less. We went to visit many of the beautiful historical places like St.Mont Michael, the memorial etc. The factory visits included a visit to guy degrenne, cheese factory, cider farms etc. Like Budapest, here also we spent our weekends exploring adjoining places like Etretat, Switzerland and various other countries.

One month passed without anyone one of us realizing this and it was time for us to go. Finally we landed up at our last destination i.e. Paris, the Heart of Europe and an exquisitely beautiful city. After a lot of hard work, studies, assignments and exams we finally were free for 3 days to have fun and we did not waste even one moment of it. We visited the Eiffel tower, Disney land, beautiful markets and all other monuments that Paris was famous for. Now finally came the time to bid good bye and mixed feelings landed in each one's heart (one of meeting the family and 2nd one of leaving the place). This Europe trip is one of the most crucial parts in each IB students Life. If given a chance all of us would love to undergo the same journey.



Singapore Study Term (PGDM:IB Chennai) by - Hamsa Mohan and Sriram Mukund

Travelling abroad is one of the best experiences one can ever get. When there is an opportunity to travel with friends for education for an extended stay of three months, the feeling is just overwhelming. The trip to Singapore for three months is one of the most amazing things and we had a wonderful time travelling, sharing and learning. The trip gave us exposure to different culture, cuisines, education, and different methods of teaching and life styles.

We, students of PGDM; International Business at ITM-Business School Chennai, studied Asian Business and Economics at East Asian School of Business(EASB). During the three months course, all classes were held thrice a week. A total of six subjects were covered over the period with two subjects a month. At the end of every month, there will be a presentation relevant to the subject and this involved extended research and analysis on the topic followed by written examination for each subject. The topics covered in all the subjects were in accordance to the current scenario in the Asia-Pacific region and the teachers were industry experts who shared their life experiences and learning.

Apart from education we were involved in a lot of activities that involved a lot of traveling and a great amount of fun. Singapore is a place for visit

and exploring. When a group of friends are ready to explore the city, the fun and frolic is boundless. We embarked on a journey through the country and there were a lot of culture enriched places which we discovered and this helped in understanding the Chinese customs. We tried different cuisines which were a depiction of their traditional values.

This trip paved way to explore countries around Singapore and we travelled to Malaysia and Indonesia. Malaysia, which was once a part of Singapore, was so very different in many ways in terms of law and order. Travelling through Indonesia showed the richness of their culture and heritage. The country which is still developing is one of the places to shop since the cost is quite cheap when compared to Singapore.

Three months flew away like the wind and it was time to come back to the place where we belong. The experiences, memories and knowledge which the land of rules and fine gave us for a lifetime and none of us can erase it from the eyes of brains. We were able to make friends with people from different walks of life and understand their ideology and ethics.

If there is one more chance to go to the place which helped us all bond, there can be no reason to say no.



ITM - Institute of Financial Markets

ITM-Institute of Financial Markets was established to train the next generation of Indian and International capital markets professionals and to provide access to the latest knowledge and tools used globally. The Institute offers a range of educational programs catering to the needs of fresh students as well as experienced professionals in the broad field of finance, Capital Markets, Insurance and Risk Management.

ITM-IFM programs are conducted in our spacious, well-appointed classrooms and conference suites, fully equipped for modern pedagogical methods, at the ITM campus in Kharghar, Navi Mumbai, with extensive utilisation of our modern, Business Simulation Lab and training facility.

What makes the Financial Markets program unique is the live Business Simulation Lab that forms the center-piece of this program. This Business Simulation Lab gives our students the ability to hone their trading and analytical skills in a realistic market environment, using the very same software and tools that are in use at modern dealing rooms the world over.

ITM PGDM *iConnect* Financial Markets

The Financial Markets program was launched in 2004 to fulfill the demand within the financial Markets for individuals having superior knowledge of financial instruments, their valuation and trade including Equity and Debt, Research, Scientific Asset Allocation Process,

Portfolio Hedging & Foreign Currencies. The program enables students to develop a framework for Fundamental & Technical Analysis to evaluate alternative investment avenues and maximize returns with minimum risks.

In addition, the program trains students to clear global certification programs the NCFM capital Market Module, International Investment Management and Derivative Module from CISI UK, the FPSB CFP program and the APRM certification from PRMIA.

Under the *iConnect* Core, Financial Markets program students will undergo an extended industry immersion with leading BFSI sector companies, developing deep insights into the working of financial markets and the economics behind them.

Academic Team

The ITM-Institute of Financial Markets is powered by a team of highly experienced faculty, who bring decades of direct experience in the financial markets into the classroom. Many of the core faculties have doctorates in finance and economics. The team is led by **Dr. Latha Chari. She is a doctorate in Finance from BITS Pilani, Post Graduate in commerce and a FCMA (Fellow member of the Institute for Cost Accountants of India). She has a total experience of about 2 decades of which is equally divided between academic and Industry experience.**





ITM - Business School, **Chennai**

Student Internships



The *iConnect* core is a totally new approach to student internships. The feedback we received from CEOs, HR Heads and leading entrepreneurs during Project Rethink was that a 2 month summer project was far too short to be meaningful. Below are some select experiences, as told by our students- to give you a flavor of just how intensive and learning-rich the *iConnect* will be in 2014 - 16

Company : Sahara Group
Project: A Change in Customer's perception
towards Sahara City Homes

Shipra Shukla
PGDM 2011-13 (Marketing)

The law of being a successful management professional requires the aspirant to do the following:

1. Charter unknown territories.
2. Solve last minute disasters
3. Surprise your boss
4. And lastly, of course: keep the customer happy!

I got the opportunity to work with one of India's most impressive and customer-friendly Organisation: Sahara. During the internship, I was assigned to work on the launch of Sahara city homes in the company's advertising and PR department. I went ahead and interacted with people and dealers associated with these township projects. The best thing about this internship was I got the first hand experience of how things actually work in a corporate. My internship experience was everything I thought & have indeed learned a great deal, I hope for a possibility for full time employment at Sahara, but if not, I'm grateful for the once-in-a-lifetime opportunity fulfilled and the valuable experience to add to my resume.



Company: State Bank of India(SBI), Sahara India Mass Communication(SIMC)
Project: Conduct a survey on the effectiveness of the Performance Appraisal System in SIMC

Ms. Amita Trivedi
PGDM 2011-13 (Human Resources)

I had a split internship at two companies. My first internship of two months with the oldest bank in India gave me an opportunity to be a part of the working culture of SBI Learning Centre. Through my work, I got a chance to interact with the employees who introduced me to the other side of the coin, i.e., nitty-gritties of the banking system. The perceptions of various cadres added to my knowledge and enabled me to look at the 'ins and outs' of circumstances before coming to a decision or implementing it. The next 3 months at a completely new organisation: SIMC helped me to clearly distinguish between the functioning as well as the work environment of a PSU and a Private Sector Organisation. The study at SIMC gave me a practical knowledge about the concepts studied in class. This period of three months was an exposure to the real corporate environment. Being a fresher it added to my experience. A first hand interaction boosted my communication skills, thereby enhancing my confidence.



Company: Odisha Hydro Power Corporation Ltd.
Project: Financial Analysis, Projections and Project Viability Test

Subrata Barisal
PGDM 2011-13 (Finance)

OHPCL is a leading public sector enterprise owned by the Government of Odisha. Every single day of my summer internship was a tutor in itself. Not only was it an opportunity to learn new things but also to apply the theories already learnt. I was assigned the task of analyzing the financial reports of the company and making projections for the next 5 years. I also tested the feasibility of one of the projects under consideration of the organization. Overall, it was an insight, just like a window, to the corporate world that enthused me even more to be apart of the profession



Company: Kotak Mahindra Bank Limited, Mumbai
Project: BREAK EVEN PERIOD ANALYSIS

K.Ganapathy Subramaniam

PGDM 2011-13 (Finance)

Being the first corporate interaction as a budding management graduate, this internship was a great opportunity to experience the practical applications of theories which were learned during the first year. Apart from that, this internship gave many new learning's including knowing the basic functions of a retail branch, about the CASA concept, about the break-even concept of an organization and about the various factors that are involved in deciding the break-even period. In a nut shell, this two month of internship was knowledge enriching, fun-filled, exciting and has turned into a foundation for the future building to be constructed.

Company: MediaCom
Project: Dealer Market Analysis (Analyzing media penetration and touch points for smaller towns)

Nikita Chotalia

PGDM 2011-2013 (Retail Management & Marketing)

MediaCom is one of the world's leading media agencies. It handles media planning and buying supported by keen consumer insight, analysis and experience. It is proud to call some of the world's most successful brands as clients, including P&G, Coca-Cola, Volkswagen Group and many more. My experience here had exceeded my expectations in all terms. The learning curve was steep but not beyond my reach. The theoretical learnings that I got through subjects like Soft Skills, Organization Behaviour, Business Ethics, Integrated Marketing Communications and Market Research are not limited to text books but practiced in every single sense in the corporate world. The hands on experience and relationships that were gained during this internship are immeasurable to all others! Last but not the least, I felt more appreciated and valued that I would have anywhere else. Being absolutely pleased with my decision to work with MediaCom, it seemed like the best fit for me.



Company: Porsche, Hungary
Project: Buying Behavior Of Consumers And Brand
Strategy For The Automobile Sectors In Europe & India

Kshitij Chitranshi
PGDM 2011-2013 (International Business)

Kunal Kishore
PGDM 2011-2013 (International Business)

Summer project in Europe was an exhilarating experience. The entire trip offered us immense exposure needed for overall development of an individual. We had an opportunity to interact and study under world-class professors who not only gave us theoretical knowledge but also provided hand on experience through various industrial visits in both Hungary and France. We visited European Council which was one in a lifetime experience and were given unique insights by their very own members. All in all it was bundled with lot of knowledge and useful experiences. Learning from the entire trip has been very valuable and definitely beneficial for one's personal growth."



As a student of International Business, the summer school program at ESSCA, Budapest and EM, Normandie gave an up-close experience of the European way of life - their culture, lifestyles, education and economic system. Travelling across the continent, you get thinking more of how a cluster of diverse nations achieved seamless integration across borders to become the largest economic zone in the world. As part of my automobile project, we were taken to the plants of Suzuki, Porsche, Audi, Renault and Knorr Bremse. The visit to Audi, Gyor was truly remarkable as we witnessed the creation of their TSi, V6 and V10 beasts from scratch. The courses, lead by world-class faculty, was engaging and gave deep insights into the economic, social and cultural fabric of Europe.



Company - Bank Of India
Title: Comprehensive Credit assessment

Neelkamal Saxena
PGDM: Financial Markets

"My project concerns with the 'Comprehensive Credit assessment and Monitoring Policies for SME in which i need to asses the credit worthiness. I also learn credit appraisal process with various banking policies and Risk management tools. This all is done after carefully evaluating the financials and securities provided by the borrower. Various financial ratios are calculated for the past and future data provided by the borrower after checking the veracity of the same and also read various credit risk policies of the bank. It was an enduring experience in my life of handling practical cases and worked with live environment. I am happy to work with a Public Sector Bank of such a great repute and learn practically about the Credit Appraisal Process.



Company: Dena Bank
Project: Forex Operations and Export Credit
Rajarajan

PGDM 2011-13 (Finance)

Summer Internship is the start of a new journey towards the corporate world. Getting pure finance profile especially in Foreign Exchange is a difficult thing, but I was lucky enough to get a profile of my choice. It was a great experience handling variety of currencies like USD, GBP, Japanese Yen, Swiss franc and much more currencies, which I have only seen only in News. The settlement of various payments along with the fluctuation of basket of currencies with the home currency was a unique and amazing experience. However, there was little negative side, which includes space and few other constraints. But I'm very much satisfied because I got to learn something which has given a new dimension to my career and also for the huge interest which I have developed for the area of Foreign Exchange.



Company: Godfrey Phillips India Ltd.
Project: Market research and consumer UNA to design & develop a BTL campaign.
Soumava Chakraborty

PGDM 2011 -13 (Marketing)

I had a brilliant time during my internship. The first one month was based on market research, consumer profiling, shop audit and finally a BTL promotional campaign. In the second month, I was assigned to work with a market research firm for a campaign called Consumer Activation Program. Single handedly, I successfully managed and monitored the whole program. Got hands on experience of how a BTL campaign works and working knowledge of FMCG marketing. The experience gained during the internship has sharpened my marketing and negotiation skills and given me a great on field experience.



Company: Raymonds
Project: Capital Budgeting of Raymond's Franchisee's,
Currency & Corporate Planning
Mukul Sethi

PGDM 2011 -13 (Financial Markets)

I was fortunate enough to work in Raymond, which is a prestigious private company in the field of retail & textile. During my internship in treasury department at Raymond, I have performed three projects wherein I have learned at lot of things and had a wonderful experience in the field of financial markets. For successful completion of my projects, college has played a pivotal role where they helped me in each and every aspect of projects.



The learning environment, Campus facilities and technology

Over the last two years, we have worked towards developing a high standard of facilities and technology to each of our PGDM campuses. Each campus, while unique to itself- shares the same technology, teaching and learning resources as the other campuses in the ITM-Group.

Learning Resources

Libraries and Reference Sections are fast losing out to digital archives and collaborative workspaces at ITM. Each campus boasts of large libraries, with updated volumes and subscriptions to a large number of newspapers, magazines and journals.

In addition, students from any ITM campus can access a wealth of proprietary digital content through our subscriptions to EBSCO, one of the worlds largest online knowledge repositories with over 200 journals and other research databases. Not limited to text databases, multimedia resources are also available for reference.

Fully equipped Classrooms

Considering the number of hours students spend in them, we have developed our classrooms to be comfortable spaces, equipped with the whole range of electronic teaching aids. Each and every classroom in all of our campuses provide Audio/ Video equipment, LCD projectors, internet connectivity, PA systems and more. Equipped with modern furniture, these comfortable & spacious classrooms are the core of the learning experience at ITM.

Technology

ITM has always been at the forefront of technology adoption in the education sector. As early of 2003, we have offered a student laptop program to our postgraduate students. Each campus offers high-speed Wifi connectivity with dedicated broadband internet lines, allowing students to stay connected throughout their course of study.

ITM is an early adopter of open source software, and we are proud to be have one of the largest academic deployments of Linux and Unix in the country. Students, faculty and staff run Linux and use robust open source software to accomplish their tasks, with greatly reduced down-time from system instabilities, virus and malware.

Computer Labs

Each ITM campus also has large computer labs, used for conducting IT courses, workshops, assessment tests and to provide access to ITM's course repositories, case archives and other intranet-bound content from the ITM network.

Email and Messaging

With a high-availability hosted email server and Google Apps for Education subscription, email and messaging

is effortless, especially as most professors accept online submission of class assignments. Every student of ITM, past and present is allotted a life-time email account at "itm.edu".

Hostel Facilities & Dining

Hostels facilities are optionally available at select ITM campuses, either operated by us or through a collaboration with reputed private hostel operators. The one exception to this is ITM-Business School Warangal, where hostel accommodation is compulsory due to the relative lack of accommodation facilities near the campus. Shuttle Bus services are provided between the hostels, nearby stations and the campus, wherever applicable. Bus services are also available on weekends, to enable students to travel to they city centre for recreation and shopping. Each campus offers cafeteria facilities, coffee & tea services and even stationery and convenience stores for the comfort and well being of students.

Medical and Wellness Facilities

ITM takes health, safety and wellness of its students very seriously and works with the student body and the local community to improve the lives and lifestyles of its students. Our campuses have dedicated clinical facilities and primary care hospital tie-ups for students, complete with qualified doctors, nurses and non-emergency medical equipment. Incoming students are advised on health and safety concerns. In addition, the Institute provides health insurance to all students, which helps to cover the expenses of any hospital visits and medication. The Institute also inculcates wellness habits in the student body through

yoga, meditation and spiritual development. Mentors and counselors are assigned to students to advise and guide them through their development as business professionals.

Recreation and Sports

Most of our campuses provide student recreation opportunities both on-campus and off-campus. On-campus facilities include a theatre/seminar spaces, where seminars and cultural events are performed; spaces for guest lectures, workshops, exhibitions, competitions and cultural evenings take place. Organized sports routinely take place on campus, with in-house and inter-collegiate competitions dotting the academic calendar. Several Student Clubs operate out of the campus enlivening the campus with business themed events, festivities, cultural and traditional celebrations & more.



Student Testimonials



"I am highly satisfied and happy with my choice of studying at ITM-Navi Mumbai. The excellent experiences I've had over the last 15 months, starting from the level of quality education provided and the assistance from the faculty, will definitely help me in future endeavours.

I have been able to recognise my potential by taking part in educational as well as cultural activities."

Vivek Gupta
PGDM 2012 - 14



College is the best time of your life... I came to ITM for my masters and until my PhD, ITM would continue to remain my college.

I learnt that education is not preparation for life but it is life itself and we are living this life in a small world called ITM. Teachers here are just like your friends...they are the best helping hand. So spend your best times gracefully and please don't worry about placements, placements are like marriages, they are made in heaven and there is a match for every individual!

Anirudh Pundir
PGDM 2012 - 14

Career Management Services

ITM-Group of Institutions truly believes that a diverse participants profile ensured by our admission process provides a wealthy talent-pool for companies to recruit from. The number of PPOs (Pre Placement Offers) and quality of various projects that our students take up with industry is a benchmark for others to follow. ITM strongly believes in inclusive economic growth of the country and the driver of that growth is entrepreneurship, hence we have established incubators for start-ups at Campus level and provide them all support required to make their dream come true. Final Placement is the one event that every PGDM student looks forward to. With hundreds of India's best companies coming on campus with a variety of job profiles, the placement process at ITM gives students a world of opportunities to make their career in the widest range of industries.

At ITM, Career Services is integrated into overall PGDM program, exposing you to workshops, which focus on topics such as:

- Self Assessment
- Career Profiling
- CV and the writing of a cover letter
- Career Strategies
- Competency based mock interviews, aptitude test training and GD practice
- Time Management
- Personalized Coaching
- Networking

The ITM Career Services team, the alumni and the faculty are a networking resource to assist you in gathering the necessary information to develop your career focus.

Top 5 Recruiters

ITM-Business School
Navi Mumbai
Citi Bank Dubai
Century Financial Brokers
Dubai
EROS Group Dubai
Acheivers Zone
Power Weave

ITM-Business School
Warangal
South Indian Bank
ICICI Securities Limited
Transport Corporation of India Limited
CITI Bank
UCO Bank

ITM-Business School Bengaluru
Northern Trust
Naukri.com
Jaro Education
Citi Bank
XL dynamics

ITM-Global Leadership Centre
South Indian Bank
Federal Bank
Aura Integrated Solutions
Aditya Birla Insurance
ICICI Securities

ITM-Business School Chennai
ING Vysya Bank
BNP Paribas
Federal Bank
TCIL
Wipro

ITM - Institute of Financial Markets
Navi Mumbai
Trafigura
Barclays
RBS
Transparent Value
City Union Bank

ITM-Business School
Mumbai
JP Morgan
Adlabs
InSync Analytics
XL Dynamics
Coffee Day Beverages

Recruiters Speak



" ITM is a professionally managed B School and the interactions have always been relevant year on year"
 Avinash Krishnamurthy (Campus Lead - Talent Acquisition),
 Tata Consultancy Services Limited.



" ITM students has a good technical competence , good attire and generally the communication from them was very good "
 Tanmay Panda (Head HR), National Payment Corporation of India



" I am very much impressed with the Managerial skills of the ITM students "
 Padma Gupta (Director HR), Hafele India



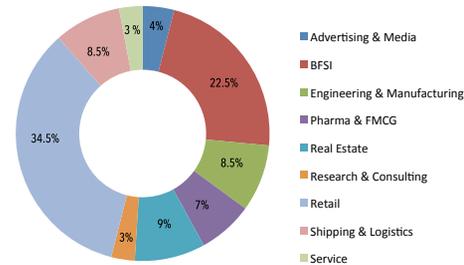
" Students are backed with good education & training and have great potential "
 Ashish Rathi (AVP Sales), Info Edge India Ltd



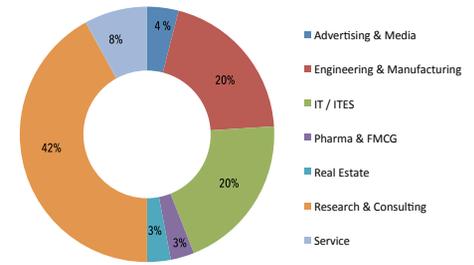
" Students are very good at behavioral attributes with superior team orientation "
 Vivek Bajaj (Business Head CDS), Kotak Securities



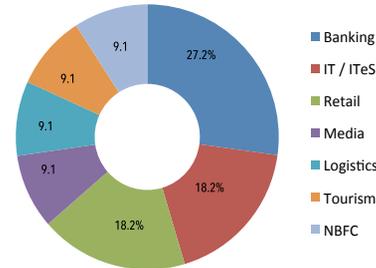
" It was great to come across bright young minds from ITM institute. I am sure the students selected, will have great insights to share with us and it will be a mutually beneficial association in the times that we work together. "
 Ms. Reji (Team HR), J.K. Helene Curtis Ltd - Raymonds



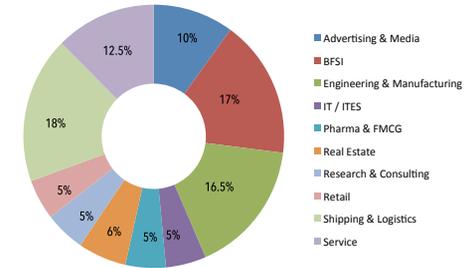
ITM - Global Leadership Centre (RMM)



ITM - Global Leadership Centre (HRM)

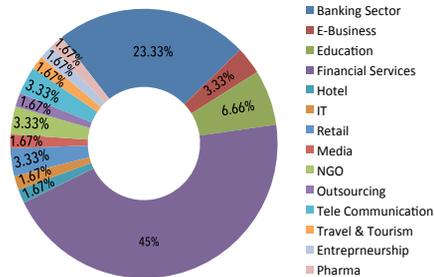


ITM - Global Leadership Centre (IB)

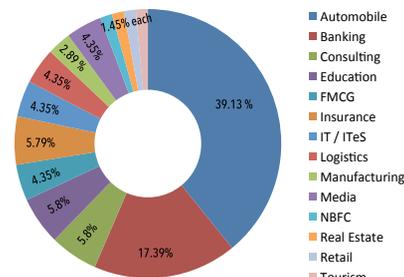


ITM - Global Leadership Centre (IB)

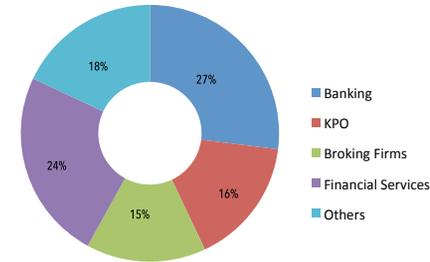
Sector wise break - up of Recruiting Industries 2013



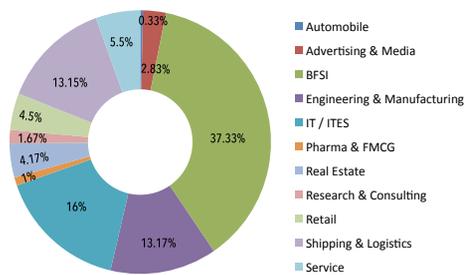
ITM - B SCHOOL Bengaluru



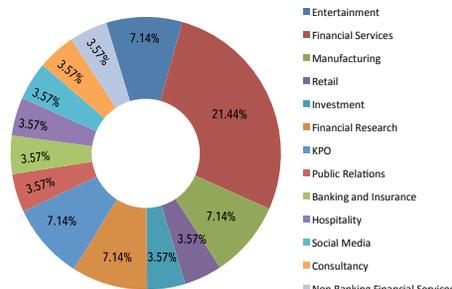
ITM - B SCHOOL Chennai



ITM - Institute of Financial Markets



ITM - B SCHOOL Navi Mumbai



ITM - B SCHOOL Mumbai

Highest & Average Salary → ITM - Group of Institutions

		Highest Annual CTC (in Lacs)	Average Annual CTC (in lacs)
ITM - Business School	Bengaluru	6	3.25
	Chennai	7.5	4.45
	Navi Mumbai	7.25 (Domestic) / 18 (International)	4.8
	Mumbai	5.5	3.5
ITM - Global Leadership Centre	IB - Chennai	7.5	4.16
	IB - NM	18 (International)	4.58
	RMM	18 (International)	4.18
ITM - Institute of Financial Markets	HRM	7	4.18
	FM	9	4

ITM - Business School, **Navi Mumbai**



Eligibility & Application
Procedure



Eligibility

Minimum eligibility for application to the ITM-PGDM programs is a Bachelors Degree from any AIU recognized University with minimum 50% marks aggregate. Final year students may also apply. In addition, candidates must have appeared for one of the following MBA Entrance Tests: CAT, XAT, MAT, CMAT, ATMA, GMAT & State CET tests where applicable, and as per AICTE guidelines.

How to Apply

You must send your completed application to:

PGDM Admissions Office

Institute for Technology and Management,
1001, Platinum Techno Park, Plot No. 17-18, Sector 30 A,
Vashi, Navi Mumbai 400 703

Tel.: +91-22-6129 4000 / 4074 / 4078

For assistance contact us:

Toll Free: 1800 209 9727

Email: pgdm.admissions@itm.edu

Application Instructions:

- Please read the Application Instructions sheet of the ITM - PGDM Application Kit for detailed information.
- You must maintain a valid email account & phone number throughout the selection process, so that we may contact you.
- Please **do not** submit any originals or photocopies of documents/marksheets along with the application form. You will be required to submit attested photocopies of required marksheets & certificates during the GDPI process. See the Selection Process section below.
- The entire application form must be filled in. Incomplete forms shall be rejected. Overwriting, striking off or erasing anywhere on the form may lead to rejection, so please be careful. Any wrong or misleading information in the application form will disqualify your application and if already admitted, will lead to the cancellation of your admission.
- While filling out the Academic Records section, the basis of computing percentage marks obtained by you would be based on the practice followed by the board/institution for where the you have graduated.
- If your marks are calculated in Grade Point Averages (GPA), they need to be converted into percentage score as per the conversion scheme of your institution. If your institution does not have conversion scheme for GPA, you can calculate it by dividing obtained cumulative GPA (CGPA) by the maximum possible GPA and multiplying by 100. eg: $3.5 (CGPA) / 4.0 (Max GPA) \times 100 = 87.5\%$
- **IMPORTANT:** You must keep a photocopy of the filled application form for future reference. Once the application form is accepted by ITM, an Application ID will be communicated to you, which must be quoted in all future correspondence.
- An Application processing fee of Rs. 1000/- is to be submitted along with filled application form by Cheque/Demand Draft/Pay order in favor of "Institute for Technology and Management", payable at Mumbai. The Processing fee is non-refundable.

- **Please send a soft copy or scan of your passport photograph by email to photos@itm.edu.** The file name should be your form serial number followed by your first & last name. (eg. 1234_amit_shah.jpg)
- The form serial number, applicant name, mobile number and email id should be mentioned on the reverse side of the Cheque / Demand Draft / Pay order. Please do not staple the Cheque / Demand Draft / Pay order.

Selection Process:

Shortlisting for GD/PI and final selection for admission to the above programs is based on your overall academic performance & followed by scheduled Group Discussion & Personal Interview. Short-listed

candidates will be called to attend the GD/PI Process selection rounds, Call-letter for the Selection Process is sent through courier/post and e-mail. The selection criteria for final admission is based on multiple factors:

- Past academic performance
 - Entrance test scores
 - GDPI performance
 - Work experience (if any) after completion of your graduation
 - Extra curricular activities, other interests and accomplishments
- A combination of all the above factors are used to determine the eligibility of candidates to be called for GD/PI and offered final admission. A high Entrance Test score above does not guarantee a call for selection process or Admission Offer.

You must bring the following documents to the GD/PI venue to participate in the selection process:

1. Application Form: Photocopy of your filled application form.
2. Entrance Test Scores: Original score sheets (with an attested photocopy) of all management entrance exams given and where the scores have been sent to you. If scores are published on the web, an attested printout of the web page showing your result shall be permitted. If you have not yet received your Test Score Card, please provide a photocopy of your Test Admit Card.
3. Mark sheets and Certificates: Originals and attested photocopies of all mark sheets and certificates including Std X, XII, & all years / terms of graduate degree.
4. If you have work experience, relevant Photocopies of Experience Letter / Pay Slips / Offer Letter.
5. Important: ITM shall not retain any original documents or marksheets. We will only verify the originals against the photocopies and return the originals to you.
6. A Demand Draft for Rs. 25000/- in favor of "Institute for Technology and Management", payable at Mumbai.
7. On successful completion of your GD/PI, you may be offered admission to one or more programs, based on your overall performance in the Selection Process. Should you choose to accept the offer of admission, you must submit the above-mentioned demand draft of Rs. 25,000/- which represents Part-I of the Program Fees. You will then be given a confirmed Offer of Admission, as well as a receipt towards the initial fee payment. At this point, you are required to submit attested photocopies

of all the above documents.

7. Should you choose not to accept the offer of admission, you are under no obligation to make any payment. Please note that after such a time, the offer of admission may be revoked.
8. Three colour passport size photographs.
9. Proof of Identity in the form of Voter ID, PAN Card, Driving License, AADHAR card or passport.

Important Note: Please write your Form Serial Number, Application ID, Full Name and email address on the back of all photocopies.

General Instructions

- Please quote your name, date of birth and form serial number in all your communications with us.
- We welcome the applicants and parents to visit any of our campuses to experience our programs, infrastructure & people.
- Any dispute arising from matters given in this document are subject to Mumbai jurisdiction and no other court shall have jurisdiction in this matter.
- Please keep a photocopy of the completed application form and an additional copy of the first four pages of your filled application form, which is required at the time of Interview.

Scholarships

ITM awards a limited number of scholarships to candidates who have demonstrated academic, social, cultural/arts or personal achievements, and whose personal or family finances are inadequate to support the costs of the PGDM program. The scholarship awards are in the form of full or part waiver of Academic Fees and other costs at the sole discretion of the Scholarship Committee.

If you wish to apply for a scholarship, please contact the Admission Counselors at

1800 209 9727 or

email (pgdm.admissions@itm.edu)

to receive the scholarship application form by email.

** ITM uses the CAT and other scores for short-listing candidates for our selection process. Neither IIM's nor other Test Administrators or regulatory bodies have any direct role in the selection of applicants.. ITM follows the guidelines of AICTE and other applicable regulatory bodies in its selection process.*



ITM - Business School, **Warangal**



Prestigious Alumni



With a dedicated placement cell, business links, live projects, internships and final placements, the ITM-Group of Institutions has been a leader in establishing winning careers for many students.

The Alumni students are placed in leading industries, and some of them possess top management positions in reputed firms. Some of the major recruiters are 99acares.com, JP Morgan chase and co., Idea cellular ltd. etc. The pre-placement training program emphasizes personality grooming and overall personality development, and the program syllabus revolves around business communication, organisational behaviour, and business etiquette and lifestyle management.

Messages from our Alumni...

ITM-Warangal could be termed as 'Gurukul' as the word Gurukul is not only meant for a place where hefty curriculum are designed and taught, but also a place which nourishes the thoughts of its people. In ITM-Warangal I have learnt so many things which I am leveraging today and those are really helping me to grow not only personally but professionally as well. It has never guided us to become successful; we were always directed to achieve excellence in whatever we do, as success always follows excellence. We always learnt that it does not matter to be the best, but what matters is that we should give our best.

Amit Kumar Varadani
Business Analyst, HCL Technologies Limited,
Sydney, Australia
Batch: 2006-08



For any management student 'Learning Outside the Classroom' is much more important than learning inside the classroom. In this regard ITM-Business School Chennai was one of the best. The staff of ITM (Director and his team) made sure we met and interacted with maximum number of corporate firms in the two years that we spent there. The student-organised management meet, MANAQUEST 2000 that we organised in my batch, was a totally unforgettable experience! As an entrepreneur today, when I look back, I realise what a great value addition these exposures and interactions have given me. At the same time, having fun was very much a part of our lives. I will always cherish those two years I spent in ITM, and want to wish ITM and its team all the very best in the days to come.

Natchi Muthu Lazarus
CEO, Open Minds consulting
Batch: 1999-01



The time spent at ITM has fostered in me an intense spirit of competition as well as the ability to meet all challenges upfront. It has ingrained in me a mindset of positivity and self-drive, which have steadfastly propelled me towards continual success.

Shajai Jacob
Senior Vice President & Deputy Chief
Marketing Officer at YES BANK
Batch: 1999-01



ITM Bangalore has been an experience of a lifetime. Had one of the best relations with the seniors and the faculty. We successfully conducted QUIVER - Corporate Quiz in Bangalore with none other than Quiz Master Dereck Obrien hosting the show. The long hours on and off classrooms, projects, events and the simplistic approach made ITM Bangalore one of the best places for preparing us for the corporate world. ITM Bangalore was the workshop where education was well blended with real life experiences that prepared us to brace up the challenges ahead.

Pranjit Konch
Associate Director - Marketing with Biocon
Limited, Bangalore
Batch: 1998-2000



ITM was not only an education institute for me but it presented me with kaleidoscope of experiences which made me a professional even before I stepped out into the corporate world. Two years of studying and living in ITM was the most cherished time of my life. The Learning's, the surviving, the small but profound insights given by our visiting faculties, the fun, the GPA's massacre and the late nights presentation preparations, the ups and the down's , every moment spent with ITM is still nurtured by everyone of us , because you change the moment you become an "ITM - ite", it helps you to find the best of you.

Ritika Patel
AM HR (Employer Branding & Internal Communication)
Mahindra 2 Wheelers Ltd.
Batch: 2007- 09



ITM is a Knowledge-Laboratory in itself; where Masterpieces of Management are created, through rigorous transformational experiments. The buzzing Campus is like an Incubator, that provides a conducive environment for individual growth & holistic development. Its USP lies in the unconventional ways of imparting education, coeval teaching style & methodology, usage of neoteric pedagogical tools and contemporary syllabus; which stretch beyond the four walls of a training room. ITM strongly advocates the idea of providing practical exposure beyond curriculum, in order to yield industry-ready professionals for the job-market.

Equipped with ultra-modern & high-tech infrastructure and facilities; ITM Campus is a Hot-Spot - A Hub where a host of activities & events take place, thereby creating an interface for networking & learning, through interaction and exchange of ideas & information. ITM Culture favors inculcation of humility, groundedness & right attitude. My Experience at ITM has been indeed an Enriching one; I've walked out as a different person, much better & improved!

Navin Pamnani
KFCH Restaurants (India) Pvt. Ltd. [Franchisee for KFC in India, A Member Company of KFC Holdings (Malaysia) Berhad]
Batch: 2010-12



"Imagination is more important than knowledge." - Albert Einstein. ITM gives a right kind of platform to portrait all the traits that you possess and also helps you to develop new competencies which are the right fit for the industry. Apart from that, many industry leaders come to address the students that acts as an add on to the overall holistic environment created by the Institute. My experience with ITM was beautiful got to learn so many things, apart from studies. This place has given me a bunch of friends and the staff in the institute is very helpful and cooperative. Last but not the Least....ITM Rocks!!!

Shiree Jain
Associate Consultant and Research Analyst - Capgemini India Private Limited.
Batch: 2008-10



One of my most memorable days! I am thankful to ITM for what I am today. A blend of fun, academics, friendship and sharing. The visiting faculties at ITM Kharghar were one of the best things to look forward to, as they added value to specific courses. The support which we got from our management with regards to final placements was great. Thanks to Prof.R.S.S.Mani for the same.

Sanyukta Dutta
Manager HR - East with Deloitte Touche Tohmatsu India Pvt. Ltd.
Batch: 1999-01



I am thankful to ITM-Business School for what I am today. I carry the culture and goodness that my institute and professors passed on to me and will cherish it for the days to come."

Sweta
Senior Equity Research Analyst at Irevna, a division of CRISIL Ltd.
Batch: 2003-05

"I owe a lot to ITM for the excellent grooming I received which stood me in great stead in corporate life. This I feel is the uniqueness of ITM-Bangalore."

Rahul Bahri
Assistant Vice President-Products, Canara HSBC Oriental Bank of Commerce Life Insurance Company
Batch: 2002-2004





Some of our distinguished Alumni:

Bengaluru

Name	Year	Company	Designation
Rahul Bahri	2002-04	Canara HSBC Oriental Bank of Commerce Life Insurance Company	Assistant Vice President
Abhineet Kesarwani	2005-07	OnMobile Global Limited	Regional Manager (North India)
Sanchita Pal	2002-04	Agilent Technologies	Functional Lead, LSCA Contracts Specialist
Narayan V Swami	2001-03	3M India Ltd	Senior Analyst
Vasant Kamat	2000-02	Accenture	Manager

Chennai

Name	Year	Company	Designation
Kumar Vishwanathan	2000-02	Corporate Shared Services	General Manager - HR
Kaushik Saha	2007-09	Indian Overseas Bank	Marketing Manager (regional office)
Ramakrishnan KV	2006-08	Thinksoft Global Services	Business Analyst
Aneesh Suresh	2007-09	Micro Technologies India Ltd	Manager Corporate Strategies
Nitish Rajan Srivastava	1998-2000	Weidmüller Electronics India Pvt Ltd	Country Head - Sales & Distribution

Navi Mumbai

Name	Year	Company	Designation
Bharat Parekh	1991-93	DSP Merrill Lynch Ltd.	Managing Director, Equity Research
Naresh Sharma	1991-93	Reliance Lifestyle	Business Head- Books & Music
Rajaram Natarajan	1994-96	Hinduja Global Solutions	Vice President Operations
Aakarsh Bharadwaj	2010-12	Idea Cellular Ltd., Mumbai	Territory Sales Manager
Saurabh Srivastava	2008-10	TV Today Network Ltd (Aaj Tak)	Senior Executive
Rahul Prasad	2003-05	Volkswagen Group Sales India	Senior Manager HR

Warangal

Name	Year	Company	Designation
Shweta Singh	2008-10	ARYA Systems, Hyderabad	Asst Manager- Human Resources,
Pallavi Razdan	2009-11	Hindustan Pencils Pvt.Ltd., Mumbai	Product Executive
Smita	2009-11	Capgemini India Ltd. Hyderabad	Research Analyst
David George	2006-08	Deloitte Consulting India Private Ltd.	Consultant - US Tax
Ankur Nagar	2006-08	TNS India Private Limited	Project Director

Social Consciousness Initiatives

The study and practice of business is incomplete without understanding and experiencing the effect of business practices on our human society and our planet. Corporate Social Responsibility is becoming a core value at most organizations today, and most companies in the Fortune 500 are following the tenets of the Triple Bottom Line: People, Planet & Profit.

ITM has always fostered a culture of giving and sharing-evidenced by the many long-term CSR initiatives that we have undertaken in the past decade. Our objective is to inculcate the values and practices of CSR into every student who passes through our doors.

The NGO project, which has been a mainstay of the ITM PGDM program for many years, has also been redesigned in keeping with the objectives of the *iConnect* initiative.

Instead of taking up a project for a few weeks to obtain a certificate at the end, ITM PGDM *iConnect* students will involve themselves with intensive, concurrent NGO projects. In this manner, they will be sensitized towards the need of CSR, and be able to experience and participate in the socially conscious business practices of NGOs, charities and foundations that are dedicated to the upliftment of people and the planet.

In fact, many NGOs have had their briefing sessions with the students where expectations are clearly laid out, and names like Kotak Education Foundation, Akanksha Foundation, Dharam Bharti Mission and Sujaya Foundation have already confirmed their participation in the program along with many others.

The NGO project has been designed to be concurrent, allowing students to spend a part of their program schedule at the NGO project site, and actively participate in the operations of these organizations. Like every part of the *iConnect* redesign, the concurrent NGO Project is a full-credit course and performance in the project will affect the students overall grade.





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Navi Mumbai - 400 703

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