



Institute for Technology and Management

ITM Business School - Navi Mumbai  
PLACEMENT CATALOGUE 2011-12





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## Board of TRUSTEES

### The Management Team

ITM Business School is managed by a dedicated team of professionals, who bring extensive academic and industry experience to spearhead the mission of launching professional managers.

#### Management Team at ITM Business School, Navi Mumbai

**Dr. Ganesh Raja**  
Director

**Dr. C S. Adhikari**  
Dean - Academics

**Prof. Jaywant Shelar**  
Director - Operations

**Prof. J A Bhavsar**  
Chief Information Officer

**Prof. S. Suryanarayanan**  
Deputy Director

**Prof. Vidya Iyer**  
Assistant Director

supported by a group of highly committed team of Faculty, Staff and Research Associates.

**Dr. P.V. Ramana**  
Founder & Chairperson

Dr. P.V. Ramana served in senior executive positions as MD in **TTK Group** and as a Chief Executive in **Grasim Group**. He secured the Academic Collaboration of New Hampshire College to offer MBA and MS program in India leading to the establishment of the first ITM program in Mumbai in June 1991. The ITM Trust was founded in September 1993. He is also a highly reputed Management Consultant and has served as President of Bombay Management Association (1998-99).

**Mrs. P. Lalitha Ramana**  
Managing Trustee & Vice Chairperson

Mrs. Lalitha Ramana has had over 15 years of experience as an International Education consultant and has represented many of the worlds top international universities in India. She has had significant experience in student counseling and was instrumental in the establishment of key international academic collaborations for the ITM Group.









## Chairperson's MESSAGE



### MISSION STATEMENT

To provide industry relevant, competitive and professional Management and Information Technology education, training and consultancy, and add value. Inter alia to provide educational opportunities for the economically disadvantaged by providing financial assistance and free education to mould them into contributing citizens of this world.



Dr. Kurt Zadek Lewin, a German-American psychologist, is one of the modern pioneers of social, organizational, and applied psychology. Lewin is often recognized as the "founder of social psychology" and was one of the first researchers to study group dynamics and organizational development.

Dr. Lewin once wrote, "A successful individual typically sets his next goal somewhat but not too much above his last achievement. In this way he steadily raises his level of aspiration."

At ITM Business School, we have imbibed the philosophy of continuous growth, both in terms of the quality of educational inputs and the performance capabilities of our graduates. In 19 years, ITM PGDM graduates have proved their strengths at all levels of organizations.

Through two years of intensive training, practical exposure and research based teaching, ITM students are poised to handle the realities and complexities of high-performance business. Through self-development and visioning, they are primed to accelerate your business processes and drive your organization to the next level.

HR Managers around the country have remarked at the passion and enthusiasm that our students bring with them to the workplace. Our Alumni have only reinforced the reputation of these future leaders, through their impressive organizational performance and personal growth.

**ITM Business School, Navi Mumbai is proud to present the PGDM Placement Batch of 2010-12.**

Best Wishes

**Dr. P.V. Ramana**

Chairperson

ITM Group of Institutions







## Director's MESSAGE

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### Dear Stakeholders,

I take this opportunity to introduce to you the PGDM course offered at ITM Business School.

Our endeavour in designing and implementing this program has been to meet pedagogical requirements with a cutting edge curriculum, ensure class-room delivery through competent and motivated teachers and facilitators, and make our students battle-ready to face the rigours of a tough market place.

This unique program entails a wide gamut of internationally accepted courses. The curriculum is designed keeping in view current market trends, adequately recognizing the skill sets that will help students deliver in an ever-changing environment. The intellectual capital available at ITM provides a challenging environment for the students to sharpen their skills to meet current and future industry requirements.

Our dedicated Placement Cell works all the year round, and helps students with final placements and summer projects. Our pre-placement training program emphasises personality grooming and overall personality development, and the program syllabus revolves around Business Communication, Organisational Behaviour, Business Etiquette and Lifestyle Management.

ITM provides students with different opportunities to gain exposure to organisational culture even as they skill-up on pedagogy. These include engagements with NGOs and the development sector, and extension activities such as seminars, workshops, panel discussions and conferences. ITM also actively forges joint certification programs with corporate and social sector entities.

We recognise the challenges you face in finding the right skill sets that the industry demands and promise to assist you in acquiring the best quality human capital. We seek to work with you towards developing a symbiotic relationship that will help bridge this gap between available skill sets and industry requirements.

I look forward to a long-term association with you and your continuous support in placement and invite you on campus for 2010-2012 batch placements.

With Warm Regards,

**Dr. Ganesh Raja**

Director,  
ITM Business School,  
Kharghar, Navi Mumbai.





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## MILESTONES INSPIRING 20 YEARS

### 20 YEARS ON, LOOKING 20 YEARS AHEAD

ITM Group of Institutes has crossed many milestones, emerged as a highly reputed, globally recognized Business School since its inception in 1991. Our next milestone is to place ourselves among the world's leading management institutions by 2020



Business Today Magazine ranks ITM Business School at 37 among all the Business Schools in India and at 15 on the basis of Admissions and Placements.

The Foundation Stone is laid to commence construction on ITM Business School, Navi Mumbai's flagship campus at Kharghar.

ITM Hyderabad is established as an Executive Education Centre.

ITM Business School Bangalore moves to a new fully residential campus.

TM Business School Warangal is established as a fully residential Graduate School of Business

ITM Business School Chennai is established with the launch of the PGDBA program and the Part-Time MBA Program.



ITM Business School becomes a citizen of Navi Mumbai, moving its Mumbai campus to a spacious new premises in Nerul.

The ITM PGDBA program is formally recognized by AICTE.

ITM Business School Bangalore is established with the launch of the PGDBA program. Part Time MBA Program is launched in Mumbai.

Academic Association Agreement signed with New Hampshire College PGDBA program in Mumbai commences. MS(CIS) program in Mumbai commences.



## 1999

Business Today Magazine rates ITM as the 2<sup>nd</sup> best B-School for Marketing Majors. ITM Business School becomes a member of the elite group of Institutes who participate in the IIM CAT based Admissions System.

## 2000

Business India magazine rates ITM as an "A" grade Business School, putting us in the elite company of the nation's top B-Schools. Student & Faculty Exchange Agreement with ESSCA, a Leading Business School in France & Hungary.

## 2001

Outlook Magazine rates ITM Business School at # 26 overall and at #10 among all institutes started since 1990.

ITM Business School, Navi Mumbai inaugurates its Flagship campus in Kharghar, Navi Mumbai with the blessings of His Holiness Sri Sri Jayendra Saraswati, Shankaracharya of Kanchi Peetham.

ITM Centre, Hyderabad launches the MBA (Pharma & Healthcare Management) program.

## 2002

Business Today Magazine rates ITM Business School at #26 among Indian B-schools and at #12 for Placement and Market Performance.

Rename ITM Center for Development of Leadership and Human Potential to the ITM Global Leadership Center.

The ITM Center for Development of Leadership & Human Potential (CDLHP) commences its groundbreaking Master of International Business program in collaboration with the ESSCA Business School, Hungary. & EDHEC Business School, France. The Center also launched the ITM – BITS Pilani Joint Ph.D program and a specialized MBA in Human Resource Management.

The ITM Institute of Hotel Management and Catering Technology (ITM-IHMCT) was launched with much fanfare, and commenced its Diploma in Hotel Management & Catering Technologies and a one-of-a-kind Bachelors Degree in International Hospitality Management, collaborating with Queen Margaret University College, Scotland.

ITM Chennai commences construction of its new campus in the SIPCOT IT Park in Siruseri, Chennai.

## 2003

Despite sour economic conditions, ITM Business School Mumbai had its best placement season ever, with 100% placement and starting packages ranging from a median of Rs. 3.5 lacs/pa to a high of Rs. 7 lacs/pa! This puts ITM in the same league as the top 10 B-schools in India.

A landmark agreement was forged between ITM and Tongji University, China.

ITM Bangalore acquires a sprawling campus property, through the grace of the Karnataka State Finance Corporation.

## 2004

ITM Institute of Financial Markets, Navi Mumbai, proudly launched India's first ever MBA in Financial Markets, an advanced program that trains candidates in the complex fields of Securities, Forex, Commodities and Derivates trading. A Live Securities Dealing Room, called the ITM Business Simulation Lab, the first of its kind in India, was setup to support this program.

ITM Navi Mumbai is now a proud Extension Center of the National Center for Quality management (NCQM).

## 2005

ITM Business School ranks as the 5<sup>th</sup> Best Business School among MBA aspirants, by Business Today Magazine

ITM CEO School, an advanced training school in Financial Management, Global Business and executive development is launched with a new campus in Vashi, Navi Mumbai

## 2006

The International Institute of Insurance and Finance (IIIF) joins the ITM Group of Institutions. Masters programs in Actuarial Sciences, Insurance and Risk Management are added to ITM's portfolio.

ITM enters into collaboration with Georgia State University's Risk Management Institute.

## 2007

ITM Executive Education Centre expands its operations across the city of Mumbai, opening centers in Malad, Churchgate and Matunga.

ITM IFM moves to its new home- a purpose built campus for training in financial markets.

ITM Business School has been Ranked A++ by Business India Sept' 07 issue, ranked 25th by Outlook Sept' 07 issue and ranked 24th by CSR Nov'07 issue.





## 2008

ITM Global Leadership Center gets AICTE approval.

ITM launches the Asia Graduate School of Business in Hyderabad.

Queen Margaret University, Edinburgh has conferred upon Honorary Doctorate of Education upon Prof. P.V. Ramana, Chairman, ITM Group of Institutes for his contribution to Higher Education in India.

## 2009

ITM Global Leadership Center looks South and now offers its International Business PGDM in Chennai too.

Some of India's finest engineers graduate from ITM's newest acquisition, Coastal Institute of Technology & Management in Vishakhapatnam

ITM Executive Education Centre gets the working professionals in the cities of Hyderabad, Chennai & Kolkata back to classrooms through its Flexible Executive Masters Programs

The demand for health workers globally is recognized by ITM, ITM Institute of Health Sciences boosts their training in Mumbai.

ITM's Institute of Hotel Management ties up with Niagara-on-the-lake Culinary School in Canada to groom world-class Master Chef's.

ITM Institute of Financial Markets is granted an AICTE approval in Mumbai.

## 2010

ITM Business School, Hyderabad was established at a brand new campus in Hyderabad

ITM-SIA Business School, Mumbai was established in a new campus located in Dombivali, Mumbai

ITM Business School Bangalore opens its second campus

ITM College of Engineering, Nagpur was launched at a newly built campus under the aegis of DTE, AICTE and RTM Nagpur University

ITM Institute of Hotel Management expanded its footprint with a new campus at Oshiwara, Mumbai

ITM Institute of Fashion Design & Technology, Mumbai was launched in collaboration with Nottingham Trent Univ., MS University Pondicherry and First Media Design School, Singapore

ITM Institute of Health Sciences moved to a new, state-of-the-art campus in New Panvel

## 2011

ITM Partners with Hypercity to launch PGP Retail Management.

ITM signs MOU with Deakin University for a Twinning program in MBA.

ITM Business School, Chennai launched its SIP Program with East Asia Institute of Management, Singapore.







## About the INSTITUTE

“When it comes to anything that's social, whether it's your family, your school, your community, your business or your country, winning is a team sport.”

-Bill Clinton

The Institute for Technology and Management, popularly known as ITM Business School, a premier Management Institute in Navi Mumbai, was established in the year 1991 in academic collaboration with Southern New Hampshire University, Manchester, USA. It was amongst the first private, non-aided business schools in India. ITM is one of the few institutes to be accredited by the National Assessment and Accreditation Council (NAAC) and by the National Board of Accreditation (NBA) of the All India Council for Technical Education (AICTE) with an 'A' rating. In 20 years since its inception, ITM has not only spread its wings across India, but also earned the recognition of several Academic and Industrial Associations.

### Associations & Linkages:

National	
Association of Indian Management Schools	Indian Society for Technical Education
All India Management Association	Madras Management Association
Indian Society of Health Administrators	British Council Libraries
Bangalore Management Association	Indian Society for Training and Development

International	
Southern New Hampshire University, USA	EMI Normandy, France
Queen Margaret University, UK	Georgia State University, USA
Groupe ESSCA, France	University of Reading UK







## Advantage ITM

- Splendid legacy of 'nurturing wealth creators' since 20 years.
- Quality, innovation and Enterprise are the three key principles followed in the pedagogy. The life Style management course, NGO project, financial modeling, Joint certification program with HDFC Bank, certification program in Project Management from PMI and Six Sigma Green Belt certification program, are examples of such outreaches.
- Student driven committees that require management skills to be applied.
- Student base from across the country creating a diverse cultural and technical talent pool.
- Resource pool of research scholars in the campus pursuing PhD programs.
- Strong Alumni base of over 6000+ students.

## Institute Rankings (2010-11)

Agency	Ranking
Business World B-School Survey 2011	26th Rank All-India
Business Today B-School Rankings	32nd Rank All-India
Careers 360 Magazine B-School Survey 2010	36th Rank All-India
CSR GHRDC 2010	6th in Top B - Schools of Excellence
CSR GHRDC 2010	9th in Maharashtra State
NAAC Accreditation	'A' Grade
Eduniversal International Scientific Committee	2 PALMS Certificate – Good Business School with Regional Influence



John Alfre





The only true equalizers in the world are books; the only treasure-house open to all comers is a library; the only wealth which will not decay is knowledge; the only jewel which you can carry beyond the grave is wisdom.

- J. A. Langford

## Library & IT Facilities

ITM is an institutional member of British Council Library, and BMA Library and takes benefits of several institutional libraries on need basis. The Institute encourages research and reference, and the library stays open till late on most days and up to midnight or later during examinations.

- The print collection includes books, periodicals, project reports, working papers and annual reports of major limited companies.
- The electronic resources include audio/video cassettes, CDs/DVDs and online/offline databases such as EBSCO, Harvard Business Review Online, CRISIL Research and EtiG many others.
- The Library is designed to house 50,000 books, over 250 journals and subscribes to 45 specialized journals in different functional areas. ITM firmly believes in the maximal use of Information and Communication Technology in all spheres of its activities.
- Faculty and students extensively use ICT in teaching, learning, research, and allied academic endeavors.
- Two Computer Centre labs, Business Communication Lab, 22 class rooms with full ICT support, two hostel blocks having LAN connection and Wi-Fi amply enrich ITM's academic machinery.





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## FACULTY

The full-time faculty of ITM is a blend of youth and experience with academic excellence and industry practice. The faculty has published research papers on diverse topics in the field of management and provides consulting to the industry. Apart from full-time faculty hundreds of leading professionals from corporate world interact regularly with students as visiting faculty and share their valuable experience.





### **Business Communication**

Prof. Jayanti Banerjee Das  
Prof. Roopam Nitin Gosain

B.A. (English), M.A. (English), M.Phil. (English), EMBA  
B.A., M.A., M.Phil., B.Ed.

### **Corporate Social Initiative**

Ms. Richa Sinha  
Prof. Vandana Tripathi

M.Com. (Business Administration), MBA (HR)  
B.A., M.A., M.Sc.

### **Economics**

Dr. Chandan Singh Adhikari  
Ms. Moutushi Chatterjee  
Prof. Suhas Vinayak Vaishampayan

B.A., M.A., Ph.D.  
B.Sc. (Economics), M.Sc. (Applied Economics)  
B.A. (Eco), M.A. (Eco), M.B.A. (Mkt), B.Ed., LLB (Part 1)

### **Finance**

Prof. Bharat Shah  
Prof. Geetanjali Pinto  
Dr. Prasadarao Mandalemula  
Prof. Priti Mayur Bakshi  
Prof. Samie Syed  
Prof. Suryanarayanan Subramanian

B.Sc., LLM, CAIIB, ICWA, CS  
B.Com., M.Com., CA  
B.Com., M.Com., MBA, Ph.D.  
B.Com., MBA (Fin), MA (Eco), M.Com., NET  
BBA (Honours), MBA (Honours), M.Com., Licentiate in Mechanical Engineering  
B.Tech, M.Tech, MFM

### **Human Resource**

Prof. Ajay Kumar Gupta  
Dr. Charu Shri  
Ms. Preeti Narendra  
Dr. Saritprava Das  
Prof. Shikha Dutta

B.A., M.A. In PPM  
B.Sc. (PCM), MBA, Ph.D., One year Advanced Diploma in Computers  
BA (Economics), MSW (PM&IR)  
B.A., M.A., M. Phil PMIR, Ph.D., JRF / NET Qualified M. Phil  
Bachelor in Management Science, Masters in Management Science, Diploma in Training & Development  
B.A., M.A., M.Phil., LLB, Ph.D.  
BA, B.Ed., Masters in English Literature, MBA, Ph.D.  
BA (Economics), MBA, PGDCA

Dr. Snigdharani Mishra  
Dr. Sonia Munjal  
Prof. Shrimi Shrivastava

### **Information Technology**

Prof. Kalpana S Kumaran  
Prof. Richa Bhandari  
Prof. Soumya Krishna Prakash  
Prof. Sudipto Chakraborty

B.Sc. Computer Science, MCA & ME Computer Science  
B.Sc., PGDBA  
BCA, MPIT, MBA (HR & Finance)  
Bachelor of Computer Science, PGDBM (Marketing), Post graduate diploma in advanced computing  
B.Tech, M.Tech  
B.E. International Business & Marketing  
B.Sc., M.Sc., MMS, Ph.D.

Prof. Tanweer S Khan  
Mr. Tarvinder Singh Randhawa  
Dr. Deepthy Raghavendra

### **Life Style Management**

Prof. Arjun Naik  
Ms. Shrilaja Palur

B.Sc., MBA, LLB, CAIIB, TTC in Yoga, Yoga Therapy Diploma, Advanced Diploma in Yoga  
B.Com, Diploma in Information Systems Management, Diploma in Naturopathy & Natural Living, Diploma in Yogic Education, Diploma in Yoga Therapy, Diploma in Yoga Shikshak, Diploma in Foundation of Yoga



**Marketing**

Prof. Arun Sharma  
Prof. Arun Kumar Saxena  
Dr. Ashok Kumar Dasbiswas

Dr. Ganesh Raja  
Prof Prachi Gupta  
Prof. Pratish Srivastav  
Ms. Sakina Patanwalla  
Dr. Sangeeta Trott  
Dr. Shelja Jose Kuruvilla  
Prof. Veni Manikantan Nair  
Prof. Vidya Iyer

B.Tech. (Electronics & Communication), MBA(Marketing)  
B.E. (Civil), MBA(Marketing)  
B.Sc., Associateship examination of Institution of Chemist (India): PG Diploma equiv. to M.Sc.(Chem.), Ph.D., Advanced Diploma in Management Research  
B.Com., Masters in Marketing Management, Ph.D.  
BA (Economics), MA(Economics), MBA(Mktg.)  
B.Com, PGPRM in Retail Management  
B.Sc.(Zoology), MBA-Retail Management and Marketing, Pursuing Ph.D.  
B.Com., M.Com, MBA, Ph.D., Net Qualified, SLET  
BA, MBA, Ph.D.,UGC-NET  
BA (English Language & Literature), MBA (Marketing), MA (English Literature), Pursuing Ph.D.  
B.Com., M.Com., PG Diploma in Marketing Management

**Operations & Supply Chain Management**

Prof. Ankush Deepak Guha  
  
Prof. Pradip C Tungare  
Prof Sachin Khare  
Prof. Venkata Ramana Murty Baru

Bachelors in Philosophy, Master of Commerce & Master of Logistics Management, IICL Licensed Reefer Surveyor, Carrier Transcold Certified  
B.Chem (Engg.), MMS  
B.E.(Electrical), PGDBA(Marketing)  
B.E. (Mech), M.Tech. (Mech)

**Operations & Marketing**

Dr. Ankush Sharma

B.E.(Industrial & Production), MBA(Marketing), Ph.D.

**Operations, Supply Chain & Marketing**

Dr. Vinod V Sople

B.E.(Mech), MBA, Ph.D.

**Quantitative Techniques**

Prof. Joginder Kumar Nanda  
Prof. Neena Omprakash Nanda

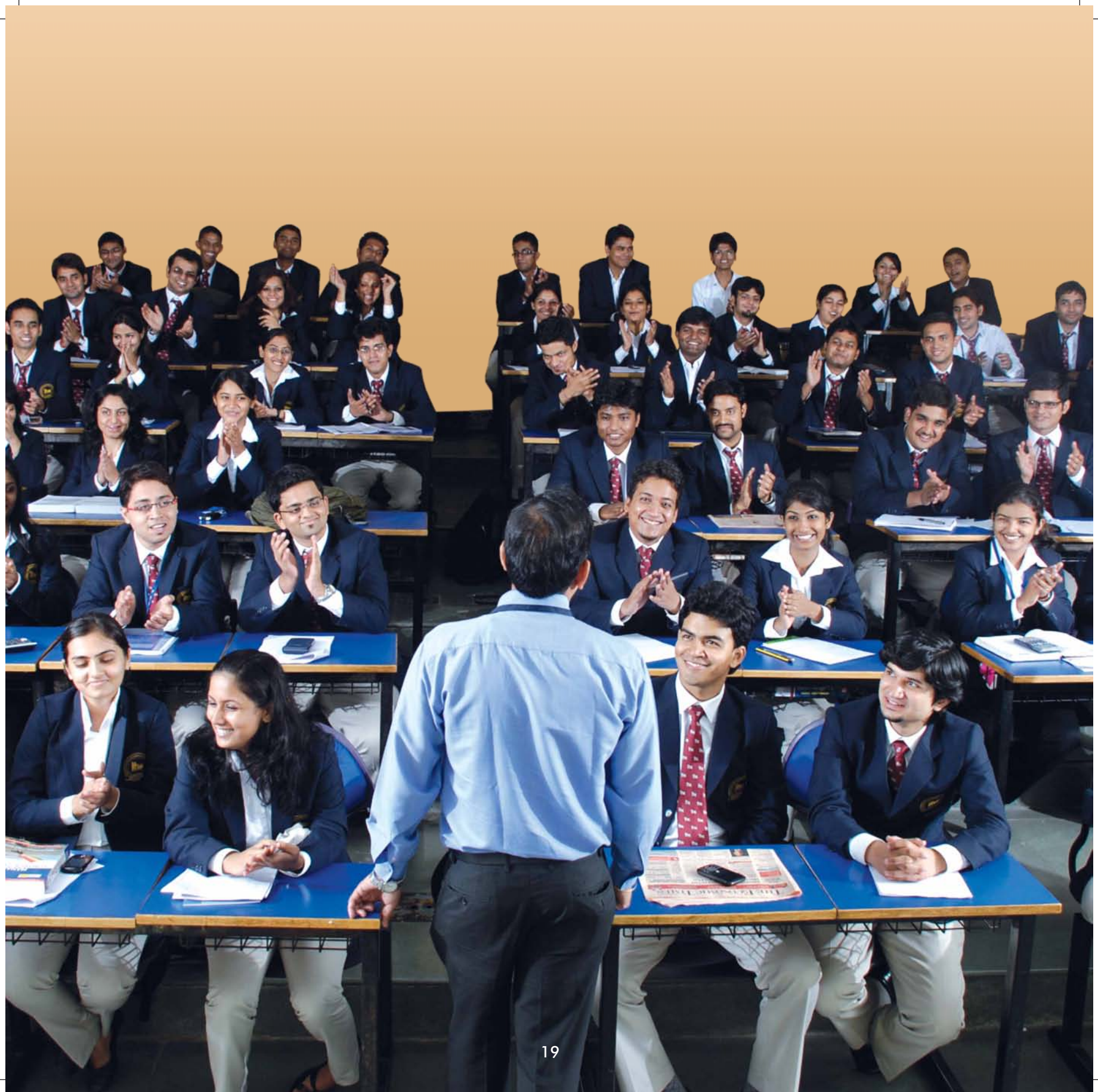
B.Tech, PGDBM  
B.Com., M.Com., MHRDM

**Quantitative Techniques & Finance**

Prof. Sanjay Sinha

B.Sc., MBA, M.Sc., M Phil, Adv. Dip in Fin. Mgmt.,, Diploma in RDBMS, Cert in Capital Mkts, Regulation and compliance







## Student ACTIVITIES

“The lessons we learn outside the classroom are equally if not more important than the ones we learn inside. I can't emphasize this enough. We learn how to live life, the most important lesson of all.”

The concept of learning beyond the classroom is an integral part of student life at ITM. Students are encouraged to lead a balanced life and participate in a host of extra-curricular activities. Whether it is organizing a seminar on an emerging business trend, hosting cultural events or forming a special interest group, ITM provides students a platform to truly express themselves, think, plan and manage various activities through 'UTKARSH'. Unleashing the Knowledge and Reaching to Starry Heights, is a unique endeavor at ITM to bring about all round development of students personality.

### Academic Committee

This committee looks after various curriculums related activities like case study discussions, Quiz, Book Reviews. It also coordinates syllabus revision on behalf of student fraternity and suggests the same to the dean academics. The committee serves as a forum that involves suggesting collaboration and coordination among and between academic schools, various certification programs to the dean academics.

### External competition and event Committee (ECEC)

The ECEC looks after the various events and seminars being conducted all over India and keeps the students well informed

about the happenings at different B-Schools all over India. This takes the responsibility of inviting different dignitaries and student fraternity for various in house events which facilitates in knowledge sharing and networking.

### Public Relations and Brand Management Committee (PRBMC)

The PRBMC is a collection of the best marketing acumen of the college working in unison towards the enhancement of the brand strength of ITM. PRBMC maintains strong relations with media too showcase ITMs activities through print, online and electronic media. All the events organized in-house are promoted by PRBMC. It also takes the

responsibility of publishing the various institutes' magazines like Horizon, Pulse, etc...

### Career Guidance & Placement Team (CGPT)

The CGPT coordinates and manages the placement drive at ITM. The committee aims towards identifying the employee needs of the Corporate and matching them with the credentials of the students at ITM, through a series of planned processes, communications and activities. Understanding the significance of using the right aptitude and Knowledge skill-sets for the right task, the CGPT at ITM seeks to provide corporate and students the best opportunities and a conducive environment for selection process.



### Cultural Committee

The Cultural Committee provides ITM students with their share of fun and recreation in those few moments of leisure time that the students are entitled to in their busy schedule. The committee organizes such as SpicMacy, Teachers day, Frisson, and other cultural activities during various events.

### Alumni Committee (AC)

The synergy and harmony experienced by the students at ITM extends beyond the two years that they spend here. The Institute promotes this synergy beyond the campus through Alumni Committee. The AC acts as the bridge between its strong alumni network and the Institute by organizing regular meets and promoting alumni interactions at various levels thereby strengthening the bond of the ITM fraternity, and promoting brand ITM in the business world environment.

### Study Forum

Study forums have been

Formed at ITM with a view to engage the students and the faculty members in a particular functional area to plan and organize various curricular and co-curricular activities by interfacing with industry interactions. Finance, HR, Marketing, Operations & Retail are few forums in respective fields.

### Finance Forum

This is an initiative taken by Finance by Finance department of ITM so as to increase their strategic knowledge in the area of Finance. The Forum invites professionals from corporate houses, Alumni and Guest faculties so as to provide students with better exposure to the external world.

### HR Forum

The HR forum is formed with the basic idea of creating a platform for young and dynamic potential HR managers of ITM to showcase their talent through various activities like role plays, debate competition, business quiz, etc... The flagship event of the HR department is the HR Conference held in the month of December every year.

### Marketing Forum

'Ma-Cr-Inno' (Marketing, Creativity & Innovation) is an initiative by ITM for students to indulge in interesting marketing games and events. Through this forum various activities like 'Maverick', 'Junk Marketing', 'Ad-Mad', etc... are organized by the students. The main objective of the forum is to encourage students to read various resource materials beyond text books and thereby broaden their information spectrum in the area of marketing.

### Operations Forum

'Genesis' a forum initiated by operations department of ITM focuses on learning through various industrial visits, conferences, workshops and gives importance to certification courses like Six-Sigma Green Belt and Project Management. The biggest challenge for this forum is to establish the creative and dynamic business leaders from ITM who would be the role model in Operations world of the 21st century. The flagship event of this forum is the Supply Chain Colloquium.



## Social RESPONSIBILITY

“

Social responsibility is the cornerstone of the Institute's foundation. The NGO/CSR Project is an important component of ITM's Post Graduate Programme that enhances field based experiential learning.

This Programme enables students to sensitize the students to the problems in the development sector. Working with and contributing to the management of NGOs, the students develop new perspectives with respect to the role of business in society.

”

Few organizations where ITM students pursued their NGO/CSR projects are.

- Akshara Foundation
- CORP Mumbai
- CRY
- Dignity Foundation
- Each One Teach One Foundation
- Forum for Autism
- Green peace
- Habitat for Humanity
- Helpage India
- Harmony for Silvers Foundation
- IDF Mumbai
- International resource for fairer Trade
- IDA India
- ISKCON Food Relief Foundation
- MESCO
- Mumbai Mobile Creches
- Oasis India
- PN Singh Foundation
- PACT
- Slum Rehabilitation Society
- TISS
- Think Foundation
- Touching Lives
- United Way of Mumbai
- Wockhardt Foundation
- World Children Welfare Trust





## INDUSTRY INTERACTION & Interface,

“

Industry Interaction & Interface, a critical component of the Campus Relationship Programme, strives to keep the faculty and students regularly engaged with the industry.

”

Dr. Shirang Joshi, Trainer for Dun & Brad Street and a Technical Analyst rendered interesting talk on “Technical Analysis & Psychology of Trading” in December 2010. He is a psychiatrist with 20 years’ experience, Technical Analyst since 8 years and a Trainer at various prestigious B-Schools like FMS, XLRI, etc...

Mr. Abhishek Bisen, ITMs distinguished alumnus and currently Fund Manager (Debt), at Kotak Mahindra Asset Management Co. Ltd. Addressed the ITM students and Faculty on Structure of Financial Markets (Debt Markets) on February 5, 2011.

Capt. Dinesh Gautama - Vice Chairman Container Shipping Lines Association, Mr. Shankar Chatterjee - Managing Director Bertling India Logistics & South Asia, Mr. B.R. Jayaraman - Director General – Indian Institute of Materials Management, Mr. Shankar Jadhav - CEO, Tara Health Foods, Prof. Hendrik Lohse - Professor of Logistics at E.M. Normandy Business School, France, Mr. Arloph Vieira – Management Consultant. Mr. Pradeep Dubey – GM –

Snowman Frozen Foods Ltd (A Gateway, Mitsubishi Venture)

Mr. Sanjay Gupta - Joint President, Ambuja Cement Limited had an interactive session with students on “Learnings from Supply Chain Management Practices” which was a part of the Supply Chain Colloquium held on February 19, 2011.

Mr. Mohan Gopinath, Sr. Vice President - Zee TV, Mr. Prashant Kulkarni (Media & Advertising) – TOI, Syed Aleemuddin, Sr. Manager – Tata Motors have participated in an interactive session on Career Opportunities in the field of Marketing on March 5, 2011.

Mr. S. S. Bhandare, Mr. Hitesh Gajaria, Mr. Parind Mehta, Mr. Haresh Soneji of Forum of Free Enterprise has participated in a discussion session on ‘The Union Budget of 2011’ held on March 5, 2011.

Mr. Mahesh Ranade – Vice President Operations, Reliance BPO interacted with ITM students on Career Path/Growth & General trends in Telecom industry on April 1, 2011.



## Centers of EXCELLENCE

"Students learn what they care about..." Stanford Erickson has said, but Goethe knew something else: "In all things we learn only from those we love." Add to that Emerson's declaration: "the secret of education lies in respecting the pupil." and we have a formula something like this: "Students learn what they care about, from people they care about and who, they know, care about them..."

-Barbara Harrell Carson, 1996,  
Thirty Years of Stories

### Center for Supply Chain and Logistics Research (CSCLR)

ITM – Center for Supply Chain and Logistics Research is an initiative by ITM faculty from Operations, Marketing, Information Technology and Economics with common interests in the design, operation & economics of supply chains and research thereof. The center has the following objectives:

- To provide a research platform to academicians and industry practitioners.
- To provide a forum for discussion and dissemination of ideas through publications.
- To organize regular seminars, workshops, colloquiums and conferences.
- To collaborate with industry through industry sponsored projects and faculty consulting.
- To enhance educational programs and industry outreach through short courses, degree certificates and possibly a new degree.

### International Conference on Service Quality Management (August 2011)

- The aim of the International conference on Quality Management practices jointly hosted by ITM & NCQM is to bring all the practitioners and academicians for sharing of knowledge and best practices to achieve excellence.
- The conference, focusing on vital subject of Quality Management and its application to provide vital Competitive edge in the current ruthless competition, has received wide acceptability worldwide.
- Corporate presentations and Panel discussions on the Future of Quality Management Practices are the highlight of 2 day International event.
- An exhibition featuring books & journals on Quality Management and related topics were the highlight of our earlier successful and industry acclaimed conferences held in August 2007 and February 2009.

#### Center for Management Development (CMD)

CMD combines the art and science of delivering affective solutions to organizations. The CMD is actively involved in all functional areas of management field. The center has the following objectives:

- To improve management systems and practices in India and other countries in South Asian Region by providing relevant training to the executives of different sectors of the economy operating at different levels in the organizational hierarchy.
- To offer unique programs and use standard modules wherever necessary to suit the business and developmental needs of client organizations.

### Developing Responsible Corporate Citizen (DRCC)

The main objective of this center is to engage students in organizing and managing various extra-curricular and co-course activities by joining various UTKARSH (Unleashing the Knowledge and Reaching to Starry Heights). The following are the few activities covered under this:



- Guest Lectures
- Business Simulation Labs
- Business Quiz
- Business Plan
- Industry Visits
- Cultural Activities
- Sports Activities
- Alumni Interface

#### **Some of the key Learnings are:**

- Learning Management by doing.
- Strengthen individuals Emotional and Intellectual Quotient.

#### **NEN Incubation Center**

ITM has set-up this center with an aim of holding budding entrepreneurs and early stage ventures to become sustainable entrepreneurship. The center lends support to the entire ITM Community having innovative business ideas at near commercialization stage. The center will be glad to provide the following support system to our incubates:

**Office Facilities:** Furnished Office, Personal Computers, Printer, Telecom Facilities, Internet Connectivity.

**Shared Resources:** Servers, Software Tools, Meeting & Conference rooms equipped with projection facility, Library, Access to Prowess, Ebscohost etc.

**Business Network Support:** Mentoring support, Access to professionals with Legal, Financial, Accounting & Industrial expertise, Showcasing events for exhibition of Products & Services, Networking Events to facilitate interaction with Investors & Industries.

**Ecosystem:** Sees Fund Support, Proximity to technical & management expertise across ITM centers, advantage of student talents at ITM, Pre incubation support.





## Distinguished Alumni

“

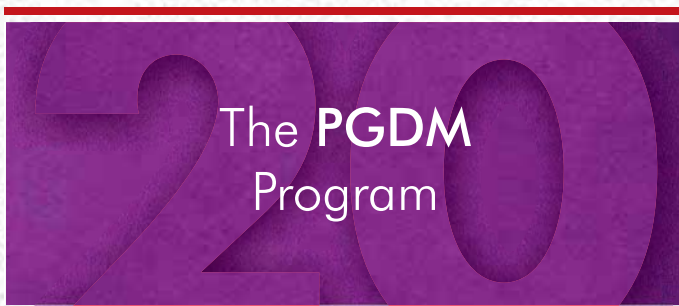
I didn't finish college, which is really weird because they awarded me the Alumni of Distinction recently.

- Joely Fisher

”

Batch	Name	Organization	Designation
1991-1993	Mrs. Anjali Pethe	Citi Bank	VP - Commercial Bank
1991-1993	Mr. Bharat Parekh	Bank of America, Merrilynch	MD
1991-1993	Mr. Harsh Joshi	Motilal Oswal	Sr. VP- Retail Broking
1992-1994	Mr. Keyur Shah	World Gold Council	Director
1993-1995	Mr. Ajit Chandgude	Yes Bank	Country Head-Commercial banking
1993-1995	Mr. Gaurav Dhawan	Times Now	VP-National Head
1993-1995	Mr. Sameer Kamdar	ASK Investments	CEO & Managing Partner
1993-1995	Mr. Shabbir Mala	JP Morgan Chase	VP-National Head
1993-1995	Mr. Srikanth Sarathy	The Walt Disney Company	Director Marketing
1993-1995	Mr. Sunjoy Dhawan	Otis India Ltd	Head HR
1994-1996	Mr. Kasturirangan Parameswaran	E-Map	Country Head
1994-1996	Mrs. Latika Kundu	MCX-SX	Head - Market Operations
1994-1996	Mr. Prashant Shah	Morgan Stanley	VP
1994-1996	Mr. Pulin Shroff	Charak Pharma	MD
1994-1996	Mr. Rahul Vira	Gili India Ltd.	CEO
1994-1996	Mr. Ranjan Narayan	ViacomTV18	CFO
1996-1998	Mr. Anil Shukla	Volkswagen Group	Head HR
1996-1998	Mr. Umesh Ranglani	Rhombus	CEO-Director
1998-2000	Shilpi Jaiswal	Mckinsey	Head - HR
2000-2002	Mr. Ajay Jhunjhunwala	Angel Broking	AVP-HR
2000-2002	Mr. Tanveer Monga	Kotak Wealth Mgmt	Associate VP





“

ITM's PGDM program is accredited by the National Board of Accreditation (NBA), India and approved by the All India Council for Technical Education (AICTE). With over two decades of experience, ITM has always been innovative in its approach to management education. It has been updating its curriculum and program structure to incorporate the constant evolution of new thoughts and practices in management, as well as to address the emerging needs of the industry. The second year of the academic curriculum reinforces the strong foundations set in the first year. The wide spectrum of courses endeavors to cater to all spheres of managerial learning and strive to equip the leaders of tomorrow with knowledge and its applicability.

”

## Curriculum (First Year)

### Term - 1

Managerial Economics  
Financial Accounting and Analysis  
Business and Technical Communication – 1  
Principles and Practices of Management  
IT Applications for Business  
Quantitative Techniques for Managerial Decision Making – Paper 1  
Life Style Management – 1  
Introduction to Cost Accounting

### Term - 2

Macro Economics and Business Environment  
Financial Management – 1  
Business and Technical Communication – 2  
Marketing Management – 1  
Human Resource Management – 1  
Quantitative Techniques for Managerial Decision Making – Paper 2  
Life Style Management – 2  
Management Accounting  
Production and Operations Management

### Term - 3

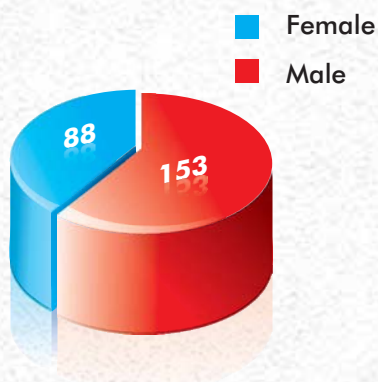
Research Methodology  
Financial Management – 2  
Business and Technical Communication – 3  
Marketing Management – 2  
Human Resource Management – 2  
Management Information System  
Life Style Management – 3  
Management Control System  
EPR, SCM and CRM

- Two year full time program divided into 6 terms with 38 subjects and 3 project works providing fundamental knowledge and practical perspective.
- Centres for Excellence like Centre for Supply Chain and Logistics Research, National Centre for Quality Management, Centre for Social Initiatives and Centre for Case writing.
- Student input and involvement in curriculum development by having student course coordinators and robust feedback system.
- Help students learn about management techniques, understand their capabilities, dynamics of organizational functioning and environment changes and arrive at decision making process through the “UTKARSH” and “Study Forum” student committees.
- Produce entrepreneurial managers engaged in various academic pursuits to help students become thinking individuals through the NEN “E” cell exercise.
- Sensitize students about value based education, societal needs and well-being through Life style management course and NGO internship.

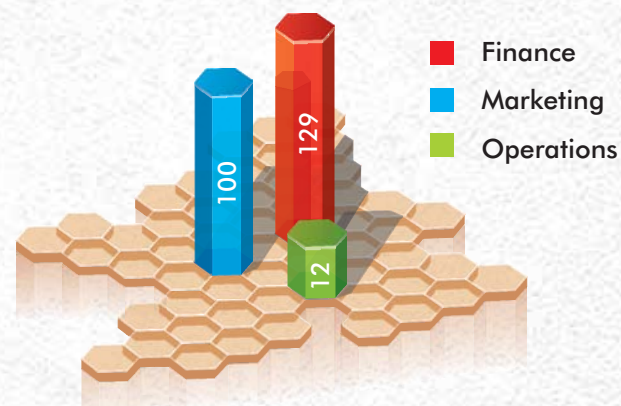


## Total Strength 241

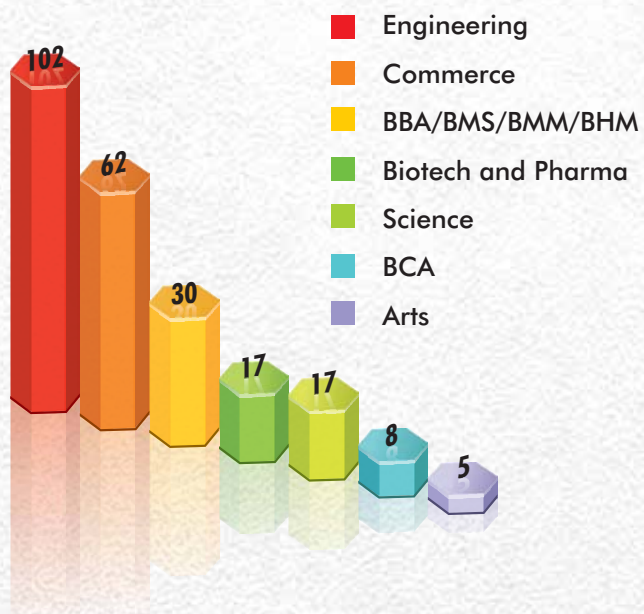
## Gender Break up



## Major Specialization



## Qualification

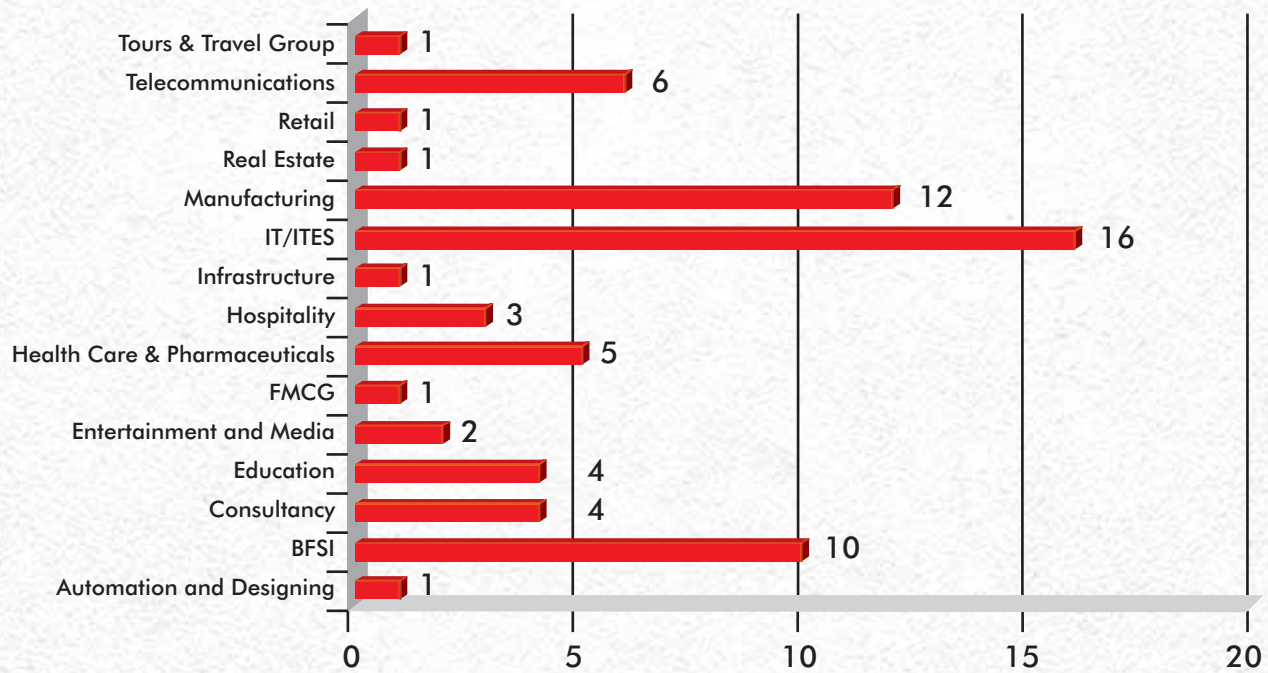


## Work Experience in Months

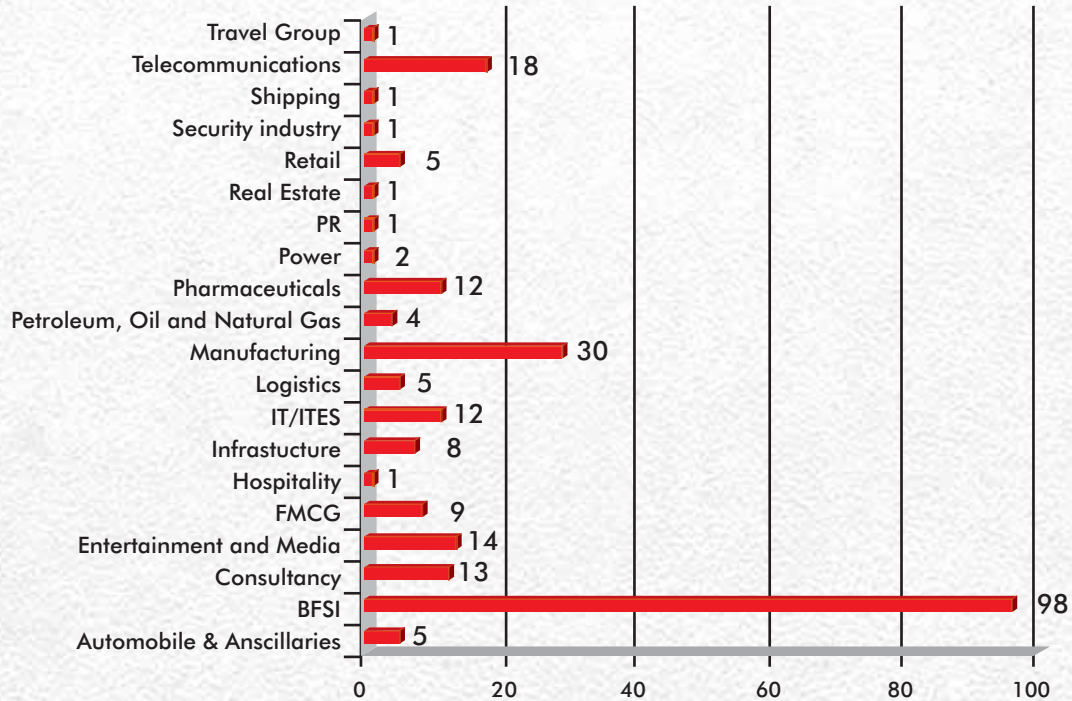




### Work Experience Industry



### Sip Industry





## Placements at ITM



**Prof. Arun Saxena**  
Placement Coordinator  
9820521596  
arunkumars@itm.edu

The Career Guidance and Placement Team (CGPT) consisting of the Director, Placement officers and student members are responsible for managing the complete placement process in Campus. The team liaises with the corporate with regards to meetings, discussions, negotiations, invitation and final selection of students to ensure that it is a win-win situation for all the stakeholders involved in this process.

### Placement process:

1. Company sends intimation to CGPT on visiting the campus for recruitments.
2. CGPT communicates the dates for campus visit to the company as per mutual convenience.
3. Company makes a pre-placement presentation (PPT) to provide an opportunity to the students to seek clarity on the profile of the company, position offered, remuneration package and other relevant information.
4. Company conducts selection process for interested candidates and conveys the final result to CGPT.
5. The selection process could be undertaken by the company either in campus or off campus.

### Placement season

Lateral Placements (Batch – 2010-12) – September 2011 onwards  
Final Placements (Batch – 2010-12) – September 2011 onwards





**Ms. Namrata Ashok**  
Relationship manager -  
Placements  
9920478720  
namrata@itm.edu



**Ms. Supriya Bhambri**  
Relationship manager -  
Placements  
9819817289  
supriyab@itm.edu



**Ms. Purvi Sayer**  
Relationship manager -  
Placements  
9619136767  
purvis@itm.edu



**Ms. Mandeep Kaur  
Bhagtana**  
Relationship manager -  
Placements  
9004599164  
mandeepb@itm.edu

### Student Placement Team Leads





## Key Recruiters at ITM

123 GREETINGS  
3M INDIA LTD  
ABEC LTD  
ADANI GROUP  
ADITYA BIRLA MONEY  
AFL LTD  
AIRCEL LTD  
ALCATEL LUCENT  
ALKYL AMINES LTD  
ALLAHABAD BANK  
ALLIED DIGITAL LTD  
AMERICAN EXPRESS  
ANAND RATHI  
ANDHRA BANK  
AQUA LOGISTICS LTD  
ASHOK LEYLAND LTD  
ASIAN PAINTS  
AT HOME – DIVISION OF NEEL KAMAL  
AVALON GLOBAL RESEARCH  
AXIS BANK  
BAJAJ ALLIANZ INSURANCE LTD  
BALAJI TELEFILMS LTD  
BANK OF AMERICA  
BANK OF BAHRAIN & KUWAIT  
BANK OF BARODA  
BANK OF NEWYORK  
BARCLAYS BANK  
BATA INDIA LTD  
BERGER PAINTS  
BHARTI AIRTEL LTD  
BLUESTAR  
BOMBAY DYEING  
CAPGEMINI  
CEDENCE ANALYTICS  
CIPLA  
CITI BANK  
COGNIZANT TECHNOLOGIES  
COLLIERS INTERNATIONAL  
CONJOIN GROUP  
DAINIK BHASKAR  
PIRAMAL HEALTHCARE  
PLANET M  
POINT BLANK  
RADIO MIRCHI  
RECKIT BENCKISER  
REDINGTON  
RELIANCE CAPITAL  
RELIANCE DIGITAL  
RELIANCE MONEY  
RELIANCE RETAIL  
RELIANCE INDUSTRIES LTD  
SAHARA AMC  
SBI GENERAL INSURANCE  
SHALINA HEALTHCARE  
SIEMENS  
DARASHAW

DECCAN 360  
DELLOITE  
DEUTSCHE BANK  
DEVELOPMENT CREDIT BANK  
DIESEL – A TATA GROUP  
DNA  
DOW CORNING  
DTDC  
DUN & BRADSTREET  
EDELWEISS CAPITAL  
ELI LILLY  
EMA PARTNERS  
EMAP GROUP  
ERNST & YOUNG  
EUREKA FORBES  
EZEEDO  
FCB ULKA  
FEDEX  
FIREPRO SOLUTIONS LTD  
FIRST GLOBAL SECURITIES  
FIRST SOURCE  
GLOBAL SOURCES  
GOOGLE  
GRAINGER GLOBAL  
GREY MATTER  
GROUP M  
GTL LTD  
HANSA RESEARCH  
HAVELLS  
HCL INFOSYSTEM  
HCL TECHNOLOGIES  
HDFC AMC  
HDFC BANK  
HINDUSTAN COCO COLA  
HINDUSTAN PENCILS PVT. LTD  
HINDWARE  
HSBC BANK  
HT MEDIA  
HYPERCITY  
SIYARAM  
SMOLLAN GROUP  
SPENCERS GROUP  
SMOLLAN GROUP  
SPENCERS GROUP  
SPICE GLOBAL  
STATE BANK OF INDIA  
SUTHERLAND GLOBAL  
TALLY SOLUTIONS  
TATA AIG  
TATA AUTO COMPONENT  
TATA COMMUNICATION  
TATA CONSULTING SERVICES  
TATA HOUSING DEVELOPMENT  
CORPORATION  
TATA TELESERVICES  
ICICI BANK LTD

I MARITIME  
ICRA ONLINE  
IDBI BANK  
IDEA CELLULAR  
IDG MEDIA  
INDIABULLS REAL ESTATE  
INDIABULLS SECURITIES  
INDIAN OVERSEAS BANK  
INDUSIND BANK  
INFO EDGE INDIA LTD  
ING VVSYA  
INGRAM MICRO  
INSTA  
ISPAT LTD  
ISS GLOBAL  
ITC LTD  
J P MORGAN  
JINDAL STEEL AND POWER LTD.  
JOHNSON CONTROLS  
JULIET APPARELS LTD  
K SERA SERA  
KALPTARU POWER  
KALPTARU REAL ESTATE  
KFC  
KOTAK BANK LTD  
KPMG  
L & T INFOTECH  
LEXI PENS  
MADURA GARMENTS  
MAERSK  
MAHINDRA FINANCE  
NETWORK 18  
NITIN FIRE LTD  
NOMURA  
NRB BEARINGS  
PANTALOON  
PAPER PRODUCTS LTD  
PARLE AGRO  
PEARSON EDUCATION  
PERCEPT HOLDINGS  
THE LEELA  
THE NIELSEN COMPANY  
THE SOUTH INDIAN BANK  
THE TIMES OF INDIA  
TIMES BUSINESS SOLUTION  
TRANSPARENT VALUE  
TRANSWORLD GROUP OF COMPANIES  
UNION BANK OF INDIA LTD  
VALEO MINDA  
VFS GLOBAL  
VIDEOCON INTERNATIONAL  
VIDYUT METALLICS LTD  
VODAFONE  
VOLKSWAGEN



## Notes



## Notes



## Notes



## Notes