

INVIGORATING

*Distinguished Dreams
Innovative Ideas
Impressionable Minds*



Centre for Management Studies
NALSAR University, Hyderabad

MBA Placement 2015



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Vice-Chancellor's *Message*



*Creating thought leaders ...
ability to innovatively leverage the opportunities
arising with the advent of fast changing technologies.*

Prof. Faizan Mustafa
Vice-Chancellor, NALSAR University

NALSAR University of law, Hyderabad, is a premier institution of education in the country. NALSAR has a reputation of producing talented and equipped lawyers for the corporate firms, bar & the bench. In view of the needs of the rapidly and constantly changing business environment, we have initiated a one-of-its-kind MBA course at our Centre for Management Studies (CMS).

The brand equity of NALSAR along with the legacy of learning and the direction of creative and experienced faculty ensure that our students attain understanding and skills in their area of interest be it in law, management or both. Our students display knowledge, ability, capacity to understand and capability to perform so that they are able to operate effectively and efficiently in all sectors of the economy.

CMS, NALSAR aims to nurture global managers and thought leaders who would prove to be a right fit in a fast changing business environment, characterized by uncertainty, complexity and a dynamic socioeconomic, technological and political world. In my opinion, the success of future managers will depend on their ability to respond quickly in uncertain situations & their adaptability in dealing with complex and multicultural global environments. This is a challenge that NALSAR proudly accepts.

With best wishes.

The NALSAR MBA program is a unique venture, involving major specializations in Financial Services & Capital Markets, Marketing Management, Human Resource Management, Innovation and Sustainability Management, Court Management and Corporate Governance. The program is characterized by cutting edge course structures, innovative pedagogy, live projects, intensive and intensive lab work together with hands on internship programs.

NALSAR is dedicated to the training of budding lawyers and managers with uncompromising standards of excellence in the service of legal system and for the society as a whole. NALSAR has therefore taken the initiative to introduce an integrated management programme through CMS with an intention to ignite and nurture the spirit of enquiry and encourage the urge for excellence.

Prof. Vijender Kumar



Message from the Head of Centre for Management Studies

I am pleased to write for the first placement brochure of Centre of Management Students (CMS), NALSAR. As you navigate through the pages of this brochure you will find bright minds with diverse experiences, exposures and specializations. NALSAR as a progressive learning university has a credible and sustained reputation in the country for producing responsible citizens of tomorrow in the field of legal education. Unique pedagogical and application oriented approach has been a cornerstone of our learning methodology. MBA at Centre for Management Studies has leveraged upon this strength and has nurtured the young brains to take on the challenges of corporate world competitively. Team at CMS has worked tirelessly with these bright minds to meet the ever increasing and challenging landscape of modern businesses.

I can place this before you with a great degree of conviction that our students will meet your expectations in terms of knowledge, skills, commitment and discipline coupled with impeccable value and integrity. On behalf of the entire team at Centre for Management Studies I invite you for the On-Campus placement programme – 2014 for the MBA Class of 2013-2015. Welcome!



Dr. Pinaki Nandan Pattnaik

About



NALSAR

Nestled in a serene atmosphere in the outskirts of Hyderabad, NALSAR University of Law was established by an Act of the State Legislature as a fully residential national law university, a centre of excellence, offering an integrated five-year law course. Arguably the best law school in the country, the rigorous academic programmes offered by NALSAR is a blend of the Socratic lecture method, electives, seminar groups, clinics and academia-industry interaction. NALSAR offers students a unique interdisciplinary learning experience where the focus is not only on traditional subjects but also on myriad social science and management subjects at the cutting edge of academic innovation.

As the business world has become more complex with borderless trade, business leaders of today must be able to integrate financial, legal, political and cultural issues like never before and yet operate within the permitted legal environment. There is an obvious need for people with advanced training in the law and business management and there is no better place in India to study business and law than NALSAR.

Our M.B.A. Program, initiated by Centre for Management Studies (CMS) is a truly innovative program in India as no other university or institution offers such a program. CMS, NALSAR in this context, plays a pioneering role in offering need of the hour specializations like Innovation & Sustainability, Corporate Governance, Business Regulations & Court Management in addition to the functional domains like Finance, Marketing & Human Resources Management to produce graduates with necessary managerial skills and requisite legal acumen. CMS has been successful in introducing the future managers to the dynamic legal environment to frame and design the strategic business policies enabling them to overcome the impediments that crop up in the day-to-day operations of the business.



CENTRE FOR MANAGEMENT STUDIES

About CMS

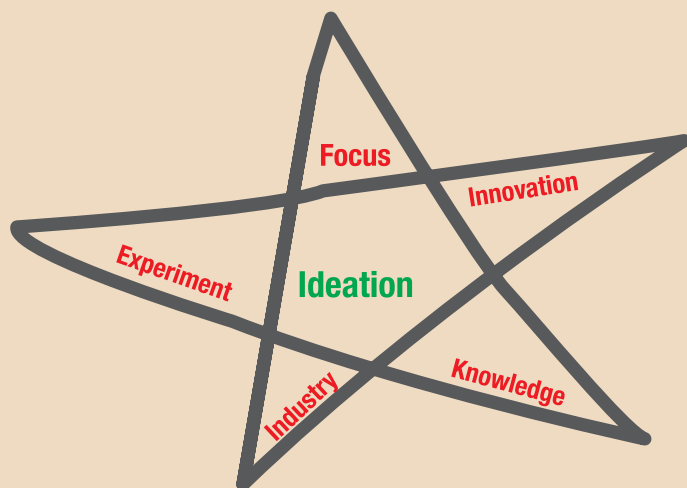
NALSAR University of Law has already carved a niche for itself in the arena of Legal and Judicial Studies. Under the auspices of the same management, Centre for Management Studies was formed in the year 2013 with an unparalleled and unprecedented scholastic approach. Centre for Management Studies (CMS) delivers much more than the regular 'MBA' curriculum- a comprehensively-structured confluence of Management and Law scholastics which give CMSites a cutting edge above the rest. It is because of these facts, despite the Centre and its students being at their incipient stages, the value that CMSites offer is no way inferior to others.

We at CMS believe that with our kind of multi-disciplinary approach, amidst such a rigorous routine the students will prove to be an indispensable part of any organization they join. CMS, NALSAR aims to nurture global managers who would prove to be a right fit in a fast changing business environment, characterized by uncertainty, complexity and speed of socioeconomic, technological and political changes. The success of future managers will depend on their ability to respond quickly in uncertain situations, their adaptability in dealing with complex and multicultural global environments and their ability to innovatively leverage the opportunities arising with the advent of fast changing technologies. This is a challenge that NALSAR proudly accepts. NALSAR aims to set the highest benchmarks in the area of management and law.

INFRASTRUCTURE



Traditionally, students of management had functional options like finance, marketing, human resource management etc. but times have changed. Today many new areas of studies have been developed, for instance, in entrepreneurship, family businesses, agribusiness etc. At present, CMS is offering specializations in Finance, Marketing, HR, Innovation & Sustainability Management, Corporate Governance, and Court Management. All of these have huge potential waiting to be explored by the management students.



Our Modus Operandi

The innovative teaching methodology includes the case study method of teaching coupled with extensive industry interaction by means of guest lectures and internships. Through the I-talk lecture series, NALSAR invites leaders from the industry to interact with students and deliberate on latest issues that need attention. For the first time in India, it is NALSAR that has come up with an innovative internship schedule wherein students do 3 internships during their 2 years MBA rather than the usual 1 summer internship.

Again, it is only NALSAR which has an innovative system of learning called the 'Ideation Lab' wherein students are given real time business problems and over a period of time they come up with decisions. Our students undergo a minimum of 700 hours of dedicated critical thinking exercises over the 4 semesters.

Tell me and I forget.
Teach me and I remember.
Involve me and I learn.

-Benjamin Franklin

"...through the Centre for Management Studies, NALSAR has launched some of the most innovative programs like the MBA in Innovation & Sustainability management and Court Management..."

Shri Pranab Mukherjee,
The President of India
Addressing the 12th NALSAR Convocation



Specializations and Elective Basket

Semester One

- Business Economics
- Organizational Behavior
- Accounting For Managers
- Law, Business & Society
- Business & Commercial Contracts
- Company Law- Principles & Practice

Semester Two

- Law of Investment & Securities
- Banking & Insurance
- Marketing Management
- Human Resource Management
- Business Research Methods
- Financial Management

Semesters Three & Four

Students are required to elect five courses. Out of which, three are for Major Specialization and two are for Minor Specializations. In addition to these, six courses are mandatory in the third Semester and three obligatory in the Fourth.

Semester Three- Mandatory Courses

- Information Technology & E-Commerce
- Business Analytics
- Strategic Management I
- Supply-Chain Management
- Operations Research & Operations Management
- Business Etiquette

Semester Four - Mandatory Courses

- International Business
- Strategic Management II
- Bottom of the Pyramid

The Specialization Elective Basket is common for Semester Three and Four.



CORPORATE GOVERNANCE

- Corporate & Social Security Laws
- Corporate Taxation
- Corporate Governance & Business
- Ethics Corporate Restructuring
- Corporate Crimes
- Corporate & Environmental Law
- Consumer Protection and Competition Law
- Corporate & IP Management

FINANCIAL SERVICES AND CAPITAL MARKETS (FS & CM)

- Financial Markets, Institutions & Services
- Financial Risk Management
- Strategic Investment and Financing Decision
- Commercial Banking
- International Financial Management
- Issues of Empirical Management
- Securities Analysis and Portfolio Management
- Mergers, Acquisition and Corporate Restructuring
- Fixed Income Securities
- Financial Technical Analysis
- Introduction of Global Inter-market Analysis
- Business Analysis and Valuation
- Capital Expenditure Planning and Control
- Behavioral Finance
- Commodities Derivatives Market
- Corporate Taxation
- Financial Analysis, Planning and Control
- Financial Modeling Using Excel
- Structured Finance
- Options and Futures
- Risk Management and Insurance

INNOVATION & SUSTAINABILITY MANAGEMENT

- Introduction to Sustainability and Innovation
- National and International Legal Regime
- Governance and Public Policy
- Innovation, Creativity and Technology Management
- Biotechnology Industry, Structure and Strategy
- Business Models and Intellectual Property
- R & D Management
- Sustainable Entrepreneurship and Leadership

MARKETING MANAGEMENT

- Product and Brand Management
- Customer Relationship Management (CRM)
- Consumer Behavior
- Advertisement and Communication Management
- International Marketing
- Marketing Decision Models
- Internet Marketing
- Strategic Marketing
- Marketing Research
- Retail Management
- Rural Marketing
- Sales and Distribution Management
- Social Media Marketing

HUMAN RESOURCE MANAGEMENT

- Management of Change and Organizational Development
- Performance Management and Counseling
- Strategic HRM
- Diversity and Cross Cultural Management

- Organizational Learning & Knowledge Management
- HRD Instrument
- Human Resource Information System (HRIS)
- Competency Mapping and Assessment Centre
- Labor Laws
- Employee Counseling (EC) and Work and life Interface
- Recruitment & Selection
- International Human Resource Management
- Measuring HR

COURT MANAGEMENT

- Justice Theories
- Introduction to Justice Management
- Judicial Process and Court Structure
- Leadership and Justice Delivery System
- Case Flow Management
- Judicial Responsiveness Management
- E-Court Management
- Judicial Reforms

BUSINESS REGULATIONS

- Human Rights and Corporate Social Responsibility
- Family Business and Settlements
- Production Sharing Contracts and Infrastructure Contracts
- Law of Insolvency

Core Faculty

The true infrastructure of any academic institution is its faculty. They form the strongest block in the endeavor to excellence. The faculty at CMS is experienced as well as enthusiastic, selected after a rigorous process. CMS claims of some of the best minds in the business to impart education. Trained & taught at premier nation and international B-schools like IIFT, XIMB, Edward School of Business, University of Saskatchewan, Maastricht University- they bring in a diverse, relevant and up to date syllabi to the classroom for discussion, deliberation and debate.

Prof Pinaki Nandan Pattnaik

MBA (International Business) (University of Saskatchewan, Canada)
MBA (Marketing and Communication) (Maastricht School of Management, Netherlands) Ph.D (National Law University, Odisha)

Prof K. V. S. Sarma

B. Com. (S. V. University); B.L. (S K University);
M.L. (Business Laws) (Andhra University); PhD (Berhampore)

Prof Mahendra Kumar Shukla

B.Tech (G.B.P.U.A.T, Pantnagar); Fellow Programme in Management (Pursuing), Xavier Institute of Management (Bhubaneswar)

Prof M. Manjula Rani

B.Sc (Osmania University); PGD- MBA (IBAM, New Delhi); PG Diploma in Alternate Dispute Resolution (NALSAR); LLB, LLM (Mercantile Law) (Osmania University); CS(Qualified)- ICSI, Ph.D (Pursuing from NALSAR)

Prof Rahul Gandhi Burra

B.Tech (Mechanical Engineering); MNNIT, (Allahabad);
M.B.A. (International Business) IIFT; Ph.D. Management (Pursuing) from Nagpur University; UGC NET qualified.

Prof. Rajesh Kapoor

B.S.L. LL.B., (University of Pune); LL.M.(Kings College London)

Prof. Suryaprakash Misra

B.Com (Symbiosis College of Arts and Commerce, Pune);
M.A. (Economics) (Gokhale Institute of Politics and Economics, Pune)
M.S. (Applied Economics and Experimental Statistics) (Clemson University, USA).

Prof. Sudhanshu Kumar

B.A, LL.B (Hons.) (Chanakya National Law University Patna); LL.M (NALSAR) ;UGC-NET, JRF

Prof. Satyendra Chandra Pandey

MBA, Fellow Programme in Management (Pursuing), Xavier Institute of Management(Bhubaneswar)

Prof. Swapnarag Swain

Bachelor in Occupational Therapy, SVNIRTAR, Ministry of Social Justice and Empowerment; MBA (Marketing & Finance), KIIT University – Gold Medalist for being the best All-rounder; PGDHHM (Hospital Management), Symbiosis (Pune); Ph.D (Pursuing) – Utkal University, Odisha



Prof. Y. Venkata Ramana Murthy

B.B.M; M.B.A; Ph.D from Andhra University; UGC NET qualified

Prof. Irene Kafeza

Ph.D (NALSAR University of Law) National Academy of Legal studies and Research(NALSAR) University of Law, Phd. Candidate, “ Electronic Contracts in India”

Prof. Ajey Sangai

B.A., LL.B. (NALSAR University of Law); LL.M. (Legal Theory) (New York University)

Prof. Anshuman Shukla

B.Sc. (Hons.) (Computer Science); LL.B (University of Delhi)
LL.M. (NALSAR University of Law); UGC NET qualified

Prof. Ashwini Kumar Pendyala

LL.B (Kakaitya University); Post Graduate Diploma in Taxation and Insurance Law (Osmania University, Hyderabad); LL.M (NALSAR) UGC NET.

Prof. Jagteshwar Singh Sohi

BA LL.B (Army Institute of Law, Mohali) ;LL.M (NALSAR)

Prof. Manav Kapur

B.A., L.L.B (Hons.) (NALSAR); LL. M., (New York University School of Law)

Prof. Siddharth Chauhan

B.A., LL.B. (Hons.) (National Law School of India University, Bengaluru)
LL.M. (University of Pennsylvania Law School, Philadelphia)

Prof. Shaik Nazim Ahmed Shafi

B.Com.; P.G.D.I.R.P.M., B.L; LL.M. (Aligarh.); Ph.D(NALSAR)

Adjunct Faculty

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CMS, NALSAR believes in giving the best to its students. When it comes to teaching the emphasis is even more. Apart from the reputed regular faculty, well established and knowledge-intensive academicians and practitioners are called to teach specialized and upcoming courses for enriching the minds of our exuberant students. This arsenal is extensive and dynamic but not limited to the following

Prof Jahar Saha

Former Director IIM (A)

Prof A. Moksha Kalyan Ram

LL.B, CFP, ICWAI

Dr. A V Narsimha Rao

PGDBM, M.A, L.L.M, Ph.D, CAIIB

Prof. A.V Vedupurswar

B.Tech, PGDM, Ph.D

Prof. K.P.C Rao

FCS, FCMA, FIPA (Australia), IMA (USA)

Prof. Laxmi Narain

M.Com, LL.B.(DU), Ph.D

Prof. N Ganapathy

BA(P.E), LL.B

Prof. Pawan Kumar Jain

M.A(Eco), MBA(Finance), LL.B

Dr P.R.K Murti

MBA, M.TECH, Ph.D, LL.M

Prof. P V S Jagan Mohan Rao

M.A, M.Com, LL.B, FCS, FCMA, Ph.D

Prof. Rajukumar Pillay

MBA, M.Sc, M.Phil, Ph.D

Prof. Sailaja Jonnalagadda

MBA,CWA

Prof. Sukhbir Singh

Ph.D

Prof. Suresh Kumar

PGDM / MBA-IIM (Kolkata)

1st HR Conclave

Gender Sensitization At The Workplace: Redefining Corporate Hr Culture

For an organisation to flourish, it is necessary that it stays clear of legal conflicts and disputes. To obtain this objective, organisation need to create human resource policy and practice which is in harmony with the law of the land. Adept human resource managers attain such harmonization by proactively engaging with the law and staying abreast with any legislative changes.

With this thought in mind, the pioneer batch of CMS, organized a two-day Conclave on Human Resource Management. This first HR conclave of the CMS, NALSAR, mapped the importance of sexual harassment prevention, prohibition and redress for creating a conducive work environment in organisation. This obligation is now legally mandated by the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.

Rich with the contributions of brilliant minds from industry, academia, the legal sphere and NGOs, the dialogue was executed through interactive lectures and panel discussions with discussants from different industries, academic institutes, law firms and NGO's. Some of these speakers were-

Hon'ble Shri Justice Y Bhaskar Rao, Lokayukta, Karnataka and Former Chief Justice-Karnataka High Court, Dr. Asit Mohapatra,, Director-HR, Raymond, Ms. Sunita Cherian , Vice-President-HR, Wipro, Mr.Pankaj Dubey , Managing Director, Polaris, Prof. Kalpana Kannabiran ,, Director-Centre for Social Development , Dr. Tanuja Agarwala , Faculty of Management Sstudies, Delhi, Mr. Babu Vittal, Director- HRBP, Flipkart



Clubs & Committees

Different domain specific clubs have been established in CMS, NALSAR to provide platform to the students for applying the theoretical concepts applying theoretical concepts through various activities..

MARK-ED

It aims to create the best marketers and supports the students for their scholastic development. The marketing club is also a platform for interaction between students, veterans of various industries and illustrious academicians. The marketing club looks after the branding, event managing, strategy development and planning of different activities that are held at CMS, NALSAR. It is marked for excellence in Marketing, Strategic Development, Deployment and Analysis.

NALFIN:

The NALSAR Finance Club imparts traditional and non-traditional concepts of finance. The club conducts seminars and researches on banking, economy, trade and policies. The students are encouraged to take active participation in all the activities. The club is in constant interaction with the elite finance experts, which gives the students a push to conquer the insurmountable. The finance club is also responsible for resource planning, budgeting and resource allocation of CMS, NALSAR.



NALHR:

The Human Resource Club's motto is to create awareness in the students about the Human Resource function. The club works diligently in establishing a connection between students, professionals and the eminent managers across the globe. It employs different methods and deploys the right human instruments to get the best out of the CMSITES.

INNOVATIO:

This club is instrumental in generating ideas extraordinaire. The club organizes talks by eminent "innovationists", conducts market assessment of new and upcoming technologies, tests various models to evaluate processes to identify or infuse innovations, keeps an active eye out for sustainable solutions that can be adopted for lasting growth. The club welcomes ideas that are coupled with sustenance with open hands.

NALCORP:

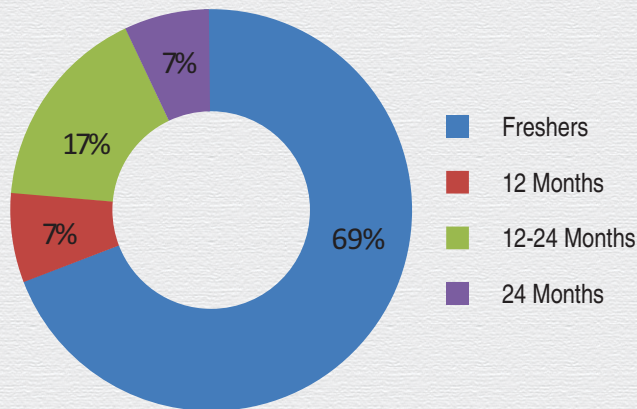
The club is instrumental in imparting knowledge about corporate governance practices of modern corporations. That is, the club emphasizes on the issues such as mitigation of the conflicts of interests between stake holders, policy making, customs, laws and institutions. For the better understanding of the wondrous subject, distinguished corporate law experts are invited for delivering lectures.

All these clubs work closely with the faculty at CMS NALSAR and have one common objective i.e. producing unparalleled managers.

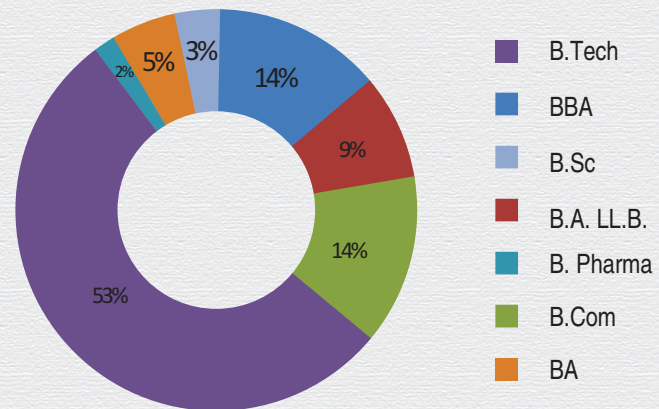
Batch Profile

The young graduates who joined the first ever batch last year are already well-versed in their fields of studies, viz. engineering, commerce, life sciences and social sciences. Some of them possess good industry exposure in top corporate entities like TCS, HSBC bank, Ernst & Young, Google, Accenture, L&T etc.

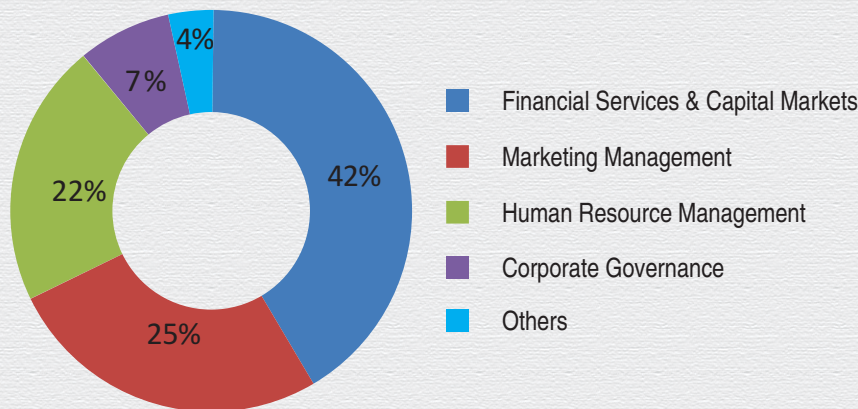
They have a healthy attitude towards life and an urge for personal development to move ahead in a competitive environment after acquiring requisite value-based knowledge in a structured manner.



Work Experience



Educational Background



Specialization Distribution

Financial Services & Capital Markets

- Financial Markets, Institutions & Services
- Financial Risk Management
- Strategic Investment and Financing Decision
- Commercial Banking
- International Financial Management
- Issues of Empirical Management
- Securities Analysis and Portfolio Management
- Mergers, Acquisition and Corporate Restructuring
- Fixed Income Securities
- Financial Technical Analysis
- Introduction of Global Inter-market Analysis
- Business Analysis and Valuation
- Capital Expenditure Planning and Control
- Behavioral Finance
- Commodities Derivatives Market
- Corporate Taxation
- Financial Analysis, Planning and Control
- Financial Modeling Using Excel
- Structured Finance
- Options and Futures
- Risk Management and Insurance





Adepu Ajay Kumar (21 years)

B.Com, 2013, Samatha Degree College, OSmania University, Hyderabad

Internship 1: SBI Life Insurance, Hyderabad

Project Title: 'Operational review of claims processing mechanism and assessing the impact on servicing costs'

Internship 2: Ahalada Rao V and Associates, Hyderabad

Project Title: 'Analysing the compliance management practices w.r.t. corporate governance'

Minor Specialization: Corporate Governance.

Aditi Chandani (24 years)

B.B.A L.L.B, 2013,
Symbiosis Law School, Pune

Internship 1: Axis Bank, Mumbai,

Project Title : 'NRI banking w.r.t FEMA 1999'

Minor Specialization: Marketing Management



Ashwini Krishnan Iyengar (23 years)

B.Com (Financial Services), 2012, SIES College of Commerce and Economics, University of Mumbai.

Internship 1: TATA Motors Finance Ltd. (TMFL), Mumbai,

Project Title : 'Review of the Billing process of TMFL'

Internship 2: Wipro Info Tech Ltd., Mumbai,

Project Title : 'Analysis of foreign exchange risk management in banks-the case of WIPRO-Dena'

Minor Specialization : Corporate Governance

B. Balaji (23 years)

B.Tech (EEE), 2013, JNTU, Pulivendula

Internship 1: Mydeals24/7-Digital Marketing, Bangalore,

Project Title : 'Review negotiation of vendor pricing'

Internship 2: NECC, Hyderabad,

Project Title : 'Comparative analysis of competitors' financial statements'

Minor Specialization: Corporate Governance.



D. Akhil Naik (21 years)

BBA, 2013, Mahatma Gandhi University, Nalgonda

Internship 1: Mydeals 24/7, Bangalore,

Project Title : 'Exploring and assessment of price negotiation strategies with vendors'

Internship 2: Lakshmi Hyundai, Hyderabad,

Project Title : 'Customer financing : Identification of challenges and exploring practical solutions'

Minor Specialization: Corporate Governance.



Hammad Faisal (23 years)

B.Tech (EEE), 2012, CVR College of Engineering, JNTU, Hyderabad

Work experience : 12 months

Organization 1 : Savronik Sistem, New Delhi

Internship 1 : Telangana High Court, Hyderabad,

Project Title : 'Review of expense management and budget allocation at various sections in the High Court'

Internship 2 : Jeypore Sugars, A.P.

Project Title : 'Assessment of short term working capital management requirements & management strategies'

Minor Specialization : Court Management



Krishna Deepika Koduri (22 years)

B.Tech (CSE), 2013, St. Martin's Engineering College, JNTU, Hyderabad

Internship 1: SBI Life Insurance, Hyderabad,

Project Title : 'A study on analysis of branch profitability at SBI Life Insurance'

Internship 2: S&P Capital IQ, Hyderabad,

Project Title : 'Comparative analysis of corporate rating criteria at S&P Capital IQ for the years 2008 & 2013'

Minor Specialization : Corporate Governance.'



M. Naga Chaitanya (29 years)

B. Tecch (EEE), 2007, Vaagdevi College of Engineering, JNTU, Hyderabad

Organisation : Junior Electrical Engineer, IGNOU, New Delhi, (24 Months)

Internship 1:

Central Bank of India, Hyderabad,

Project Title : 'A Study on loan and Risk Management in Central Bank of India'

Internship 2: Mydeals 24/7, Bangalore,

Project Title : 'A Study on digital marketing and vendor management practices at Mydeals 24/7'

Minor Specialization: Corporate Governance





Madhup Manvendra (27 years)

B.Tech (EEE), 2010, Cochin University of Science & Technology, Kerala

Work experience : 28 months

Organization 1 : TCS, System Engineer (24 months)

Organization 2 : Mantrana Maritime Advisory Private. Ltd, Business Analyst (Trainee) (4 months),

Internship 1 : Mantrana Maritime Advisory Private. Ltd, Mumbai,

Project Title : 'Prepared a DPR on coal mechanization at Navlakhi Port'

Internship 2 : Essar Oilfields Services India Limited (ESSAR), Mumbai

Project title 1: 'Study of Foreign Exchange Management Act and its Rules, Circulars, Regulations, Notifications etc., and procedural aspects in raising finance through External Commercial Borrowings'

Project title 2: 'Analysis of the differences between the Companies Act, 1956 and the Companies Act, 2013 viz-a-viz the Annual Report Disclosures'

Minor Specialization: Corporate Governance.

Madhurima Bhatt (23 years)



B.Com (Hon's), 2012, Kirori Mal College, University of Delhi

Internship 1: Perfetti Van Melle Indian (PVMi), Manesar Plant

Project Title : 'Review of completeness and accuracy of excise, service tax VAT at PVMi'

Internship 2: NHPC Ltd, Faridabad

Project Title : 'Insurance policy review for power stations of NHPC Ltd. with Dhaulinganga Dam case study'

Minor Specialization: Marketing Management



M.S.R.C. Suhas (22 years)

B.Com. (Gen.), 2013, Sri Balaji Degree College, Krishna University, Machilipatnam

Internship 1: Organization: 3F Industries Limited, Hyderabad

Project title: 'Review of demand forecasting techniques and identifying the gaps'

Internship 2: Organization: Gowthami Solvents Oils Limited, A.P.

Project title: 'Waste management strategies and impact assessment on profitability'

Minor Specialisation: Corporate Governance.

M.Arun Kumar (22 years)



B.Tech (Mech), 2013, St.Martin's Engineering College, JNTU, Hyderabad

Internship 1: Mydeals247, Bangalore

Project title: 'Review of order management and analysis of working capital requirements'

Internship 2: KarvyComputershare Pvt Ltd., Hyderabad.

Project title: 'Analysing the mutual fund management operations at Karvy'

Minor specialization: Corporate Governance.

Nikhil Sapra (23 years)



B.com (Hons.), 2013, Khalsa College, University of Delhi

Internship 1: Volvo Eicher Commercial Vehicles Ltd.,

Project Title : 'Analysis of Financial framework and Remanovation plant implementation measures'

Internship 2: HDFC Bank,

Project Title : 'To increase the float in current accounts of merchants and drive the spend of credit cards and activation'

Minor Specialization: Marketing Management

Perimi Divya (22 years)



B.Tech (EEE), 2012, Sridevi Women's Engineering College, JNTU, Hyderabad

Internship 1: Aurobindo Pharma, Hyderabad,

Project Title : 'Exports documentation: analysing the invoice, excise and customs duty management practices'

Internship 2: Dr. Reddy's Labs, Hyderabad,

Project Title : 'A Study on cash flow management practices and underlying challenges at DRL for FY 14'

Minor Specialization: Court Management

Prateek Mittal (24 years)



B.Com 2011, Kirori Mal College, University of Delhi

Work Experience : 22 Months

Organization: HSBC Bank, Gurgaon as Banking Assistant

Internship 1 : Tata Teleservices Ltd, as Business Analyst in Finance Dept.,

'Business Planning and Analysis of voice calling services - Rajasthan Circle'

Internship 2: Escorts Ltd, New Delhi

Project title : 'Review of approval process for Capital Expenditure

Minor Specialization : Marketing Management

Ritika Gupta (22 years)



B.Com (Hons.), 2012, Gargi College, Delhi University

Work Experience: 12 months

Organization: Ernst & Young LLP, Gurgaon as Audit Associate

Internship 1: HCL Technologies Ltd, Noida

Project title: 'Pricing and contract review of IT outsourcing deals'

Internship 2: Mercer Consulting Pvt. Ltd, Noida

Project title: 'Review of compensation management practices and pay negotiation strategies

Minor Specialization: Marketing Management



Ruhani Kaur Sandhu (23 years)

B.Com, 2012, SGTB Khalsa College, Delhi University

Internship 1: KPMG, Bangalore

Project title: 'Industry research and company profiling for strategic business review and analysis'

Internship 2: Siemens Financial Services Private Limited, Bangalore

Project title: 'Market assessment of digital printing market'

Minor specialization: Corporate Governance

Sravya Vangapandu (23 years)



B.Tech (CSE), 2012, JNTU, Vizianagaram

Internship 1: Sharekhan, Hyderabad,

Project Title : 'Review of portfolio management strategies for IT, Banking and Oil & Gas sectors'

Internship 2: Flying Stars Informatics, Hyderabad,

Project Title : 'Estimation of cost and timelines for website development by through fit - gap analysis'

Minor Specialization : Corporate Governance.'



T. Vamsi Krishna (22years)

B.Tech (EEE), 2013, GokarajuRangaraju Institute of Engineering and Technology, JNTU, Hyderabad

Internship 1: BHEL, Hyderabad

Project title: 'Analysis of financial ratios and review of financing decisions'

Internship 2: South Indian Bank, Hyderabad

Project title: 'Credit risk management and analysis of selected companies in infrastructure domain'

Minor Specialization: Corporate Governance.

Venkata Chiranjeevi G (27 years)



B. Tech (ECE), 2007. SISTAM College of Engineering, JNTU, Kakinada

Work Experience : 54 Months

Organization 1 : Tech Mahindra, Pune; RF Engineer

Organization 2 : Nokia Siemens networks Private Ltd. Gurgaon: RF Engineer

Internship 1: Dr. Reddy's labs Private Ltd. Hyderabad,

Project Title : 'Financial ratio analysis: Assessment of pitfalls and shortcomings'

Internship 2: Networth stock broking Ltd, Hyderabad

Project title: 'Equity research and analysis of selected banking scrips'

Minor Specialization: Court Management



Yerramalli Raja Tejas (22 years)

B.Tech (ECE), 2013, SRM University, Chennai

Internship 1: Sharekhan, Hyderabad

Project Title : 'Analysis of investment patterns based on risk profile of investors'

Internship 2: Flyingstars Informatics, Hyderabad 'Strategic business development through drafting value proposition and expanding potential partnership'

Minor Specialization: Marketing Management

Marketing Management

- Product and Brand Management
- Customer Relationship Management (CRM)
- Consumer Behavior
- Advertisement and Communication Management
- International Marketing
- Marketing Decision Models
- Internet Marketing
- Strategic Marketing
- Marketing Research
- Retail Management
- Rural Marketing
- Sales and Distribution Management
- Social Media Marketing



Abhinav Shukla (25 years)



B.Tech(CSE), 2011, Amity University,Lucknow

Work Experience : 27 months

Organisation : Accenture Services Pvt Ltd, Senior Programmer (Mumbai & Gurgaon)

Internship 1 : Times of India, Lucknow

Project title: 'Marketing and brand management of coffee table book (the great recruiters)'

Internship 2 : Reliance Pvt. Ltd-Operations Management

Project title: 'Business planning and analysis of strategic initiatives towards business expansion'

Minor Specialization: Human Resource Management

Gandham Lakshmi Jyothi (22 years)

B.Tech (CSE), 2013, Vigyan's LARA Institute of Technology, JNTU, Kakinada

Internship 1 : Mydeals 24/7, Bangalore

Project Title : 'Data analysis and insight extraction with respect to CRM data'

Internship 2 : Zenmoney, Hyderabad

Project Title – 'Sectoral analysis of power sector for portfolio management and analysis'

Minor Specialization: Financial Services & Capital Markets



K. Shanti Priya (22 years)



B.Tech (CSE), 2013, Mahatma Gandhi institute of Techonolgy, JNTU, Hyderabad

Internship 1: Tata Motors Finance Limited (TMFL), Mumbai

Project Title : 'Analysis of the provisions of Indian Contract Act, 1872 with a comparative study on Hypothecation

Internship 2: Dexter Labs, Hyderabad

Project Title: 'Social media, crops platform integration and best practices for maximum reach across social media platforms'

Minor Specialization: Innovation & Sustainability Management

Kuldip Sarma (23 years)

B.E (Mech), 2013, Gauhati University, Gauwahati, Assam

Internship 1: Mydeals 24/7, Bangalore

Project Title : 'A through study and application of digital marketing initiatives to increase volumes sales'

Internship 2: Coromandel International Ltd. Murugappa Group, Hyderabad

Project Title: 'Awareness and acceptability of micronutrients and fortified fertilizers in ranga reddy & medak'

Minor Specialization: Innovation & Sustainability Management



L. Nagendra Babu (21 years)

BBA, 2013, Mahatma Gandhi university-Nalgonda

Internship 1: Fiat, Hyderabad

Project Title : 'Identification of business development initiatives for enhancing sales'

Internship 2: Hyundai, Hyderabad

Project title : 'Measurement of Customer Perception and assessing its impact on sales'

Minor specialization: Innovation and Sustainability



Manohitha.K.S (22 years)



B.Tech (E.I.E), 2013, Bhoj Reddy College of Engineering, JNTU Hyderabad

Internship1 : MyDeals24/7

Project title: 'Designing of vendor identification and customer acquisition strategies'

Internship 2: MyDeals24/7

Project Title: 'Study on Initiatives for enhancement of customer service'

Minor Specialization: Human Resource Management

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Meryl Vincent (23 years)

B.Tech (EEE), 2012, Mahatma Gandhi University, Kottayam

Work Experience : 12 Months

Organization: Synergy Measurement Technologies Pvt. Ltd, Hyderabad as Sales Executive.

Internship 1: Synergy Measurement Technologies Pvt Ltd, Hyderabad

Project Title : 'Analysis of campaign management strategies'

Internship 2: Business Sweden, Bangalore

Project Title : 'Feasibility analysis of distribution channels for swedish IT and manufacturing companies in India'

Minor Specialization : Innovation and Sustainability Management



Nishit Ganatra (22 years)



BBA (Hons.), 2012, B.K. Majumdar Institute of Business Administration (BKMIBA), Ahmedabad

Internship 1: TIE, Ahmedabad

Project title : 'Exploring brand enhancement measures for entrepreneurship promotion initiatives'

Internship 2: Gold Crest Group of Companies, Jamnagar- Finance Dept.

Project title - 'Revisiting the marketing strategies of hedge funds'

Minor specialization: Innovation and Sustainability

Rounaq Garwa (26 years)



B.A.LL.B. (Hons), 2013, School Of Law, DAVV Indore

Internship 1: Polaris India Pvt. Ltd., New Delhi

Project title : 'Exploring the polaris experience zones'

Live Project- Marketing and Sales at Polaris India Pvt. Ltd. in AndhraPradesh

Internship 2: Soft MedicapsPvt. Ltd.,Dewas(M.P.)

Project title : 'Devising business development and marketing strategies in Madhya Pradesh'

Minor Specialisations: Innovation and Sustainability Management

Sonalika Pratap (24 years)



B.Sc Life Sciences, 2012, Aurora Degree College, Osmania University, Hyderabad

Work Experience: 11 months

Thomson Reuters, Hyderabad, Associate Publishing Specialist,

Internship 1: Core CarbonX, Hyderabad-

Project title: 'Sustainability exchange: exploring avenues for business development '

Internship 2: Coramandel International Ltd, Murrugappa Group, Hyderabad

Project title : 'Awareness and acceptability of micronutrients and fortified fertilizers in ranga reddy and medak districts: market research and analysis'

Minor Specialization: Human Resource Management

Soumyajeet Ghosh (22 years)



B.Tech (Mech), 2013, Gurunanak College of Engineering, JNTU, Hyderabad

Internship 1 : SCS Infrastructure, Hyderabad

Project Title: 'Analysis of recruitment funnel management practices'

Internship 2 : Hexagon Midco India Pvt. Ltd.

Project Title: 'Strategic brand management: exploring avenues for enhancement of brand visibility'

Minor Specialization: Corporate Governance

Surbhi Chawla (22 years)



B.Tech (IT), 2013, Jaypee Institute of Information Technology, Noida

Internship 1: GAIL (Gas Authority of India Limited ,India), Delhi - Human Resource

Project title: 'Performance appraisal system of GAIL'

Internship 2: Axis Bank, Delhi – Branch Banking

Project title: 'Competitive analysis of product and services of axis bank with its competitors'

Minor Specialization: Financial Services & Capital Markets

Surya Sharma (22 years)

B.A (Hons.), 2013, Political Science, Miranda House, University of Delhi

Internship 1: The Hindustan Times, Lucknow.

Project title: 'Review of performance appraisal mechanism'

Internship 2: State Bank of India Mutual Funds, Lucknow.

Project title: 'Customer Landscape analysis and identification of sales potential of selected Mutual Funds'

Minor Specialization: Human Resource Management



Sushma Yanamadala (23 years)



B.E (CSE), 2012, Methodist Engineering College of Technology, Osmania University Hyderabad

Work Experience: 8 months

Organization: Google maps, Hyderabad, Quality analyst

Internship 1: Coca cola, Hyderabad (HR Dept)

Project Title: 'Review and analysis of welfare measures for women associates'

Internship 2: Vizag steel, Vishakhapatnam (CG Dept)

Project title: 'Comparative study of corporate governance regulations in tata steel & vizag steel'

Minor Specialization: Human Resource Management



Human Resource Management

- Management of Change and Organizational Development
- Performance Management and Counseling
- Strategic HRM
- Diversity and Cross Cultural Management
- Organizational Learning & Knowledge Management
- HRD Instrument
- Human Resource Information System (HRIS)
- Competency Mapping and Assessment Centre
- Labor Laws
- Employee Counseling (EC) and Work and life Interface
- Recruitment & Selection
- International Human Resource Management
- Measuring HR





Arshiya Azam (22 years)

B.Tech(CSE), 2013, MallaReddy Institute of Technology , JNTU, Hyderabad

Internship 1: Bharathi cements

Project Title – 'Analysis of Performance Management System initiatives'

Internship 2: Knoah Solutions

Project Title – 'Revisiting the talent recruitment and employee on-boarding processes'

Minor specialization: Corporate Governance

G. Rini Namratha (22 years)

B.Tech (ECE), 2013, GITAM University, Vishakhapatnam

Internship 1: Goodwyn Tea Pvt Ltd, Hyderabad

Project Title – 'Exploring new employee recreation measures: Review and Analysis'

Internship 2: MMR InfraProjects Pvt Ltd, Hyderabad

Project Title- 'Identification and short listing of specialized talent for power sector '

Minor specialization: Corporate Governance



Gargi Vasthava (24 years)

B.A.LL.B (Hons.), 2013, School of Law, DAVV-Indore,

Diploma in cyber laws, GLC, Mumbai

Internship 1: Micromax Informatics Ltd.,Gurgaon

Project Title – 'Analysis of competency mapping at micromax'

Internship 2: VE Commercial Vehicle Pvt Ltd. Dewas.

Project Title – 'Operational review of recruitment and selection mechanism'

Minor specialization: Innovation and Sustainability

Ishitha Gagguturu (22 years)

B.Tech (ECE), 2013, GITAM University, Hyderabad

Internship 1: Mylan Laboratories Ltd, Hyderabad

Project Title –'Analysis and identification of challenges of performance management system'

Internship 2: Dr. Reddy's Laboratories Ltd, Hyderabad

Project Title –'Compliance management of listing agreement provisions in FY14 Annual report'

Minor Specialization: Corporate Governance





K. Mounika (24 years)

B.Tech (Biotechnology), 2012, ANITS, Andhra University, Visakhapatnam

Experience:(4 months) Kotak Mahindra Bank (Deputy Manager)

Internship 1: Bharathi cements

Project Title –'Analysis of performance management system initiatives'

Internship 2: SBI Life insurance

Project Title – 'Operational analysis of talent identification and screening mechanism'

Minor Specialization: Corporate Governance

Muppirala Aparna (22 years)

B.Tech(Mech), 2013, Gokaraju Rangaraju Institute of Engineering and Technology, JNTU,Hyderabad

Internship 1: Core CarbonX Pvt Ltd, Hyderabad

Project Title – 'A study on disaster management mechanism and co-ordinated relief operations by the underlying authorities'

Internship 2: Raheja Constructions (MindSpace), Hyderabad

Project Title - 'Talent management: Review of training and development measures'

Minor Specialization: Corporate Governance



Nandini Ghosh (22 years)

BA Economics (Hons.), 2013, Christ University, Bangalore

Internship 1: HCL Technologies, Noida

Project Title –'Contractual employment- laws & regulations'

Internship 2: Axis Bank (Corporate Headquarters- Compliance Dept.), Mumbai

Project Title – 'NRI banking w.r.t. FEMA 1999'

Minor Specialisation: Financial Services & Capital Markets

Patchava Lalitaditya (25 years)

B.Tech(IT), 2013, Prakasam Engineering College, JNTU, Kakinada

Internship 1: MyDeals24/7, Bangalore

Project Title – 'Analysis of recruitment and selection processes'

Internship 2: Sri Vigneswara Polymers, Ongole

Project Title – 'Review of procurement, production and delivery management operations'

Minor Specialization: Corporate Governance.



Rajat Pasrija (28 years)

B.Tech (CSE), 2007, Gurunanak Institute of Technology, JNTU, Hyderabad
Work Experience: 48 months.
Organisation I- Senior test Engineer- Sagarsoft India Private. Ltd., Hyderabad
Organisation II- HyIT (Client location- Google), QC Analyst, Hyderabad
Organisation III- Oracle India Private Ltd, Associate Consultant, Hyderabad
Internship 1: AP High Court
Project title: 'Process review of Case filing and court management practices'
Minor specialization: Court Management



Sabarinath Pallerla (22 years)

B.Tech(Mech), 2013, Srinidhi Institute of Science and Technology, Hyderabad
Internship 1: MyDeals24/7, Bangalore
Project Title – 'Implementation of lead generation and brand building strategies '
Internship 2: Mercer Pvt. Ltd., Noida.
Project Title –'Assessment and review of candidate profiles for recruitment'
Minor Specialization : Corporate Governance



Srilekha Kannepalli (22 years)

B.Tech (EEE), 2013, G. Narayanamma Institute of Technology and Science, JNTU, Hyderabad
Internship 1: Bharathi Cement, Hyderabad
Project Title –'Analysis of performance management system initiatives'
Internship 2: Khaitan Electrical Ltd- Finance, Hyderabad
Project Title –'Critical analysis of procurement, payment and collection management system'
Minor Specialization - Corporate Governance



Swapnil Singh (22 years)

BBA, 2013, Central University of Jharkhand, Ranchi
Internship 1: RBI Hyderabad
Project Title –'Review of corporate governance in NBFCs'
Internship 2: MECON, Ranchi
Project Title – 'Critical analysis of Competency Mapping at MECON'
Minor specialization: Corporate Governance



Srinivas Dinakar Nethi (24 years)

B.Pharmacy, 2011, Gokaraju Rangaraju, Osmania University, Hyderabad
P.G.Diploma in Intellectual Property Rights (Patent Law), NALSAR -Proximate Education, Hyderabad
Work Experience: 12 months
Organization: Amazon Development Centre Pvt Ltd, Hyderabad, Associate
Internship 1: Dexter Labs, Hyderabad.
Project Title - Social Media Marketing – 'Best practices for maximum reach across social media platforms'
Minor Specialization : Marketing Management



Corporate Governance

- Corporate & Social Security Laws
- Corporate Taxation
- Corporate Governance & Business
- Ethics Corporate Restructuring
- Corporate Crimes
- Corporate & Environmental Law
- Consumer Protection and Competition Law
- Corporate & IP Management



Abhishek Chakraborty (25years)

BBM - LL.B, 2013, Andhra University, Vishakapatnam

Internship 1: E&Y - Tax Litigation, Mumbai

Project title: 'Tax litigation management practices: Evaluating the end-to-end case management strategies '

Internship 2: Khaitan&Co.- Company Law and IPR, Kolkata

Project title: 'Review and analysis of intellectual property management practices and investment fraud '

Minor Specialization: Marketing Management



Arpita Chakraborty (26 years)

B.A. LL.B, 2011, BhartiVidyapeeth University, Pune

Work Experience: 24 months

Organisation : Selected Timber Industries Pvt. Ltd, Assam as Executive Assistant to Partner

Internship 1: Ingovern Research Services Private Ltd

Project title: 'Upgradation of Corporate Governance guidelines in alignment with the Companies Act,2013'

Internship 2: ICICI Prudential Life Insurance Ltd

Project title: 'Process study and redesign of Central Employee Governance Department'

Minor Specialization: Human Resource Management



Chekuri Salini (22 years)

BBM, 2013, Acharya Institutions, Bangalore University

Internship 1: TechMahindra, Hyderabad, Human Resource.

Project title: A study on recruitment and selection procedure

Internship 2: Vizag Steel, Vizag, Department of Corporate Governance

Project title: 'A comparative study of corporate governance in Rastriyalspat Nigam Ltd and SAIL India Ltd.'

Minor Specialization: Human Resource Management.



Campus Life





Industry Interactions

CMSites were privileged and enthralled to have eminent industry experts coming over to the campus to share their experiences, thereby providing insight of the corporate world. The discussions were done on diverse topics like Digital Marketing, Corporate banking, Strategic Employment, retail management etc.

Mr. Ramaswamy Annam

Director, Business Development
Brickwork

Mr. Katuri Nageswara Rao

Consulting Editor-ICFAI

Ms. Sunita Rebecca Cherian

VP- HR and Global Head Director
WIPRO

Mr. Srinivas Sarakadam

Renowned Digital Marketing Consultant

Mr. Pallav Goswami

Consultant, Change Management
Global consulting practice
TCS

Dr. Asit Mohapatra

Director-HR
Raymond

Dr. Vivekananda Suri

Director, EBS Operations
Oracle

Mr. Niroj Mohanty

Managing Director
Core Carbon X Sol. Pvt. Ltd

Dr. B.N. Ramesh

Deputy General of Police
Hyderabad

Mr. H.S Mukherjee

Chief Consultant and Principal Education and Research
Infosys

Mr. T. Jayasurya

Regional Manager – Lubricants
Hindustan Petroleum Corporation

Mr. Babu Vittal

Director- HRBP
Flipkart

Mr. Pankaj Dubey

Managing Director
Polaris



Corporate Exposure



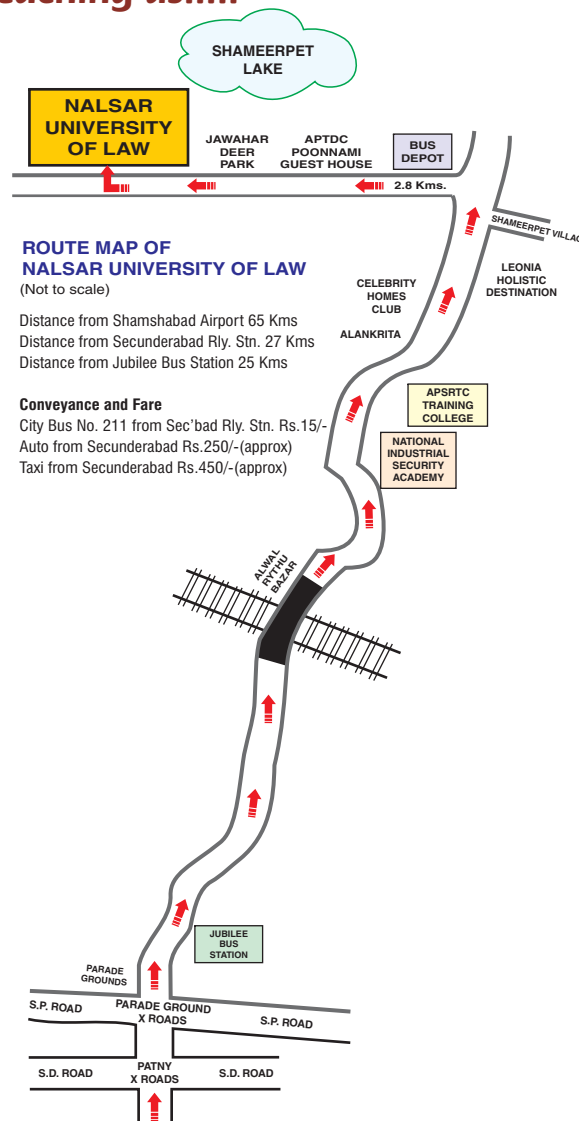
IPAC

The Internship Placement Advisory Committee (IPAC) is a student driven body which strives relentlessly to obtain internships and the placements for the students of CMS. The committee works diligently in identifying and honing the interests of its subscribers.

<p>Prof. Y.V.R. Murthy Placement Coordinator +91 970 171 2868 yvmurthy@nalsar.ac.in</p>	<p>Prof. Rahul Gandhi Burra Co-Placement Coordinator +91 964 015 8883 rahulgb@nalsar.ac.in</p>
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Reaching us.....







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