



ITM TRUST

Institute for Technology and Management

ITM Business School - Navi Mumbai
Placement Catalogue 2012-13



■ ■ ■ ■ Shaping intellect that transforms challenge into an opportunity

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2012-13

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ITM TRUST

BOARD OF

Trustees

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.

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. BVR Murty

Deputy Director

Prof. J A Bhavsar

Chief Information Officer

Dr.Saritprava Das

Asst. Director - Academics

Dr. Shelja Jose

Head Research

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



ITM TRUST





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CHAIRPERSON'S

Message

Dear valued Recruiter,

First of all, let me express my gratitude on your continued support and participation in the ITM PGDM placements process.

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 20 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.

On behalf of ITM Group of Institutions, I welcome you to our campuses, and assure you of our greatest efforts in fulfilling your talent acquisition needs.

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

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.



ITM TRUST

DIRECTOR'S

Message

Dear Stakeholders,

I am proud to introduce to you the PGDM course offered at ITM Business School, Navi Mumbai.

Over the last two decades, ITM's vision has been to create value in the field of management education. ITM is now recognized as one of the most respected business schools in India. The success of ITM's management education finds answer in the strong ecosystem that has been developed. Our endeavor, besides designing and implementing innovative programs is to build a cohort of preeminent scholars with high leadership potential to meet industry demand. Needless to say, our past recruiters, our alumni and specialists across industry verticals, largely orchestrate the process of change in academics.

In response to the changing landscape of global economic environment, ITM has meaningfully dovetailed several interventions into the curriculum. ITM now lays a lot of emphasis on developing soft skills while conducting Personal Growth Laboratories, Career Management & Training, Theater Workshops and Life Style Management Classes.

In addition, we sensitize our students through extension activities and NGO interfaces. Such interfaces inculcate the right consciousness to understand, empathize and build social capital, while simultaneously developing managerial and entrepreneurial expertise in students.

In this age of uncertainty, human capital is the only resource that is limitless and generative. We extend our talent pool and put across a request for you to map the available skill sets with your specific resource needs. Our current batch of the PGDM program is an eclectic mix of students hailing from varied academic and socio-cultural backgrounds, sharing a common passion for higher achievement and knowledge.

With great expectation, I look forward to your continued support in our Placement effort and invite you on campus for placements of the PGDM Class of 2013.

With warm regards,

Dr. Ganesh Raja, Director

ITM Business School, Kharghar, Navi Mumbai

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MILESTONES

1991-2012

21 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**.

1991: Academic Association Agreement signed with New Hampshire College PGDBA program in Mumbai commences. MS(CIS) program in Mumbai commences.

1992: ITM Business School Bangalore is established with the launch of the PGDBA program.
Part Time MBA Program is launched in Mumbai.

1993: ITM Business School Chennai is established with the launch of the PGDBA program and the Part-Time MBA Program.

1994: The ITM PGDBA program is formally recognized by AICTE.

1995: TM Business School Warangal is established as a fully residential Graduate School of Business

1996: ITM Business School becomes a citizen of Navi Mumbai, moving its Mumbai campus to a spacious new premises in Nerul.

1997: ITM Hyderabad is established as an Executive Education Centre.
ITM Business School Bangalore moves to a new fully residential campus.

1998: 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.



1999

Business Today Magazine rates ITM as the 2nd 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 5th 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 Margret 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.

2012

ITM Launches its University at Raipur

ITM University, Raipur has signed MOU with ICICI Bank to recruit & Train 6000 Junior offices every year.

ITM University Raipur has academic co-operation with DHBW Karlsruhe, Germany to implement the dual pattern in Engineering education.

ITM Group of Engineering Colleges has signed an MoU with SITRAIN, Siemens Training Academy to train students on World class Siemens products and Siemens Certification.



ABOUT THE

Institute

- 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.
- The pedagogy focuses on various 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.
- National Entrepreneurship Network (NEN) Member Institute and currently has set-up an Incubation Centre with aim of hand holding budding entrepreneurs and early stage ventures to become sustainable entrepreneurs.
- To equip students better with today's demanding work schedule, a course on Life Style Management is taught in the first three terms of the year.
- Student driven forums on Finance, Marketing, HR and Operations apart from the rigorous academic curriculum.
- Tie up with Business Standard in Campus program to help students equip better with business and industry happenings.
- Tie up with Crisil for access to Industry research reports and analysis.
- Awards won by our students in recognized inter collegiate and industry competitions pertaining to Business Plan, Presentation, Case Study analysis and Quiz competition in SP Jain,AIMA,JBIMS,KJ Somaiya

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.

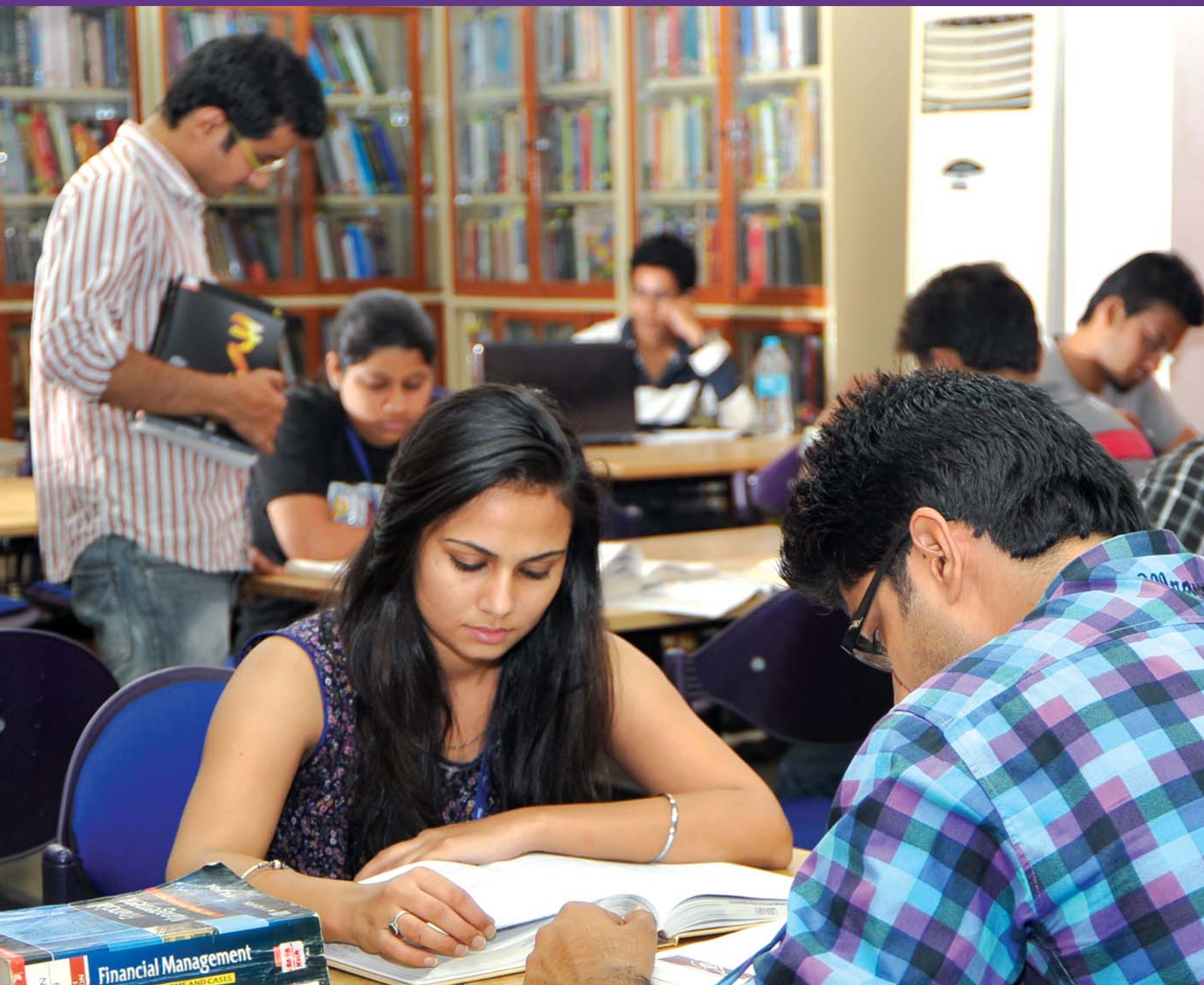
Institute Rankings (2011-12)

| AGENCY | RANKING |
|-------------------------|---------------------|
| MBA Universe.Com | 28th Rank All-India |
| Business Today | 32nd Rank All-India |
| CNBC TV 18 | 38th Rank All-India |
| NAAC Accreditation | 'A' Grade |
| NBA & AIU Accreditation | |

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.



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. Roopam Nitin Gosain B.A, M.A, M.Phil, B.Ed

Corporate Social Initiative

Prof. Vandana Tripathi B.A, M.A, M.Sc, Course on safe cities

Economics

Dr. Chandan Singh Adhikari B.A, M.A, Phd

Prof. Suhas Vinayak Vaishampayan B.A. (ECO), M.A. (ECO), M.B.A. (MKT), B.ED., LLB (PART 1)

Finance

Prof. Bharat Shah BSc, LLM CAIIB, ICWA, CS

Prof : Bharat Dalal B Com, CA

Dr. Prasadarao Mandalemula B.A, M.Com, MBA, Phd

Prof. Samie Sayed BSC, MBA, M.Com, Licentiate in Mechanical Engineering

Ms. Uma Ghosh B.Com, M.Com

Prof Rama Mantha B.Com., M.Com., MBA

Prof : Latha Shreeram K Murthy B.Com., M.Com., PH.D.

Human Resource

Prof . Parna Mishra B.A, M.A, M.B.A

Prof. Preeti Narendra BA (Economics), MSW (PM&IR)

Prof. Rachna Nigam MASTERS IN HRM, B.SC. (CHEM)

Dr. Saritprava Das B. A., M. A., M. PHIL, PH.D., JRF / NET

Prof. Shikha Dutta MMS, BMS, Diploma in Training & Development

Dr. Snighdharani Mishra M.A., M.PHIL. LLB, B.A, PH.D

Information Technology

Prof. Kalpana S Kumaran MCA & ME (Computer Science), B.SC (Computer Science)

Prof. Saumya Prakash BCA, MIT, PGDM

Prof. Sudipto Chakraborty PGDBM (Marketing), Post Graduate Diploma in Advance Computing

Lifestyle Management

Prof. Arjun Naik MBA, MA, B.Sc, LLB, Advanced Diploma in Yoga, TTC in YOGA

Ms. Shrilaja Palur B.com, M.A, Diploma in Foundation of Yoga, Diploma in Yoga Shikshak,

Diploma in Yoga Therapy, Diploma in Yogic Education (Y.T.T.C), Diploma in Naturopathy and Natural Living.



Marketing

| | |
|-------------------------|--|
| Prof. Arpita Pandey | B.Sc, DEM, MBA |
| Prof. Arun Sharma | MBA (Marketing), B.Tech (Electronics & Communication), Diploma (ECE) |
| Prof. Arun Kumar Saxena | MBA(Marketing), B.E (Civil) |
| Dr. Ganesh Raja | Masters in Marketing Management, B.Com, P.H.D |
| Ms. Harneet Bajwa | MBA (Marketing), B.Com |
| Prof. Prachi Gupta | PGDM (Marketing), B.A(Economics Honours), MA (Economics) |
| Dr. Veni Nair | B.A (English language & Literature),M.A, MBA, PHD |
| Prof. Vidya Iyer | B.Com, M.Com, MMM |

Operations & Supply Chain Management

| | |
|---------------------------------|----------------------------|
| Prof. Ankush Guha | B.A. M.Com, M.TECH. |
| Prof. Pradeep C. Tungare | B.Chem (Engg), MMS |
| Prof. Venkata Ramana Murty Baru | B.E (Mech), M.Tech, (Mech) |

Quantitative Techniques

| | |
|----------------------|--|
| Ms. Bhavika Thakkar | B.Sc (Maths), M.Sc (Stats) |
| Prof. Joginder Nanda | B.Tech, PGDBM |
| Prof. Sanjay Sinha | B.Sc., MBA, M.Sc., M Phil, Adv. Dip in Fin. Mgmt.,, Diploma in RDBMS |
| Prof. Neena Nanda | B.Com, M.Com, MHRDM |





NOTABLE

Achievements

Accreditation's:

- NAAC, NBA & AIU Accredited
- Member AACSB

Academic

- Joint Certification Program with HDFC Bank on Wealth Management.
- Certificate course on Advance Excel and VBA Programming.
- Joint Research Initiatives with EM Normandy Business School.
- Partner B-School with CII for the Young Indians Initiatives.
- Active member Institute with NEN (National Entrepreneurship Work)
- Active Retail Lab on Campus
- Member of the 'MANDI' concept in conjunction with NITI
- Research Access to PhD scholars pursuing their doctoral program at ITM.
- Publication of In-House peer reviewed international journal – IJBIT
- Centre for excellence in Supply Chain and Logistics.
- Centre for Excellence in CSI
- Incubation Centre for Budding entrepreneurs with B-Plan support from NEN accredited internal faculty

Non Academic

- Memberships – BMA, BIA, Thane Belapur Industries Association, BCCI
- Association with Wockhardt Foundation, Kotak Education, Dharam bharti Mission, IDF, Dr. P.N. Singh Foundation among many
- Strong Alumni Network of over 8000 Students.





STUDENT

Activities

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 extracurricular 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.

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 PRMBC. It also takes the responsibility of publishing the institutes magazine like Horizon.

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.

Finance Forum

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

HR Forum

The forum-HR synergy 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. CASE PATROL An event organized to test the presentation skills of our new recruits and it garnered a fabulous response from the then-juniors batch. It gave them their first of the many chances to show off their presentation skills in front of a big audience.

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 flagship event of this forum is the Supply Chain Colloquium.

Mandi Event

Mandi was a socio-marketing event. It aims at contributing towards helping the underprivileged along with developing entrepreneurial skills of management students. The Mandi concept was brought into practice by NITIE (National Institute of Industrial Engineering) under the name "Shanti Eva Jayate" through which the college had sold out hundreds of copies of the autobiography of Mahatma Gandhi. ITM organized this event on 14th and 15th October 2011 and the event had Gandhian Theme. The PGDM 2011-13 batch spent two days in various parts of Mumbai, stimulating an inclination towards practicing Gandhian principles by the youth through the task of selling of "My Experiments with Truth".

Kurukshetra

The official sports competition of ITM where the motto was – Everything was fair in War and there is no Love. Basketball, Cricket, Football, Chess and many more, where students had every chance to show their competitiveness on the field. Many friends turned foes on field, and many foes turned friends once out of the field. Many students participated and there were many more on the side-lines supporting their favourites.

Diwali Bazaar

E-Vision, the Entrepreneurship Cell of ITM Business school, organized the Diwali Bazaar to give the students an experience of the running of an Enterprise. A group was given a stall and they could sell whatever they liked and the profit earned was all theirs to make. It was a huge success where we got to see the marketing skills of our students. It was conducted during the weeks before and after Diwali.

ITM Brand Summit

It was an Inter-College marketing conference held in December 2011. It was an event organized to make aware the power of brands in creating a market for themselves. It was a huge success and the highlight of the week was the Panel discussion where various big-shots from the advertising & marketing world exchanged their views in front of an eager audience.

E-WEEK Futurista : Futurista-Invent the Future was organized by E-Vision in collaboration with National Entrepreneurship Network (an initiative of Wadhawani Foundation). It was held for a whole week in February, 2012. The events were varied, from Treasure hunt to Case study, creating a Business Plan to acting/Play/Drama portraying the various ills of the society.



SOCIAL

Responsibility

Social Responsibility is a commitment everyone has towards the society – contributing towards social, cultural and ecological causes. ITM has made consistent efforts towards social upliftment by maintaining an active Social Initiatives portfolio.

Corporate Social Responsibility/NGO is a course offered to the Post Graduate Programme Students. The aim is to provide an opportunity for students to interact with communities, increase sensitivity towards vulnerable groups such as disadvantaged children, women, senior citizens etc and equips them to view the society with compassion, before they emerge as future managers.

Every year Post Graduate students undertake a month long internship with reputed NGOs like:

- CRY
- Helpage India
- National Association for Blind
- Indian Red Cross Society
- SIFE India
- CSR wing of TCS
- Indian Oil Corporation
- Vizag Steel
- Akshara Foundation
- CORP Mumbai
- Dignity Foundation
- Each One Teach One Foundation
- Green peace
- Habitat for Humanity
- 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
- Slum Rehabilitation Society
- Think Foundation
- Touching Lives
- United Way of Mumbai
- Wockhardt Foundation
- World Children Welfare Trust



I NDUSTRY

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.

Center for Supply Chain & 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, and 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 regularly 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

The mission of the ITM-Center for Supply Chain and Logistics Research is:

“To encourage the research in supply chain and logistics management amongst academicians and industry practitioners and integration of the research into the graduate programs in Supply Chain Management at the ITM Business School”.

The research will provide a continuous flow of new information that will be introduced in the curriculum in order to ensure that the Supply Chain Management graduates have the latest information in the field as they transition into the workforce. The research work at CSCLR will disseminate its research work in a series of published books, periodicals and academic research articles. Finally, CSCLR has a major goal of providing executive education in this field through a variety of learning sessions like Certification Programmes, Degree Programmes and Management Development Programmes in Supply Chain and Logistics Management. These programmes emphasize hands-on learning experiences with software applications in addition to business simulations.

CSCLR will Leverage the knowledge gained from research, to provide comprehensive consulting services to help organizations move with confidence into the new supply chain environment.

ITM - Center for Social Initiatives – (ITM - CSI):

ITM - Center for Social Initiatives – (ITM - CSI) was constituted under the visionary leadership of Dr. P.V. Ramana, the Chairman of ITM Group of Institutions, by a small group of faculty members and students under the guidance of Dr. C.S. Adhikari, Dean(Academics) in 2003. To set up such a kind of Center in a B-School is unusual as per the conventional wisdom; however, it is a natural extension of a B-School curriculum for the top brass of ITM as it emanates from the very Mission Statement of ITM which states, “To provide industry relevant competition, professional and management education, training and consultancy in various disciplines of management and add value, interalia to provide educational opportunities to the economically disadvantaged by providing financial assistance to mould them into contributing citizens of the world”.

- NGO- CSR Projects
- Community development Projects
- Blood donation camps

Institution promotes social responsibilities and citizenship role among the students:

- Centre for social initiatives adopts some villages and the students and the faculty visit the villages in order to identify the requirements for inventions by CSI. Generally, data such as total number of households, family size, total population, asset base of households, unemployed youth and their qualification, social amenities available etc are collected to prepare a feasible plan of action. The relief measures that CSI has undertaken over the years were taken up with the help of NGO (ARPHEN) and local community. Local volunteers were involved in making the household-wise kits comprising food grain, edible oil, clothes and other eatables. They were also involved in organizing the relief camps and medical check up camps.
- Special efforts are made by the institute to impart civic education, develop moral character, and teach respect for diverse faiths and beliefs to our students.
- The whole education and management pattern has been designed to inculcate discipline and a sense of civic responsibility among the students.
- Participating in social welfare programmes in collaboration with private organizations like Lions Club, Rotary Club etc.

- In addition, under the NGO projects students come to know the management models of the NGOs and this models if included can widen the scope of some of the courses Human Resources Management, Principle and Practice of Management.
- To mould our students into responsible citizens, they are continuously encouraged to participate in several programmes during the weekends, holidays and sometimes even on the working days after classroom work. Some of such Programmes are:
- Blood donation camps and Medical camps.



- Conducting rallies on AIDS Awareness every year on December 1st.
- Organizing International Women Day, Mothers Day, Teachers day etc.
- Students are encouraged to take part in:
- Cyclone relief and rehabilitation programmes.
- Tsunami relief programmes.
- Flag Day rallies.

Center for Management Development – (CMD):

Center for Management Development (CMD) is an expression of five years of experience, study, review, reflection and action combined with a desire to discover more about the development of people and processes in different settings and inspiring ways of making the people to give their best. CMD combines the art and science of delivering effective solutions to organizations. We have an efficient team of professionals who offer consulting and training services to Corporates, NGOs and Educational Institutions.

VISION Center For Management Development (CMD) examines key business issues and solutions that are necessary to be successful in an increasingly dynamic business environment. CMD aims in providing an opportunity for corporate participants to focus on the need to prepare their workforce to meet the daunting challenges of the business world.

OBJECTIVES The objective of CMD is 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.

National Center for Quality Management – (NCQM):

Various initiatives are taken by the extension Center to enhance promotional activities and give emphasis on enabling small and medium industries to manage/improve quality and become globally competitive.

THE PGDM Program

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
Marketing Management-1
Financial Accounting and Analysis
Business and Technical Communication – 1
Principles and Practices of Management
IT Applications for Business
Quantitative Techniques for Managerial Decision Making – 1
Life Style Management – 1

Term - 2

Introduction to Cost Accounting
Financial Management-1
Business and Technical Communication – 2
Marketing Management –2
Human Resource Management
Legal Aspects Of Business
Macro Economics and Business Environment
Quantitative Techniques for Managerial Decision Making – Paper 2
Life Style Management – 2
NGO Project

Term - 3

Management Control System
Financial Management – 2
Business and Technical Communication – 2
Organization Behaviour
Production and Operations Management
Research Methodology
Entrepreneurship Development
Life Style Management – 3
Consumer Behaviour or Financial Market & Service or
Total Quality Management or Software Engineering & Business Analysis

- 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.

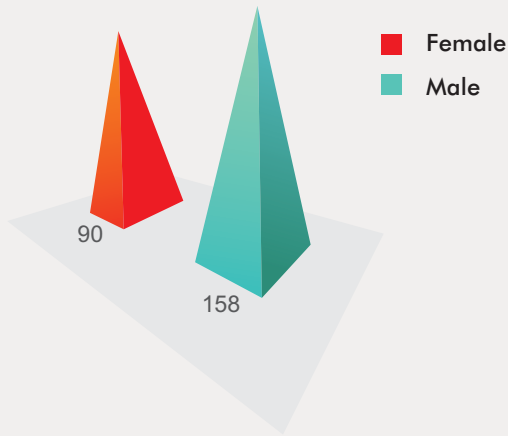


BATCH PROFILE

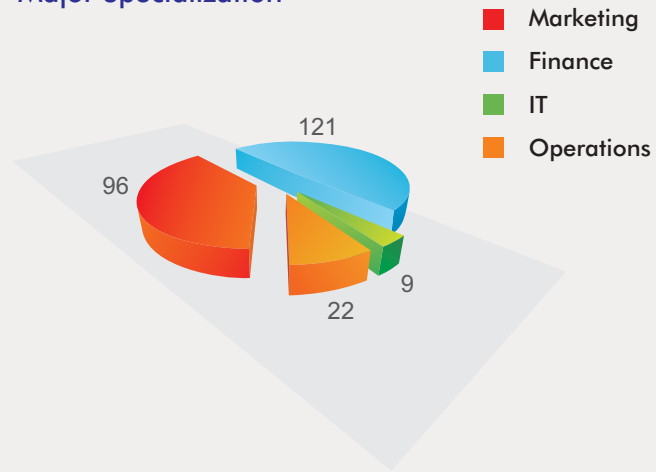
Statistics 2010-12

Total Strength 248

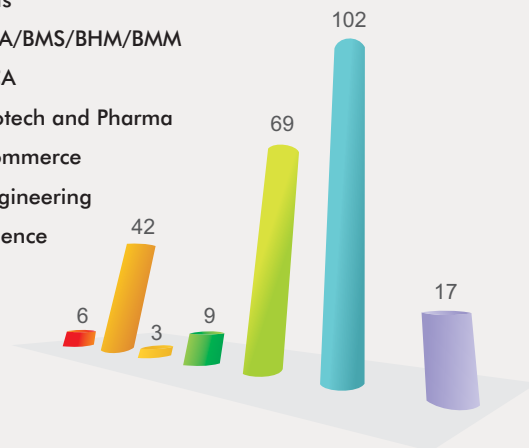
Gender Break up



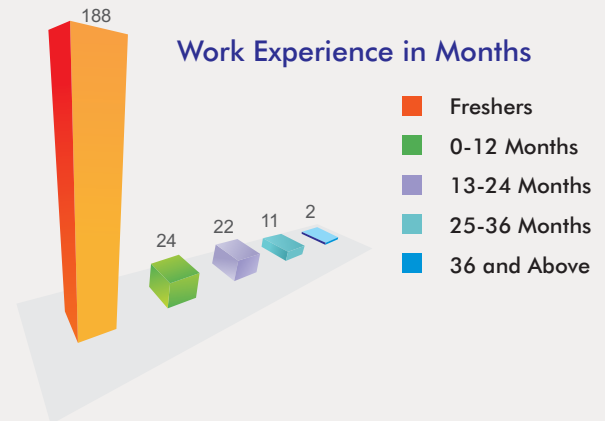
Major Specialization



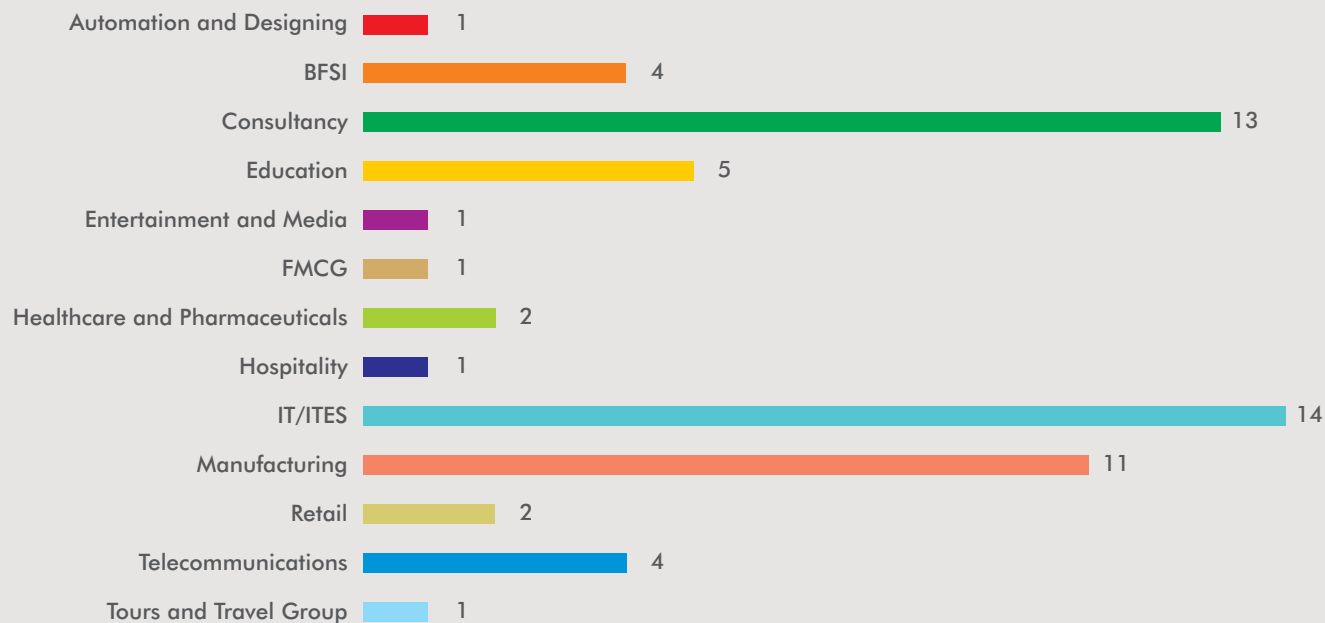
- Arts
- BBA/BMS/BHM/BMM
- BCA
- Biotech and Pharma
- Commerce
- Engineering
- Science



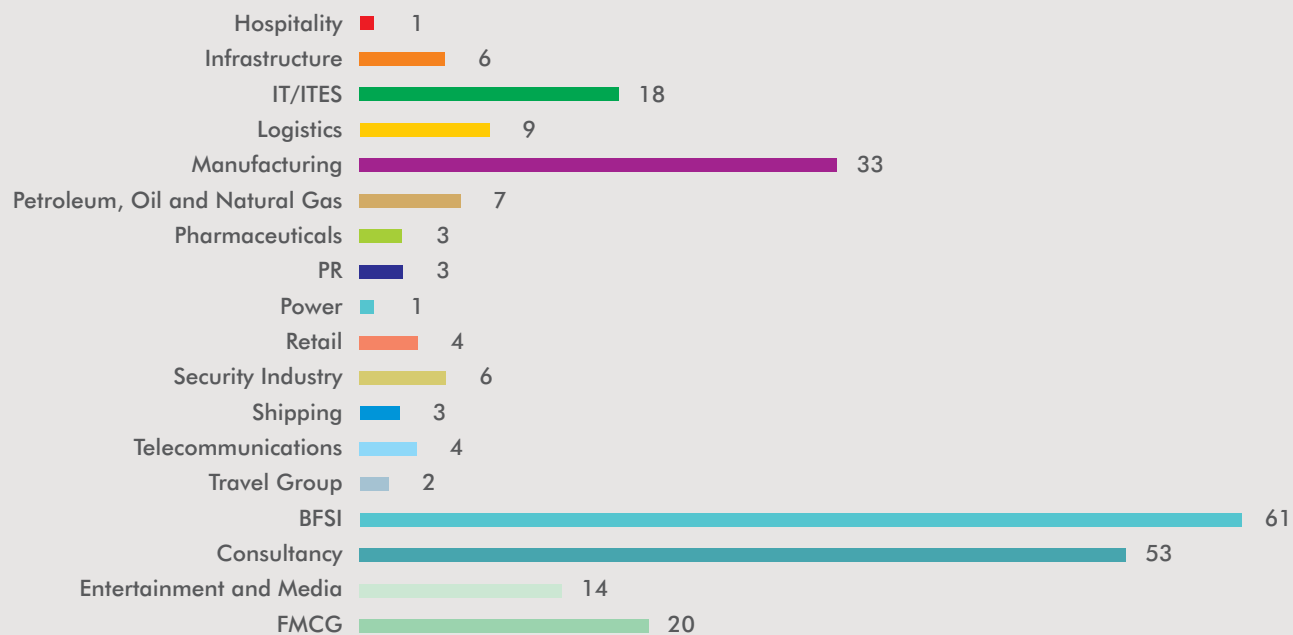
Work Experience in Months



Work Experience Industry



Sip Industry



PLACEMENTS AT ITM

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 winwin situation for all the stakeholders involved in this process.



Prof. Arun Saxena
Placement Head
9820521596
arunkumars@itm.edu

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 – 2011-13) –
September 2012 onwards
Final Placements (Batch – 2011-13) –
September 2012 onwards



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Ms. Mandeep Kaur
Bhagtana
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Student Placement Team Leads



Recruiters at ITM

99acres.Com
Asian Business Exhibitions & Conferences Limited
Alkyl Amines Chemicals Ltd
All Cargo Logistics Ltd
Allied Digital Ltd
Altor Executive Search
Ambuja Cements Ltd
American Express
Andhra Bank
Angel Broking Ltd
Antal International Ltd
Aries Agro Ltd
Arshiya International Ltd
Ashapura Minichem Ltd
Ashtech Infotech Pvt Ltd
Asian Paints Ltd
Asian Ppg Industries Ltd
Avalon Global Research
Avery Dennison
Avotus (Conjoin Group) Corporation
Axis Bank Ltd
Bajaj Allianz Life Insurance Co. Ltd
Bajaj Capital Ltd
Bank Of Baroda
Bar Code India Ltd
Bayer Zydus Pharma Pvt Ltd
Beroe Consulting India Pvt Ltd
Birla Sunlife Ltd
Blue Dart Express Ltd
Bluestar India Ltd
Bombay Dyeing Company Ltd
Caliber Point Services Ltd
Capgemini Pvt.Ltd
Centaurus Asia Ltd
Chr Global Pvt. Ltd
Citi Bank Ltd
Coco Cola Ltd
Cognizant Ltd
Deloitte Consulting Ltd
Diamond Shipping Pvt Ltd
Dimension Data India Ltd
Draft Fcb Ulka Advertising Ltd
Easy To Own Ltd
Edenred Pvt Ltd
Edvance Pre Schools Pvt Ltd
Ema Partners Pvt Ltd
Emco Ltd

Equinox Solutions Ltd
Ess Dee Aluminium Ltd
Essilor India Pvt Ltd
Etp International P Ltd
Federal Bank
Finesta
Fortune Financials India Ltd
Fractal Analytics Ltd
Fullerton India Credit Ltd
Future Education Ltd
Future General Insurance Ltd
General Mills Ltd
General Motors Pvt Ltd
Genesis Luxury Retail Pvt Ltd
Glaxo Smithkline Ltd
Global Sources Ltd
Gmc Software Ltd
Grail Research Pvt. Ltd
Grainger Ltd
Gratitude India Pvt. Ltd
Groffor.Com
Hcl Infosystem Ltd
Hcl Technologies Ltd
Hdfc Amc Ltd
Hdfc Bank Ltd
Hdfc Ergo Ltd
Hdfc Life Insurance Ltd
Hdfc Red Ltd
Hercules Hoists Ltd
Hexaware Ltd
Hidesign India Pvt Ltd
Hinduja Global Services Pvt Limited
Hindustan Field Services Pvt. Ltd
Hindustan Pencils Pvt. Ltd.
Hindustan Times (Ht Media Ltd)
I Maritime Consultancy Pvt Ltd
Iamai
Icici Securities Ltd
Idbi Bank Ltd
Idea Cellular Ltd
India Factoring And Finance Solutions Pvt. Ltd.
India Infoline Ltd
Indiabulls Securities Ltd
Indian Express Media Pvt Ltd
Indian Overseas Bank Ltd
Indusind Bank Ltd
Infiniti Retail Ltd

Ing Vysya Bank Ltd
Integreon Pvt Ltd
Isb Hyderabad
Itc Hotels Ltd
Itw India Ltd
Jaro Education Pvt Ltd
Jindal Steel & Power Ltd
Johnson & Johnson Ltd
Jones Lang Lasalle Property Consultant Pvt Ltd
Jp Morgan Chase & Co.
K Raheja Corp
Kfc Hotels
Khandwala Securities Pvt Ltd
Kimberley Clark Ltd
Kotak Life Insurance Co Ltd
L & T Hydrocarbon Ltd
L & T Infotech Ltd
Legrand Ltd
Lodha Group Pvt. Ltd
Mascon Global Limited
Mu Sigma Pvt Ltd
Nestle Ltd
Nielsen Arc
Nimble Pvt Ltd
Nissin Foods Co. Ltd
Nomura Services Private Limited
Nyk Logistics Ltd
Omega Shipping Pvt Ltd
Owens Corning Pvt Ltd
Paper Products Ltd
Par Excellence Ltd
Pepsico Ltd
Phoenix Retail Ltd
Practo Pvt Ltd
Quad Electronics Pvt Ltd
R Stahl Pvt Ltd
Reckitt & Benckiser India Ltd
Reflex Technologies Pvt. Ltd
Reliance Broadcast Network Ltd
Reliance Communications Ltd
Reliance Digital Retail Ltd
Reliance Power Ltd
Reliance Retail Ltd
Reliance Transport & Travels Pvt. Ltd
Rosy Blue India Pvt. Ltd
Safexpress Pvt. Ltd
Samsara Shipping Pvt. Ltd

Sbi General Insurance Ltd
Select Ema Consulting India Pvt. Ltd
Sfc Cost Management Ltd
Sgs India Pvt Ltd
Shopper Stop Ltd
Shriram Group Ltd
Smc Investments & Advisors Ltd
Snowman Logistics Ltd
Social Wave Length
Sony Tv – Axn
Spencers Retail Ltd
Standard Chartered Bank Ltd
Suryoday Microfinance Pvt. Ltd
Syntel Ltd
Tata Steel Processing & Distribution Ltd.
Tata Consultancy Services Ltd.
Hotel Leela Venture Ltd.
South Indian Bank Ltd.
Third Sector Partners (India) Ltd.
Time Analytics Solution Pvt. Ltd
Timesofmoney Ltd.
Titan Industries Ltd.
Transparent Value Private Ltd.
Tree House Education & Accessories Ltd.
Trident Hotels Ltd.
Uco Bank Ltd.
Union Bank Of India Ltd.
Us Asia International Inc.
Venator Search Ltd.
Videocon Industries Ltd.
Vito India Ltd.
Volkswagen Group Sales India Private Ltd.
White Sigma Marketing Solutions Pvt. Ltd.
Xi Dynamics Inc.
Xoriant Solutions Private Ltd.
Yamaha Motors India Ltd.
Zara Energy Private Ltd.
Zycus Infotech Pvt Ltd.





DISTINGUISHED

Alumni

| Batch | Name | Organization | Designation |
|-----------|--------------------------------|----------------------------|---|
| 1991-1993 | Mrs. Anjali Pethe | Citi Bank | VP - Commercial Bank |
| 1991-1993 | Mr. Bharat Parekh | Bank of America, Merrilync | MD |
| 1991-1993 | Mr. Harsh Joshi | Motilal Oswal | Sr. VP- Retail Broking |
| 1991-1993 | Mr. SandeepNeema | JM Financials | Vice President |
| 1991-1993 | Mr. VikasPandey | HDFC Bank | Asst. V.P Head Direct Sales |
| 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 |
| 1993-1995 | Mr. SanjeevPanicker | Thomson Reuters | 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 |
| 1994-1996 | Mr. MitulDoshi | HDFC Bank | Asst Vice President – Regional Credit Manager |
| 1994-1996 | Mr. VivekPandohi | CITI Bank | Vice President |
| 1996-1998 | Mr. Anil Shukla | Volkswagen Group | Head HR |
| 1996-1998 | Mr. Umesh Ranglani | Rhombus | CEO-Director |
| 1998-2000 | Ms. Shilpi Jaiswal | Mckinsey | Head - HR |
| 1998-2000 | Mr. Rahul Chiddarwar | Times Of Money | Head – Business Development |
| 2000-2002 | Mr. Ajay Jhunjhunwala | Angel Broking | AVP-HR |
| 2000-2002 | Mr. Tanveer Monga | Kotak Wealth Mgmt | Associate VP |
| 2000-2002 | Mr. HareshMandhayan | ING – Investment Banking | Vice President – IT Operations |



ITM Business School - Navi Mumbai Campus



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