



भारतीय प्रबंध संस्थान रोहतक
Indian Institute of Management Rohtak



Placement Brochure 2018-19



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Board of

Governors

- Prof. **Dheeraj Sharma**
Director, IIM Rohtak
- Mr. **Depinder Singh Dhesi**, IAS
Chief Secretary, Government of Haryana
Member (Govt. of Haryana)
- Prof. **M Jagadesh Kumar**
Vice Chancellor, JNU, Delhi
- Dr. **Murlidhar Govindrao Chandekar**
Vice Chancellor,
Sant Gadge Baba Amravati University,
Amravati
- Smt. **Jyoti Arora**, IAS
Principal Secretary, Technical Education
Department,
Government of Haryana
Member (Govt. of Haryana)
- Smt. **Darshana M Dabral**
Joint Secretary & Financial Adviser,
Department of Higher Education, MHRD,
Government of India, New Delhi
Member (Govt. of India)
- Mr. **R. Subrahmanyam**, IAS
Secretary,
Department of Higher Education,
MHRD, Government of India, New Delhi
Member (Govt. of India)
- Mr. **Ved Prakash Mahava**
Director (Onshore),
Oil and Natural Gas Corporation Ltd.,
New Delhi
- Mr. **S. Varadarajan**
Chairman & Managing Director (Retd),
Bharat Petroleum Corporation Limited
- Dr. **Ajeet Singh**
Chairman,
Amarantoss Infratech Pvt Ltd., Noida
- Mr. **Ravendra Singh**
M/s Quality Buildcon Pvt Ltd., New Delhi
- Prof. **K. B. Akhilesh**
Professor, Indian Institute of Science,
Bangalore
- Mr. **Sudhir Jalan**
Chairman & Managing Director,
Meenakshi Tea Co. Ltd.



Message from the

Director

IIM Rohtak - Aspirations to be a Management Institute par Excellence

Ancient Indian theological, spiritual, mythological literature has provided the basis for several modern concepts of management. Many management practices that are rooted in the ancient Indian tradition, and still practiced today, has made the Indian economy one of the largest in the world. This is despite the challenges faced by the country having a large population and widespread illiteracy. The evidence of the success of those practices lies in the growth of Indian and multinational businesses in India. These management concepts, theories, practices, and models are taught, tested, applied, and examined in the Indian Institute of Management (IIMs).

IIMs continue to be the flag bearers of management education in India. IIM Rohtak is the eighth amongst the twenty IIMs set up by the Govt. of India. It is the only IIM located in National capital Region (NCR), only an hour and a half away from the heart of New Delhi. With a GDP of \$370 billion (PPP basis), NCR is now ranking 30th globally in terms of the size of the economy of a region and is expected to be 11th globally by 2030 according to Oxford Economics forecast. There are several million managers in thousands of businesses, headquartered in the National Capital Region (NCR) that can provide an opportunity to the students of IIM Rohtak to get hands-on experience of working in the industry. I believe that primary drivers of NCR growth are a juxtaposition to policy-making, availability of superior and growing infrastructure, and excellent education and research institutions. Recently, IIM Rohtak has moved into its new 200-acre campus. The new campus is also strategically located on N-10 highway connected to Delhi on an excellent highway. The new campus will further bring the entire IIM-Rohtak community together to strengthen the institutional culture which will catapult us into the top five management institutes in the country.

In last one year, IIM Rohtak has launched several online executive programs and has trained nearly 1000 executives from both private and public sector. Institute is working diligently to synchronize management education with various segments of government body and businesses. We have undertaken various consulting projects like India Post, Ministry of Consumer Affairs, and J&K Government, among others. Such collaborations provide students at IIM Rohtak excellent pre-placement exposure to real-world management problems and innovative solutions.



As such, IIM Rohtak has made a significant mark in the industry with historically best placement record. Institute is determined to further improve gender diversity after witnessing a near threefold increase in female students who joined IIM Rohtak last year.

IIM Rohtak is reckoned in the academe as the top research institute in the country. All of our faculty members are committed to publishing their research in high-quality journals and other outlets. During 2017-18, over 75 research papers have been published in leading journals.

IIM Rohtak has positioned itself as an institute of Analytics. The current business environment demands transforming data into visual and interactive platform for tactical and strategic level decision making. Hence, inspired by latest management practices and industry expectations, we introduced new curriculum. Specifically, we introduced simulation-based learning using live data to augment decision making in our student. All our students are highly trained in sophisticated statistical software allowing them to analyze data to aid superior decision making. Also, all students are required to write or assist in writing cases, which help them learn to document, analyze, and decide on peculiar business matters and business dilemmas.

We have initiated academic and research collaborations with the faculty of University of Namur, Lancaster University, University of Alabama, and CEIBS, Shanghai University of Missouri, USA, and NYU, Abu Dhabi among others. We have also completed the curriculum overhaul of finance to comply with CFA Institute for University Affiliation Program requirements. This is an important step towards the augmenting student options in pursuing a career in finance domain. These initiatives have helped IIM Rohtak students become a well-rounded manager with a superior world view.

To realize the vision and aspirations of IIM Rohtak with respect to the development of global management knowledge and resources, the wholehearted support of all of its stakeholders will be essential. Renowned corporate enterprises and the rest of India alike have been great patrons of Indian management institutes of excellence such as IIMs that provide intellectual resources to the industry. Therefore, it's natural for IIM Rohtak to look forward to your support and patronage. I know that the students of IIM Rohtak are knowledgeable, spirited, industrious, and ethical. Your contribution will help make IIM Rohtak a fountainhead of management practitioners.

Overall, I am committed to providing industry with excellent business managers and business leaders. I believe that IIM Rohtak stems from our ancient traditions offers to the industry business leaders and business managers who exhibit high work-ethics, high commitment, impervious focus, extraordinary decisiveness, strong persistence and positive attitude. This thriving culture is ably supported by our faculty, staff, students and other members of IIM Rohtak community that not only results in increased productivity but also fosters camaraderie and institute spirit.

Prof. Dheeraj Sharma
Director



Message from the

Co-Chairpersons

PLACEMENT

Dear Recruiters,

It gives me immense pleasure to welcome your organization to the placement process of Indian Institute of Management (IIM), Rohtak. It is indeed a privilege to present before you a group of dedicated, dynamic and talented students who are prepared to hit the corporate arena. Our student mix is selected through a rigorous selection process (Combined Admission Process for IIMs) ensuring that the best of best minds get into our institute. Once selected, our students get exposed to the most advanced management curriculum having case-based teaching as the dominant pedagogy.

IIM Rohtak is proud to have stood up to the expectations of over 200 plus organizations over past 08 years, and these recruiters have been regularly selecting our students which is the real testimony of the quality of our student managers. NIRF ranking has continually rated IIM Rohtak as among the top B-schools in the country. The institute is committed to excellence as its core mission having the strong social commitment and a passion for a value system.

As a strategic companion, we assure that our students are designed to excel in all the management sectors. Our mounting alumni base spread over more than 200 organizations in numerous sectors across the country and abroad speaks for this fact. On behalf of the Placement Committee, I once again welcome your organization to our newly built beautiful campus for the placement process.

Prof. Rama Shankar Yadav
Co-Chairperson, Placement



Message from the

Co-Chairpersons

PLACEMENT

Dear Recruiters,

The next batch of our diverse, dedicated and capable students is ready to take on the corporate world, and it gives me immense pleasure to extend an invitation to you to recruit this talented pool of our graduating students as full-time employees in your organizations. I am also happy to welcome you to hire the students who have completed their first year at the Institute for summer internships.

IIM Rohtak follows a rigorous, highly competitive, multi-stage process to select proficient and motivated individuals for its flagship program. After that, this select set of brilliant students mandatorily undergoes a well-developed and up-to-date management coursework during the first year of the program. At the end of the first year, the students undertake a compulsory internship at the best organizations in the industry to get an initial exposure to corporate life. During the second year of the program, the students are allowed to choose courses from a varied and relevant collection of electives from the fields of Marketing, Finance, Strategy, Organizational Behaviour and Human Resources, Information Systems, Operations, and Economics and Public Policy. These courses equip the managers-to-be with in-depth subject knowledge and managerial understanding to excel in the professional roles assigned to them by their recruiters.

To foster the all-round development of the students, the Institute also exposes them to vibrant campus life during the two-year program. In addition to developing their academic acumen, the students are encouraged to partake in various industry competitions, attend management summits, organize and participate in inter-college events, and join special interest groups and clubs.

Over the years IIM Rohtak has been working hard to achieve excellence in the field of management education and to develop a close association with Industry. The Institute is grateful for the support extending to it by the Industry as recruiters, as well as, partners in co-creating value. In the spirit of nurturing and expanding our engagement with the Industry, I take the pleasure of once again inviting all our past recruiters, as well as welcoming new recruiters, for a mutually fulfilling Placement Season. I look forward to hosting you at our world-class new Campus!

Prof. Divya Sharma
Co-Chairperson, Placement



About the

Institute

Established as the 8th IIM of India and the only IIM in the National Capital Region, IIM Rohtak is a benchmark for management education in India with a vision of becoming a global leader in due course. The institute has an enlightened and progressive leadership, acclaimed faculty members, extensive infrastructure and robust teaching pedagogy in place. It continues to impart knowledge of business disciplines with a unique cross-functional perspective to prepare future business leaders who can manage and create powerful organizations.

The institute has come a long way since its inception in 2009. With the students coming from diversified education backgrounds, the institute has left its mark through spectacular placement record, exceptional performances in various competitions, summits, industry interactions, guest lectures and various social initiatives.

IIM Rohtak has been ranked in the top 5 in research and professional practices among all IIM's as per NIRF ranking 2018. Institute offers a dynamic environment for high-quality research and value-based education in all functional areas of management that give students an edge of having a pragmatic approach in understanding the strategic, economic and operating significance of the global scenario.

Permanent campus of IIM Rohtak is spread over 200 acres. The academic block has classrooms and seminar hall with state-of-the-art technology, ergonomically lecture theatres, video conferencing studio, well-stocked and fully functional library, faculty rooms, etc. In addition to the academic block, the residential area includes all modern amenities, sports complex, mess, and cafeteria.

IIM Rohtak nurtures a community of collaboration, respect, and belongingness and works diligently to produce business leaders who will exhibit superior work-ethic, high commitment, strong persistence, and positive attitude.



Infrastructure

The construction work for academic and residential buildings had started in March 2015 on 200 acres permanent campus in Village Sunaria (Rohtak) Haryana. The building plan has been designed to meet global environmental standards in ecologically sustainable designs to ensure efficient use of energy and natural resources throughout the campus. Phase I of the campus constructed over 69,000 sq. metre area was inaugurated on 25th March 2018 by Hon'ble Vice President of India, Shri. M. Venkaiah Naidu.

The academic block has state-of-the-art classrooms with the latest audio-visual systems, acoustically engineered and equipped with goose-neck mikes and lapel mikes, a state-of-the-art seminar hall, faculty rooms, ergonomically designed lecture theatres with projector in each lecture theatre, a cafeteria, conference halls, IT lab, a videoconferencing studio and a well-stocked and fully functional library containing various international print & online journals, magazines and other e-resources. In addition to the academic block, hostels have all the amenities and are interconnected via the Institute's own powerful internet gateway.

The residential area, which is at a walking distance away from the academic block, includes halls of residence, a mess area with televisions, washing machines for every wing in the hostel, widespread parking area, and a sports complex. The mess menu provides a variety of cuisines after consulting with the students.

IIM Rohtak being in the NCR gives the institute considerable advantage over the other new IIMs, in terms of corporate exposure. Rohtak being in the NCR is surrounded by many tourist destinations which offer wildlife and nature trails, excursions, camping, and motorcycle trips to all the enthusiasts.

Our campus fosters a community of collaboration, respect, and belongingness among the students, faculty and other staff.





Our Mentors

Economics & Public Policy



Anand Sharma

Fellow, IIM Ahmedabad

Past Academic/Professional Affiliation: IIM Sirmaur / University of Delhi/Competition Commission of India
Teaching Areas : Managerial Economics, Macroeconomics, Development Economics, Industrial Economics, International Business Environment, and Strategic Decision-making.



Satyendra Kumar Gupta

Ph.D. (Nanyang Technological University, Singapore)

Past Academic/Professional Affiliation: Nanyang Technological University, Singapore/IGDR, Mumbai/Lancaster University, UK
Teaching Areas: Macroeconomics, Development Economics, Econometrics.



Venkatesha Murthy

Ph.D. (Tata Institute of Social Sciences)

Past Academic/Professional Affiliation: Tata Institute of Social Sciences (TISS), Mumbai/Bangalore University/Symbiosis Centre for Management and Human Resource Development (SCMHRD), Pune
Teaching Areas: Business & Govt. Systems, Socio-Cultural Environment of Business, Qualitative Research Techniques, Business History & Social Enterprise.

Finance & Accounting



Archana Patro

Fellow, IIM Indore

Past Academic/Professional Affiliation: IIM Indore/IFMR, Chennai
Teaching Areas: Financial Accounting, Management Accounting, Corporate Finance, Fixed Income Securities, Investment Banking.



Palka Chhillar

Fellow, IIM Indore

Past Academic/Professional Affiliation: IIM Indore/IFMR, Chennai
Teaching Areas: Cost & Management Accounting, Financial Accounting, Corporate Finance, Strategic Cost Management, Direct & Indirect Taxation.



Smita Joshi

Fellow, IIM Bangalore

Past Academic/Professional Affiliation: IIM Bangalore
Teaching Areas: Corporate Finance, Investments, Quantitative Applications in Finance

Human Resource Management & Organizational Behaviour



Agrata Pandey

Fellow, IIM Indore

Past Academic/Professional Affiliation: IIM Indore
Teaching Areas: Organisational Behaviour, Organisational Change and Development, Organisational Learning, Leadership.



Koustab Ghosh

Ph.D. (VGSOM, IIT Kharagpur)

Past Academic/Professional Affiliation: VGSOM/ IIT Kharagpur/SRCIRHR/BESU
Teaching Areas: Organization Design and Dynamics, Leadership, Development, Competency-based Recruitment



Rama Shankar Yadav

Fellow, IIM Ahmedabad

Past Academic/Professional Affiliation: BHU/IIM Ahmedabad
Teaching Areas: Strategic Human Resource Management, Corporate Social Responsibility (CSR), Individual and Group Dynamics at Work Place, Work Ethics, Consumer Behaviour and Rural Marketing



Management Information Systems



Agam Gupta

Ph.D. (IIM Calcutta)

Past Academic/Professional Affiliation:
IIM Calcutta/IIM Trichy
Teaching Areas: Sharing Economy,
Managing Digital Platforms, Digital
Advertising, Social Media Marketing, E-
Commerce and Digital Markets,
Business Simulation, Data Visualization



Divya Sharma

Fellow, IIM Calcutta

Past Academic/Professional Affiliation:
IIM Calcutta/National Informatics Centre
(NIC), Govt. of India/Belzabar Software
Design India Pvt. Ltd.
Teaching Areas: Digital Organizations,
Digital Transformation, Strategic
Management of IT, Social Network
Analysis, ICT for Development, Business
Simulations, Data Analytics



Manas Tripathi

Fellow, IIM Lucknow

Past Academic/Professional Affiliation:
IIM Lucknow/HBTI Kanpur/Jindal
Global Business School/Newgen
Software Technologies Limited
Teaching Areas: Management
Information Systems, IT Risk and
Governance, Business-Focused
Predictive Analytics, IT Strategy, ICT in
Emerging Economies



Praveen Ranjan Srivastava

Ph.D. (BITS Pilani)

Past Academic/Professional Affiliation:
MNNIT Allahabad/ Banasthali
Vidyapeeth/ BITS Pilani
Teaching Areas: Data Analytics,
Business Analytics, Advanced Data
Analytics, Software Project



Sumedha Chauhan

Fellow, MDI Gurgaon

Past Academic/Professional Affiliation:
MDI Gurgaon
Teaching Areas: Management
Information Systems, Enterprise
Resource Planning, Internet Marketing,
E-business and E-commerce



Archit V. Tapar

Fellow, IIM Indore

Past Academic/Professional Affiliation:
IIM Indore/Mumbai University
Teaching Areas: Marketing
Management, Brand Management, B2B
Marketing, Experimental Research
Design for Marketing



Arpita Khare

Ph.D. (University of Allahabad)

Past Academic/Professional Affiliation:
Allahabad University/IIIT Allahabad
Teaching Areas: Consumer Behaviour,
Services Marketing, Retail Management



Dheeraj Sharma

Ph.D. (Louisiana Tech University, USA)

Past Academic/Professional Affiliation:
IIM Ahmedabad
Teaching Areas: Marketing and
Organizational Behaviour



Shivendra Kumar Pandey

Ph.D. (CSJM University Kanpur)

Past Academic/Professional Affiliation:
FORE School of Management
Teaching Areas: Advanced Marketing
Research, B2B Marketing, Marketing
Management, Advertising & Sales
Promotion



Operations Management & Quantitative Techniques



Amol Singh

Ph.D. (IIT Roorkee)

Past Academic/Professional Affiliation:
MNNIT Allahabad/IIT Roorkee
Teaching Areas: Operations
Management, Project Management,
Operations Research, Supply Chain
Management



Deepika Jain

Fellow, IIM Bangalore

Past Academic/Professional Affiliation:
IIM Bangalore/University of Delhi
Teaching Areas: Operations
Management, Stochastic Models in
Operations Management, Supply Chain
Management, Inventory Management,
Revenue Management, Game Theory,
Pricing



Gourav Dwivedi

Fellow, IIM Lucknow

Past Academic/Professional Affiliation:
IIM Lucknow/HBTI Kanpur/Great Lakes
Institute of Management,
Gurgaon/Larsen & Toubro Technology
Services, Vadodara
Teaching Areas: Operations
Management, Logistics and Supply
Chain Management, System Dynamics
Modelling, Discrete Event Simulation,
Multi-Criteria Decision Making, Mixed-
Integer Linear Programming



Peeyush Pandey

Fellow, IIM Indore

Past Academic/Professional Affiliation:
IIM Indore/IIT BHU
Teaching Areas: Advance Optimization,
Meta-heuristics, Decision Analysis,
Retail Operations and Fuzzy Set Theory



Sanjay Jharkharia

Ph.D. (IIT Delhi)

Past Academic/Professional Affiliation:
IIM Kozhikode/IIT Delhi/IT BHU
Varanasi (Now IIT BHU)/Asian Institute
of Technology Bangkok
Teaching Areas: Operations and Supply
Chain Management, Operations
Strategy, Enterprise Resource Planning,
Quality and Six Sigma



Shirsendu Nandi

Fellow, IIM Indore

Past Academic/Professional Affiliation:
Presidency College, Calcutta/IIT
Kharagpur/IIM Indore
Teaching Areas: Quantitative Methods,
Business Statistics, Advanced Probability
and Stochastic Process, Supply Chain
Management, Operations Management,
Advanced Optimization

Strategic Management



Mahua Guha

**Ph.D. (University of North Carolina at
Chapel Hill, USA)**

Past Academic/Professional Affiliation:
Jadavpur University/IIT
Kharagpur/Lancaster University, UK/
University of North Carolina at Chapel
Hill, USA/Tata Consultancy
Services/marketRx/Indian School of
Business

Teaching Areas: Strategic Management,
Technology and Innovation Management



Rojers P Joseph

Ph.D. (IIT Bombay)

Past Academic/Professional Affiliation:
IIT Bombay/Bharathiar
University/Calicut University/ Ministry
of Education, Ethiopia
Teaching Areas: Strategic Management,
International Business, Corporate
Governance, Strategy Implementation,
Small Business Strategy,
Entrepreneurship and New Ventures



Adjunct Faculty

Economics & Public Policy

Dr. Rima Mondal
IIM Indore

Finance & Accounting

Dr. Sonia Garg
IIM Lucknow, Thapar University
Patiala

Dr. Subba Rao V Jayanti
Louisiana State University USA,
SAP Consultant

Mr. Rajesh Madhavan
IE Business School Spain,
Philadelphia University USA;
SVKMs NMIMS Bangalore

Prof. Ashutosh Dash
MDI Gurgaon

Prof. Golaka C Nath
IIM C CCIL

Prof. Sandeep Goel
MDI Gurgaon

General Management

Mr. Birjendu Gupta
Centre for Creative Leadership,
PwC,

Prof. C L Bansal
MDI Gurgaon

Prof. Niva Bandari
MDI Gurgaon

Marketing Management

Dr. Prantosh Banerjee
IIM Ahmedabad

Dr. Sakhhi Chhabra
MDI Gurgaon

Mr. Balender Singh Nayyar
IIMC

Mr. Sanjay Chandwani
MDI Gurgaon

Prof. Rajat Sharma
IIM Kashipur

Prof. Sanjeev Parashar
IIM Kashipur

Operations Management & Quantitative Techniques

Dr. Vivek Kumar Dubey
University of Wisconsin-USA, IFMR
Chennai

Lt Gen D. V. Kalra (Retd)
MDI Gurgaon

Prof. Surya Prakash Singh
IIT Delhi

Strategic Management

Dr. Alka Gupta
State University of New York
Binghamton

Mr. S. N. Raina
MDI Gurgaon

**The history of the world
is full of men who rose to
leadership by sheer force of
self-confidence, bravery,
and tenacity.**

MAHATMA GANDHI



Pedagogy

Case Study Approach

The practice of putting students in the shoes of managers and applying theoretical skills to real-life unstructured problems has proved to be a successful approach to learning over the years. Adopting this strategy, IIM Rohtak exposes its students to case studies, covering an array of subjects, which are discussed in the class by the faculty and also among the student fraternity to enhance learning.

Term Projects

The integral part of the IIM Rohtak curriculum is the Term Projects which each student prepares for each subject during the trimester. It is a combination of the insightful research and

analytical thinking on a topic that is a reflection of what is taught in the classroom and its relation to the current business scenario. The term projects are the perfect mix of academic research and practical scenarios which is central to every B-school.

Industry Aligned Pedagogy

In furtherance of the principle of industry aligned growth, IIM Rohtak also includes guest lectures from industry experts along with live projects as part of the course curriculum. This ensures a continuous industry interaction process that aims to provide students with an insight into current global trends and future business opportunities.

“Management is efficiency in climbing the ladder of success, leadership, determines whether the ladder is leaning against the right wall.”

STEPHEN R. COVEY



Curriculum

IIM Rohtak inherits the rich program traditions of IIMs. The focused and contemporary curriculum ensures that students complete their management education with new learning perspectives and management skills. For two years, students are exposed to different functional areas of management through core subjects and choice of elective subjects. The following lists provide a flavor of our curriculum.

PGP I-Term I Course

- Business Computing
- Business and Government Systems
- Financial Reporting & Analysis
- Human Behavior in Organizations
- Managerial Economics
- Marketing Management I
- Operations Management I
- Probability Analysis
- Quantitative Methods I
- Written Analysis & Communication

PGP I-Term II Course

- Data Analytics
- Macroeconomics and Economic Policy
- Management Accounting
- Marketing Management II
- Organizational Design and Dynamics
- Quantitative Method II
- Socio-cultural Environment of Business
- Workshop in Communication Skills

PGP I-Term III Course

- Business Ethics
- Business Research Methods
- Financial Management
- Human Resource Management
- Legal Aspects of Business
- Management Information Systems
- Operations Management
- Strategic Management



2nd Year

Economics and Public Policy:

- GIS and Big Data Application in Public Policy and Marketing
- Industrial Organization and Strategic Management
- International Economics for Business
- Non-Profit Organizations: Management and Business Policy
- Public Policy Challenges of 21st Century
- Qualitative Analytics
- Social Entrepreneurship

Finance & Accounting:

- Behavioral Finance
- Corporate Tax Planning
- Corporate Valuation
- Financial Derivatives & Risk Management
- Financial Modelling
- Financial Statement Analysis
- Fixed Income Securities
- Investment Analysis & Portfolio Management
- Investment Banking
- International Finance
- Management of Financial Institutions & Services
- Mergers, Acquisitions and Corporate Restructuring
- Money, Banking, and Financial Markets
- Private Equity
- Project Finance
- Quantitative Applications in Finance

Human Resource Management and Organizational Behaviour:

- Competency-based Recruitment
- Employee Engagement for Business Transformation
- HR Analytics
- Industrial Relations and Labour Laws
- Leadership Development
- Management Lessons from Bhagavad Gita
- Managing Contract and Outsourced Services
- Managing Self

- Organizational Change and Development
- Strategic Compensation Management
- Strategic Human Resource Management
- Talent Management
- Training and Development

Management Information Systems :

- Big Data & Cloud Management
- Business Analytics
- Business Dynamics
- Business Process Management
- Digital Marketing
- Decision Support and Expert System for Business Application (Advanced Business Analytics)
- E-Business & E-Commerce
- Economics of Information Systems
- Enterprise Applications
- IT Consulting Management
- IT Project Management: Traditional, Agile, Extreme
- IT Strategy Management
- Managing Tech Ventures
- Managing Digital Transformation
- Network Thinking
- Software Quality Management

Marketing Management:

- Advanced Marketing Research
- Advertising and Sales Promotion Management
- B2B Marketing
- Consumer Behaviour
- Customer Relationship Management
- International Marketing
- Marketing Analytics
- Pricing Strategies
- Product & Brand Management
- Retail Management
- Rural Marketing
- Sales & Distribution Management
- Service Marketing



Operations Management &

Quantitative Techniques

- Business Games and Decision Analysis
- International Logistics Management
- International Purchasing and Supply Management
- Materials Management
- Manufacturing Planning and Control
- Manufacturing Systems Design
- Operations Strategy
- Project Management
- Revenue Management and Pricing (New)
- Service Operations Management (New)
- Stochastic Business Modelling (New)
- Supply Chain Management
- TQM and Six Sigma

Strategic Management:

- Competitive Intelligence
- Corporate Governance
- Entrepreneurship and New Ventures
- International Business Strategy (New)
- Knowledge Management
- Managerial Capabilities and Competitive Advantage (New)
- Management Control Systems
- Management of Change & Transformation
- Management of High Technology Industry
- Management of Media Business (Reintroduced)
- Managing with New Business Models in a Digital Economy (New)
- Managing Technology and Innovation
- Mergers and Acquisitions
- Models & Framework of Strategic Analysis
- New Product Development Strategy
- Strategic Analysis of JV & Alliances
- Strategic Consulting
- Strategy in emerging markets
- Strategic Thinking and Problem Solving (New)

“Leadership and learning are indispensable to each other.”

JOHN F. KENNEDY



Fellow Programme

in Management

The Indian Institute of Management Rohtak (IIM Rohtak) aims at becoming a global leader in creation and dissemination of management knowledge. It recognizes that no premier academic institution of higher learning will be able to create and sustain excellence without a strong emphasis on world-class research. In line with its vision and planning, IIM Rohtak launched its Doctoral Programme-Fellow Programme in Management (FPM) in the academic year 2013-14.

The doctoral programme of IIM Rohtak has been proved to be one of the most preferred doctoral programmes by aspirants who have an inclination towards a career in research or academics.

The Fellow Programme in Management (FPM) has the following objectives:

- It aims at developing high-quality researchers and teachers for academic institutions in India and abroad.
- It envisages itself as a leading source of top quality management experts and thinkers for business organizations, government and society in India and abroad.

The fellows are awarded attractive fellowship per month during the programme along with financial assistance in the form of contingency grant. The fellows are strongly encouraged to participate in national and international conferences as well as for academic exchange visits to partner institutions for which the institute provides financial support.



Areas of Specialisation

IIM Rohtak offers doctoral programme with specializations in Economics & Public Policy, Finance & Accounting, Human Resource Management & Organizational Behaviour, Management Information Systems, Marketing Management, Operations Management & Quantitative Techniques and Strategic Management.

The course is designed to produce research scholars and academicians with outstanding intellectual capabilities. The highly qualified and experienced faculty of IIM Rohtak and guest faculty from the premier educational Institutes of India, mentor the fellow participants to inculcate the quality research aptitude among them.

Executive Fellow Programme in Management

IIM Rohtak is inducting its maiden Executive Fellow Programme in Management (EFPM) 2018-2022 batch, a doctoral programme for working executives in December 2017. The Executive Doctoral Programme in Management (hereafter, Executive Fellow Programme in Management (EFPM) is a

non-residential part time fellow programme in management. It is specially designed for working professionals from the industry, government, and social sector and interested in pursuing research in the field of Management. With the rapid expansion of management education in India, it has become inevitable that business school caters to the demand of faculty by producing excellent researchers and academicians who have strong practical experience of the corporate world. Management



education will only be powerful and effective if the people with their real-life experiences are brought to the academic forefront. EFPM at IIM Rohtak is an attempt in this direction to draw the best talent from industry to academia.

The objective of the Programme:

- The programme aims at developing high-quality researchers, and policymakers for-profit and non-profit organizations, academic and government Institutions in India and abroad.
- The programme envisages itself in developing independent top-quality management thinkers, thought leaders and consultants making contributions to the domain of management.



Executive Education

Programmes



The institute has marked its presence in the field of Executive Education. It has successfully launched and running two chapters of 2-years long duration online programme (ePGP 01 and ePGP 02). The institute has added another vertical in the Long Duration Programs with the launch of 1-year PGP in January 2018, a composite mode (offline/online) 625 hours PG Diploma programme designed for the working executives of corporates/PSU/Group & Govt. officers. Besides, 2 Year Executive Post Graduate Diploma in Sports Management, Certificate Program in Family Business and 1-year Executive Programme on Advanced Corporate Finance is also launched for the executives.

A significant part of our portfolio consists of the engagements in conducting customized executive programmes for different organizations, corporates, government, public sector undertakings, regulatory bodies and other similar organizations. The aim is to address their specific requirements and provide them suitable development intervention and strategic solutions. The training modules for these programmes are designed in close association with our clients to ensure value-added delivery. LIC of India, Power Grid Corporation, Canara Bank, Asian Paints, Indian Oil Corporation, IRCTC, DRDO, Prasar Bharti, Petronet LNG, and Peerless are some of our prominent clients.

The institute also offers a broad portfolio of Open Management Development Programmes every year with duration ranging from two days to five days. The programmes are designed for the various specialized area of organizational behavior, marketing, business environment, operations, information systems, etc.

The institute has the experience of conducting online eMDPs in Marketing, Operations, Strategy, ITS and Public Policy & Business Environment Area. The programmes in the area of Project Management, Data Analytics, Digital Marketing & Marketing Analysis, Strategic Marketing and Sales Management, Strategy Management, HR Analytics, Entrepreneurship, etc. were conducted recently.



Committees and Clubs



While coursework demands much of a student's time, IIM Rohtak also encourages informal interactions through weekly social hours, club events, special interest groups, and other recreational activities.

The learning gained beyond the classroom is as integral a part of student life as is the classroom learning at any business school. Our multifarious student clubs provide abundant opportunities to practice and hone various skills and talents. Our culture is infused with a genuine appreciation of one another and inculcates a style of teamwork and leadership that should put our graduates at the top of recruiters' lists.

Placement Committee

The Placement Committee is a student body that has been formed to interact with companies on a continuous basis in order to bring the optimum and best-fit career opportunities to the students of IIM Rohtak for their summer and final placements. It also facilitates prospective employers by organizing institute-industry interactions regularly and providing complete support for arranging placement activities on the campus.

Public Relations Cell

The Public Relations Cell strives to bring IIM Rohtak to the forefront through brand building and promotion with a plethora of events and activities at IIM Rohtak. The cell makes sure that every single event gets covered by the media. In order to achieve this objective, it uses electronic, print and television media to the fullest. Thus, PR Cell is the institute's window to the outside world.



Industrial Relations & Interaction Cell (IRIC)

IRIC maintains a proactive relationship with the corporate world and employs a variety of means to develop and enhance the link built with the larger business community. It facilitates educational and networking opportunities among industry leaders and members of the IIM Rohtak community by arranging guest lectures, workshops, and symposia by eminent personalities.

Academic Committee

The Academic Committee co-ordinates academic matters with the institute administration and faculty. The class schedules, deadlines, visiting faculty schedules, etc. are decided in consultation with the Academic Committee.

Cultural Committee

The committee essentially looks to organize various events and activities to bring the student community together and give students a platform to showcase their latent talents. One of the more popular undertakings of the committee was the organization of 'Runsangram,' the intra-hostel cricket tournament, based on an IPL-like model.

Alumni Association

The IIM Rohtak Alumni Association is a registered society under the Society Registration Act of 1861. The association aims to undertake activities contributing towards the advancement of the objectives of the Institute and maintaining the relationship among the alumni of IIM Rohtak.

Hospitality Committee

The Hospitality Committee is responsible for managing the affairs of the hostel including deciding menu at the Hostel Mess. The Committee deals with drawing and disbursement of funds for day-to-day Mess expenses, coordinating maintenance and repair of other hostel amenities with the Institute administration, etc.

IT Committee (ITCom)

Students IT committee is an interface between students and institute's IT Department. The committee takes care of, students' IT related matters (maintenance of Wi-Fi networks, internet facility, and other IT related matters in the Hostel) and resolve their problems by coordinating with the institute's IT Department.

Sports Committee (Sports Com)

The Sports Committee is responsible for selection and constitution of various teams for different sports like cricket, football, basketball, badminton, swimming, etc. These teams are sent for participating in various inter-B School sports events, representing IIM Rohtak. The Committee also holds annual Sports Week at IIM Rohtak, with exciting prizes.

Student Council

The Student Council acts as an interface with the institute administration to sort out matters that arise between other committees or on matters concerning student welfare.



Election and Audit Committee (ENAC)

It is an elected body by an entire student committee. Main responsibilities include monitoring budget and expenses of various committees by auditing them, conducting all elections involved with the student body and ensuring the selection criteria and the process followed by different committees are unbiased. ENAC, through its work, restores trust and authenticity in fragile situations like conflicts between committees, etc.

exploR – The Photography Club

exploR is the official photography club of the institute. The purpose of the club is to document all events associated with IIM Rohtak, conduct workshops for people who are interested in learning the art of photography, conduct competitions for students within the campus, and showcase the work done by each member through a digital exhibition at the end of every term.

FI (Φ) – The Finance & Investment Club

FI brings together all the bright minds pursuing interests in the world of finance. The club provides a forum for the exchange of ideas in the emerging areas of finance. Apart from "*Finanza*," a fortnightly e-zine dedicated to track and analyze the latest events in the financial world, the club provides an excellent platform for preparation for certifications and organizing simulation games.

Humane-R – The HR club

Humane- characterizes tenderness, compassion, and sympathy for people; and R stands for Rohtak. The club's philosophy: there is nothing as pure as knowledge. The club aims to promote HR discipline on the campus and outside as well. They do this through by organizing numerous case study competitions, knowledge transfer sessions with industry experts, and article writing competitions.

Analytics Club

Analytics club of IIM-R strives to reach the frontiers of the trending technologies and create a platform for some mind-teasing insights into the latest Information Technology. Analytics club provides case studies, simulation events, and quizzes for its members. The club comes up with newsletter and articles on a monthly basis for the students.

In Quizire

InQuizire, IIM Rohtak's intra-institute quizzing series, was started in October 2011 with the objective of organizing and coordinating quizzing activity in the institute. In all the editions of InQuizire, many enthusiasts have participated and won prizes. The Facebook page with the name 'InQuizire at IIM Rohtak' is aimed at promoting the quizzing series via social media.

Marque – The Marketing Club

Marque is a platform for interaction among students who are passionate about marketing and want to expand their learning beyond the classroom. A step in this direction is the club newsletter, *Canvas*, which, along with news briefings, publishes articles on evolving marketing practices. Marque subjects members to invigorating rounds of real-life case studies, selling games and marketing /advertising strategies.



Operations Club

IIMR seeks to generate interest on the subject and facilitate discussions on important issues on developments and trends in operations research and operations management. Operations Club regularly organizes innovative and enriching learning experiences like industrial visits, quizzes, computer-based events, simulation games, and guest lectures by experienced industry personnel.

Raw- Reader and Writers Club

Readers and Writers (RaW), IIM Rohtak, is a group of Literature Savvy individuals of IIM Rohtak with an aim to build a passion for reading and writing in students. RaW through its various platforms like RaW Scribbles, RaW Comics and RaW originals cuts across different batches of IIM Rohtak by providing an equal platform to all, to share, to learn. RaW Scribbles is a solution for online reading recommendations and more importantly is a Spam-free WhatsApp Group open to IIM Rohtak Fraternity. RaW Comics is for the child inside you, another WhatsApp group to share Happiness with its poster characters and RaW Originals is for those people who have a knack over words, an ability to mold them at their will whose output is a poem or a story.

With a galore of online and offline competitions like caption Mondays, explain it like I am 5 Tuesdays, Lit convos, Spelling Bee and the recent addition Poets of the R- a poetry recitation competition has the motive of keeping the creative juices flowing inside the students. With its recent initiatives, Readers and Writers is also a literature society that helps people in professional branding and spreading their content to people.

"Writers and their readers, readers and their writers - an unbreakable bond - RaW, a reader's society from IIM Rohtak aims to help strengthen that same.

Social Development Projects Cell

The Social Development Projects Cell, or better known as SDP, is the social initiative of the institute. In 7 groups, 30 students have associated themselves with an NGO in Haryana, NCR, and Uttarakhand, spent time with them to understand their operations, and are applying the skills learned at the institute to better aid them in matters as diverse as marketing, strategic funding, and teacher training.

Strategy and Consulting Club (SNC)

The club aims to provide its members with opportunities to participate in consulting projects that acquaint students with contemporary issues in strategic management. The club regularly conducts strategy games, case study competitions and consulting quizzes. The club comes up with newsletters and articles from time to time on industry updates that enrich the knowledge of members of the club.

Supply Chain and Operations Management Club (SCOMC)

The purpose of the Supply Chain & Operations Management Club (SCOMC) is to assist students at IIM-R to gain a broader understanding of the opportunities, career paths, and current issues in supply chain and operations management. It seeks to excite students about supply chain and operations through unique and engaging activities, field visits, and member-driven events.

SCOMC organizes simulation and process analytic games on a regular basis, arranges field visits to understand operations in various sectors like restaurants and manufacturing. It focusses on enhancing the skills and knowledge set of students through plenty of case studies, quizzes, and interview counseling.



SWANITI Club

Swaniti is the politics and public policy club of IIM Rohtak. The vision of Swaniti is to sensitize the student community of IIM Rohtak on public policy issues and enable them to become enlightened citizens. Conducting sessions and workshops on public policy is among the core activities of Swaniti. Typically, an expert in the field of public policy is invited to interact with the students and share their insights. Creating content on public policy issues, live projects in the field of public policy, discussions on current public policy issues, and conducting events like YUVA Parliament and Model United Nations are the other major activities of Swaniti.

YUVA Parliament is the flagship event of Swaniti. It is model parliament events conducted with an objective to sensitize and enhance the democratic consciousness of the youngsters in the nation. Over the last two editions, youngsters from premier institutions from all over India participated and enjoyed the event. YUVA Parliament was covered favourably by well-known media houses.

VOICE Club – Speech Club

The Voice Club Of IIM-R's tagline: "Let your voice be heard" pretty much summarises the purpose of its existence. It provides a platform where you can VOICE your opinion, argument, and aggression (although only in words) on a myriad of topics ranging from placements to college life and feminism to terrorism. Each voice session has a different flavor with participants presenting prepared speeches as well as extempore. Voice sessions end on a light note when members from the audience come forward to give their opinions on interesting extempore topics. Debates are also organized on a frequent basis by the club to develop the critical thinking skills of participants and the audience.

" Vision is the art of seeing the invisible."
JONATHAN SWIFT



Life at IIM

Rohtak



“I dived headlong into the foremost breaker, Pitting against cold and turbulent strife the feverish intensity of life.”

Louis Untermeyer's classic lines give perfect imagery of the life at Indian Institute of Management, Rohtak. There is never a day that goes without any excitement. Amidst a plethora of projects, assignment, classes, and quizzes we have celebrations, festivals, dance nights and jamming sessions, and sometimes life blesses you with a few moments of solitude as well.

The journey from day one has been a mix of surprises (pleasant and unpleasant), shocks, and of learning. As soon as we stepped on the campus, we knew that for the next two years the only way out alive was to run. Time is less, work is excessive, and success or failure here is dependent on how you make these two proportionately balanced.

A fundamental lesson that one learns here is the shedding of 'me' and embracing 'we,' yes 'the team spirit.' All work here is done in teams, you might be a lethargic fellow for your own task, but you definitely cannot let the others suffer because of it. If not for your own purpose, you need to work for your group.

Moreover, then the next learning is of the importance of Individuality. It might sound oxymoronic to talk about teamwork and individuality together, but this is what we learn here. Even when you are working in a team, you are a lone warrior in the battle. Work together, but walk alone.





The next is about the most important part of life here, Education. Mediocrity is unacceptable, and you have to struggle towards polishing your 'fine' and making it 'excellent.' Most importantly you learn out of people, the spirit of the people around is unbeatable. Everyone seems to be on his or her toes. Despite all the difficulties, I see smiles around. An occasional pizza, a little joke that goes around the class like a wildfire, a boring movie seen in a group, a

handful of friends, and a lot of enthusiasm and expectations, are the key ingredients that are adding a little spice to the busy, black and white life here. IIM-R shows you 'Life' through a different lens, and it looks different altogether. The two years here make you just to broaden your horizon of thought, manage your time, and no matter what, at the end of the day "Smile" as if nothing would ever go wrong.

The keen involvement of our students in cultural and sports activities reflects the institute's commitment towards developing leaders with an outlook attuned towards nurturing the future while preserving and learning from the past. The various initiatives taken by our students have been beneficial not only to them but have also left a positive impact on the people of Rohtak and society at large.



Festivals in India are an opportunity to celebrate the richness and diversity of our culture and traditions. IIM Rohtak provides a true picture of multi-cultural Indian portrait as it has students from almost all states of the nation. To share and enjoy each festival, our students celebrate each festival with full excitement; be it Diwali, Dusshera, Eid, Lohri, Christmas or Holi with vigor, further cementing the unity amongst the batch.





Management Summits



Management Summit is a congregation of industry leaders for sharing their thoughts, ideas, and experiences with the aspiring business graduates and community. This year Management Summits on the themes "Paradox of Choice," "Paradox of Innovation," "Rewire: Transform Processes, Transform Business" and "Management in Digital Era" were held in Delhi and Mumbai. These Summits were gratified by the presence of **39 senior business leaders** from distinguished organizations like Procter & Gamble, Yes Bank, Thomson Reuters, Deloitte, NDTV, Microsoft, Aditya Birla Capital, RBL Bank, BCG, E&Y, Randstad, KPMG, Deutsche Bank, etc. The distinguished industry leaders discussed the Catch-22 situations faced by businesses and the frameworks and processes that can be leveraged to drive growth while addressing and re-inventing, strategies and practices in pursuit of sustainable value creation for the society. Each summit has received national media coverage on multiple media channels.

As part of the curriculum here at IIM Rohtak, industry exposure is integral for students. IRIC helps students associate with different organizations to work or assist in live business problems, assignments and projects. This year, we have facilitated **12 live projects** which included participation from some very well-respected brands like Kaizen Tutors, LinkedIn, Hashboard Labs, Benchmark Six Sigma, Freshman Adda, Agarwal Packers & Movers Limited and cocoon consulting, to name a few.

Top executives from various industries like Google, DCB, Samsung, Adobe, Lowe Lintas, Cox and Kings, ICRA, Procter & Gamble, Uber, Ford, etc. have visited the Indian Institute of Management Rohtak, over the past year for delivering **18 guest lecture sessions and conducting two workshops**, all of which were organised by Industry Relations Cell. The speakers shared interesting facts and industry insights with the students enlightening the students about how corporations work and the kind of complex problems they face.



Alumni

Speaks



Being associated with IIM Rohtak since its formative years is a matter of pride for me. The rigor offered through assignments, discussions, and projects inside the classroom provided me with the necessary skillset to handle challenging roles in the corporate world effectively and efficiently. Getting involved in an array of extracurricular activities through clubs, committee and various events further accentuated my learning and honed my skills beyond the classroom program. More importantly, IIM Rohtak paved a way to network with the best of the brains. My stay at the campus is something that I would cherish always.

Ankit Arya (PGP Batch 2012-14)
Manager Citibank



Two years at IIM Rohtak has been a value-add for me like none other. The institute lived up to its promise of providing a high standard of education, peer network and job placement in the industry and the city I so wanted. It has been five years since I finished college and it still helps me on a regular basis, be it any request to the officials or with the soft power of the IIM brand. Many doors have been opened. Thank you IIM Rohtak.

Varun Arya (PGP Batch 2011-13)
Senior Product Manager, Open Sooq – Dubai



I chose the PGP course at IIM Rohtak to help me get closer to my dreams. The curriculum, though rigorous, brought out the best in me and unearthed my leadership qualities. The faculty, guest speakers, and peers were of great help in accentuating my learning experience. I can confidently claim that PGP course has given me more clarity in how I approach my thoughts, my career, and my life.

Ridhima Gupta (PGP Batch 2013-2015)
Digital Marketing, Google



My experience at IIM Rohtak was fulfilling beyond my expectations. With the unique mix of our batch, learning opportunities were immense. Students, faculties, and administration all contributed to an excellent overall atmosphere.

Bhanupriya Meena (PGP Batch 2012-14)
Manager, Flipkart



वीर साधुओं को स्मार्पित किया 7वां स्वतंत्रता दिवस

आइएडएम रोहतक में स्वतंत्रता दिवस मनाते रहेंगे। रोहतक : आइएडएम रोहतक के छात्रों ने 71वें स्वतंत्रता दिवस बुधवार से मनाया। 120 से ज्यादा राज्यों के छात्रों ने

एक साथ आकर भारत की आजादी की लड़ाई में शहीद हुए वीर प्रजातिकिरियों के बलिदान की याद दिलाया।

अनुसूचित के कार्यक्रम में बोले राष्ट्रपति जयराज सिंह और स्वतंत्र

हर कश्मीरी 'जयहिंद' बोले यह मेरा सपना

विद्यार्थियों ने राष्ट्रपति जयराज सिंह और स्वतंत्रता सेनानी श्री 154वें स्वतंत्रता दिवस के अवसर पर 'जयहिंद' बोले। यह मेरा सपना है कि मेरा देश स्वतंत्र हो सके।

IIM Rohtak student walks away with ₹30L per annum package

Hardik Anand
HardikAnand@indianexpress.com

Banks and non-banking entities such as ICICI, HDFC, SBI and Thomson Reuters recruited students for various roles. Sales and marketing bagged the maximum number of offers, accounting 29% of the total placements. Recruiters such as Amul, Aditya Birla Group, Tata Steel and Maruti Suzuki hired in this domain. Other major sectors included general management (21%), analytics (12%), strategy and consulting (7%) and operations (5%). Some other prominent companies that recruited this year from campus were Google, Amazon, Infosys, Larsen and Toubro and Africa-based Tolaram group.

सपनों के लिए खुद को झोंक दो : गोयल

अध्यक्षीय रोहतक की ओर से एमपी के राजकुमार गोयल ने 71वें स्वतंत्रता दिवस के अवसर पर छात्रों को प्रेरित किया।

गोयल ने कहा कि छात्रों को अपने सपनों के लिए खुद को झोंकना पड़ेगा। उन्होंने छात्रों को प्रेरित किया कि वे अपने सपनों के लिए लड़ें और जीतें।

आइएडएम रोहतक में स्वतंत्रता दिवस मनाते रहेंगे।

आइएडएम रोहतक में स्वतंत्रता दिवस मनाते रहेंगे। छात्रों ने 71वें स्वतंत्रता दिवस बुधवार से मनाया। 120 से ज्यादा राज्यों के छात्रों ने एक साथ आकर भारत की आजादी की लड़ाई में शहीद हुए वीर प्रजातिकिरियों के बलिदान की याद दिलाया।

Dream big, work hard to excel in life: Naidu to youth

Vice-Prez inaugurates IIM campus, addresses convocation

SURESH DHANAWAD

ROHTAK, HARYANA: The youth should dream big and work hard to achieve success and excel in life. The knowledge and skills we acquire are transformative tools. They transform us and our way of thinking and acting. They can also help us in transforming the world around us and changing the lives of people on this planet, said Vice-President M Venkaiah Naidu.

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IIM-Rohtak student gets ₹30 lakh annual pay offer

Highest For Institute Since Its Inception

Two, News Network

Rohtak: A student of IIM Rohtak has been offered a lakhs per annum. The highest job offer for the business school since it was established in 2005, said a spokesperson of the institution on Wednesday.

Patanjali hires 10 Rohtak IIM students

Business News Service

ROHTAK, HARYANA: Patanjali has hired 10 interns from the IIM, Rohtak. The IIM, Rohtak, is among the first IIMs from where Patanjali has recruited interns for various management positions. A press note issued by the public relations cell of the IIM, Rohtak, said today it stated "Patanjali (Noida) Limited, one of the leading FMCG companies in India, hired 10 interns from the IIM, Rohtak, on Sunday. The interns will be working in diverse fields in the Patanjali group, including sales, marketing and operations. The recruitment drive was conducted at the Patanjali Approved Learning Centre, Rohtak."

Security breach in cavalcade

A security lapse took place while the cavalcade of Vice-President M Venkaiah Naidu was going from the helipad to the new IIM campus for the inauguration ceremony. On the way, a car carrying newly elected Rajya Sabha member Lt Gen DP Naidu (retd) entered the Vice-President's cavalcade, which is a breach of the security protocol. The driver of the MP's car was reportedly warned about the incident.

POLITICAL ENTREPRENEUR FROM IIM ROHTAK

Narasimha Donthinemi, the only student who opted for entrepreneurship, will be leading Ivin Strategies, a political consultancy firm as its CEO and working partner. Narasimha had previously contested greater Hyderabad MC elections on ticket of Lok Satta Party.

He was recently awarded by Quality Council of India for his work on modernising public libraries in Hyderabad.

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154 students graduate from IIM Rohtak - 26 Mar 2018 - Page #4

154 students graduate from IIM Rohtak

HT Correspondent
hthindia@hindustantimes.com

CHANDIGARH: About 154 students graduated from the Indian Institute of Management (IIM), Rohtak, on Sunday during the seventh convocation presided by Vice-president M Venkaiah Naidu.

IIM Rohtak director Prof Dheeraj Sharma said in a statement that IIM Rohtak has been ranked the best in management research among the second and third generation IIMs.

He also said that the institute

ACADEMIC EXCELLENCE MEDALS WERE AWARDED TO STUDENTS

has launched several online executive programmes in the domain of analytics and have trained about 1,000 executives from the private and public sector during the last one year.

As per a press release, academic excellence medals were awarded to students Shubham Ganatra, Vedant Bhutra and Shubham Agarwal.



Vice-president Venkaiah Naidu giving degree to a scholar at the 7th convocation of IIM-Rohtak on Sunday. Haryana governor Kaptan Singh Solanki, IIM Rohtak director Prof Dheeraj Sharma and education minister Ram Bilas Sharma are also seen.



Students'

Achievement



Amazon Ace Challenge 2017

Shubham Agrawal, Utkarsh Agarwal, Yuvraj Gaur: Top 5 Teams.

Reliance Foundation's Lets Play Challenge

Shubham Agrawal, Utkarsh Agarwal, Yuvraj Gaur: National Winner

TATA Steel's Steel-a-Thon Case Study Competition

Shubham Agrawal, Utkarsh Agarwal, Yuvraj Gaur: Campus Winner

L&T OutThink Case Challenge

Utkarsh Agarwal: Top 8 Team

Launchpad Competition by Newgen Software Technologies Ltd.

Subham Garodia: Winner

Vodafone Voyage 2016

Subham Garodia, Shivam Mehrotra: Campus Winner

RELIANCE QUIZ-A-THON

Aditya Kumar, Anmol Gupta (team): 3rd Position

AIRTEL-D2C QUIZ-A-THON

Aditya Kumar: 2nd

FLIP

Tanmay Deshpande - Wealth Advisory Certification: AIR 17

Ankit Jain - Finance and Banking Fundamentals program: AIR 10

Motilal Oswal 'Think Equity think QGLP' contest

Tanmay Deshpande: Runner-Up

Smart-Beta finance case study competition, IIM Rohtak

Tanmay Deshpande: Runner-Up

Indus Valley Partners

National Case Study Competition Avilash Chowdhury: 2nd Runner-Up

Yes Aspire 2017

Shivam Mehrotra: National Finalist

Akshat Modi: Scholar

OPJEMS Scholarship 2017

Rahul Ganatra

Agnitraya 2017, IIM Kashipur

Men's Cricket Team: Winner



Infusion 2017, IIM Rohtak

Men's Cricket Team: Winner

Shiv Nadar University

MYSTIQUE 2017, National Level Case Study Competition

Rajendra Panigrahi, Navneet Kumar: Runner-Up

SYNALYST 2017, National Level Simulation Competition

Rajendra Panigrahi: Runner-Up

EXTERNIX 2017, National Level Case Study Competition

Rajendra Panigrahi, Navneet Kumar: National Finalist

VIRTUAL COMBAT 2017, National Level Simulation Competition

Rajendra Panigrahi: Runner-Up

Minimum Viable Product simulation

Rajat Jain: Runner-Up

IIM Shillong

SHRINKHALA 2017, A National Level Case Study Competition

Navneet Kumar: National Finalist

IIM Kashipur

MARKAHOLIC 5.0, A National Level Case Study Competition

Rajendra Panigrahi: National Finalist

MDI, Gurgaon

Sans Pareil, The Flagship Marketing Event of MDI, Gurgaon

Anmol Gupta: National Finalist

Imperium 2017, Phalanx held at MDI, Gurgaon

Himanshu Jatale: National Finalists

Table Tennis

Rohan Bansal: Gold Medalist

Biz Czar- MDI Gurgaon (Analytical Competition)

Prakhar Chabra, Rahul Sharma: Finalist

Disrupathon - MDI Gurgaon (Entrepreneurs Ideas)

Prakhar Chabra, Rahul Sharma: Finalist

Udaan 4.0, IIM Rohtak

Ignitus: B Plan competition

Anmol Gupta: National Finalist

American Express 'Analyse This' Quiz

Pratham Mantri: National Winner

Renew Green Quiz conducted by Renew Power

Himanshu Jatale, Anmol Gupta: National Finalists

IIM Udaipur

Headrush, A National Level Business Quiz

Seriesh CR: 2nd Position

ISB Hyderabad

Pinnacle, A Business Quiz

Seriesh CR: National Finalist





Placement

Report

Summer Placements

IIM Rohtak takes immense pride in announcing the successful completion of summer placements for the 2017-19 batch with the Institute yet again achieving 100% placements. Each student who opted for summer placement was successful in receiving an internship offered through the institute.

With a 67% rise in the batch strength, this year saw an unprecedented increase in the number of new recruiters. A whopping 100+ companies (65% increase from last year) visited the campus to make offers in diverse fields.

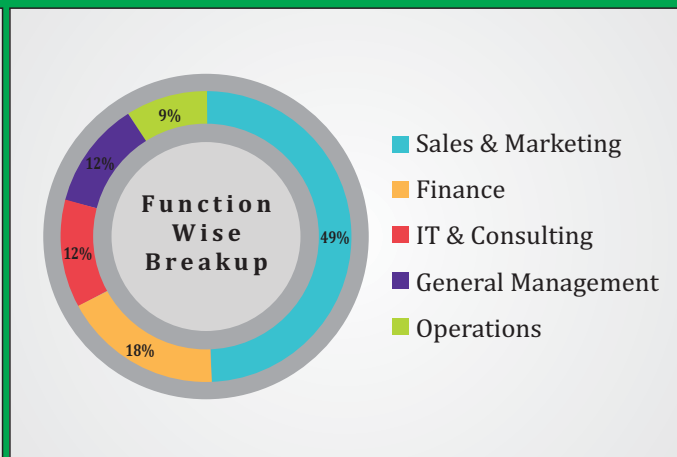
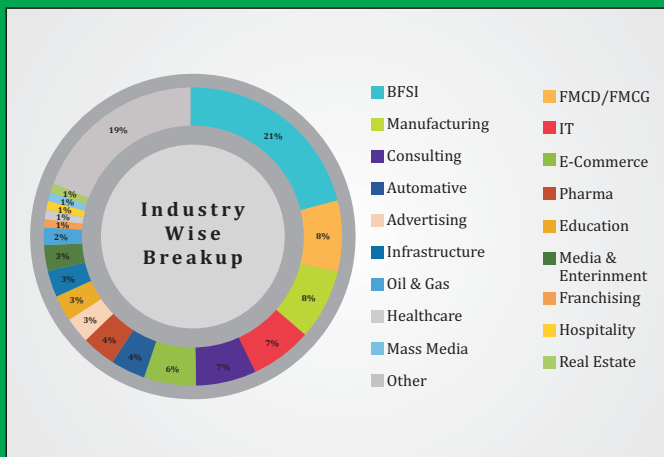
The highest stipend offered this year stood at Rs. 2,47,800 while the average stipend figure was Rs. 50,110 for two months.

Almost 50% of the total offers secured were under the marketing domain. Some of the prominent recruiters included Dabur, Yes Bank, Tata Steel, Sanofi Genzyme, HPCL, BPCL, IndiaMart and ACG Worldwide. Patanjali Ayurved was the highlight of the season, choosing to recruit interns for multiple roles. Many renowned names such as MullenLowe Lintas Group, ABB, VLCC, Yellow Diamond and CybizCorp visited the campus for the first time and offered niche profiles.

Finance firms were next in line with 18% of the batch getting offers in this domain. Prominent banks such as ICICI, SBI, Yes Bank and IDBI Federal recruited for multiple roles. Non-banking financial entities such as Arcesium, Indus Valley Partners, Thomson Reuters, and Future Generali recruited for wide-ranging profiles. H&R Block and K.G. Somani and Co. were some of the new names that hired interns in large numbers.

Other major sectors included General Management (12%), IT and Consulting (12%), and Operations (9%). Some of the prominent firms that hired interns in these domains were L&T, United Motors, Wipro, Cognizant Business Consulting, Stryker, Luthra Group and Essel Group.

This report is being audited by CRISIL, as per the Indian Placement Reporting Standards. The audited report will be uploaded on the Institute's website.





Final Placements

IIM Rohtak successfully completed the final placement process for the Batch of 2018 with 100% placements including several international offers made to the students by diverse firms.

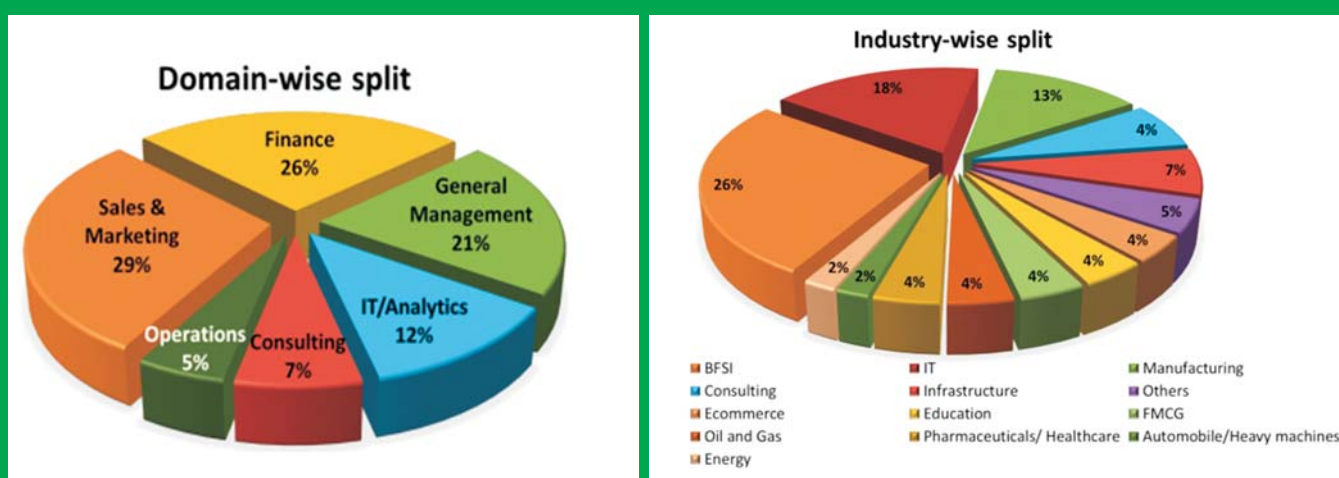
There was a marked increase in the number of companies visiting the campus this year with 40+ new companies making offers to the students. Moreover, this year witnessed a steep increase in the number of PPIs and PPOs offered to the students. There was also the presence of International recruiters like Tolaram Group and Square yards on the campus offering some of the most sought-after profiles. Highest salary offered was 30 lakhs pa and average was 11.7 lakhs pa.

Marketing stood as the top recruitment domain this season with 29% of all the offers made. Some of the prominent recruiters included Yes Bank, Dabur, Amazon, BPCL, Maruti Suzuki, Tata Steel, JK Group, IndiaMart, Cushman, and Wakefield. Some of the big names that visited the campus for the first time were Amul, Aditya Birla Group, Cargill Foods, Mafatlal, Dell, and ACG WorldWide. There was a 5x increase in the number of FMCG companies visiting the campus.

Finance firms were the next in line with 26% of the batch getting offers in this domain. Prominent banks such as ICICI, RBL, Yes Bank, HDFC, SBI, Standard Chartered, IDFC, Federal Bank, and Kotak Mahindra Bank recruited for multiple roles. Non-banking financial entities such as Arcesium, Indus Valley Partners, Futures First, Thomson Reuters, DE Shaw, TresVista and Future Generali recruited for niche profiles. In investment banking, Motilal Oswal was the highlight, opening up its coveted MT Spark Program.

Other major sectors included General Management (21%), IT and Analytics (12%), Strategy and Consulting (7%) and Operations (5%). This season also saw the return of the Big 4 with KPMG and EY offering attractive profiles. Some of the other prominent firms visiting the campus were Google, Amazon, GMR, L&T and Cognizant.

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Final

Placement

Snapshots

Number of students eligible for the process	143
Not seeking Placement through the Institute	8
Number of Placed students	143
Number of PPO/ PPI received	26
Number of companies that visited the campus	95
Average CTC of top 10% of the batch	21.2 Lpa
Average CTC of top 25% of the batch	17.4 Lpa
Average CTC of the batch	11.7 Lpa
Highest CTC Offered	30 Lpa
International offers	4



Our

Recruiters





Placement

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Dr. Agam Gupta



Dr. Palka Chillar



Dr. Agrata Panday



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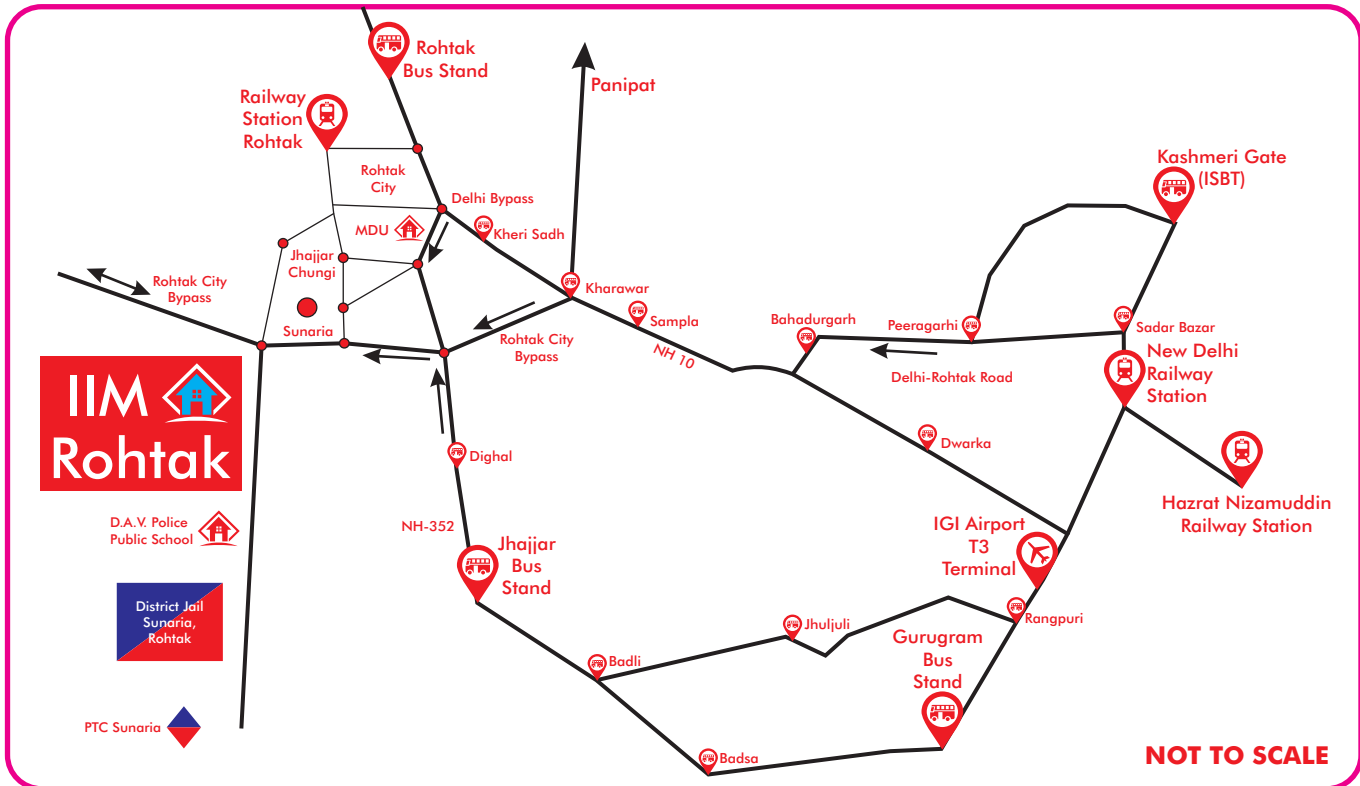


Road Map

To IIM Rohtak



Scan for
Google Map Location



INDIAN INSTITUTE OF MANAGEMENT ROHTAK

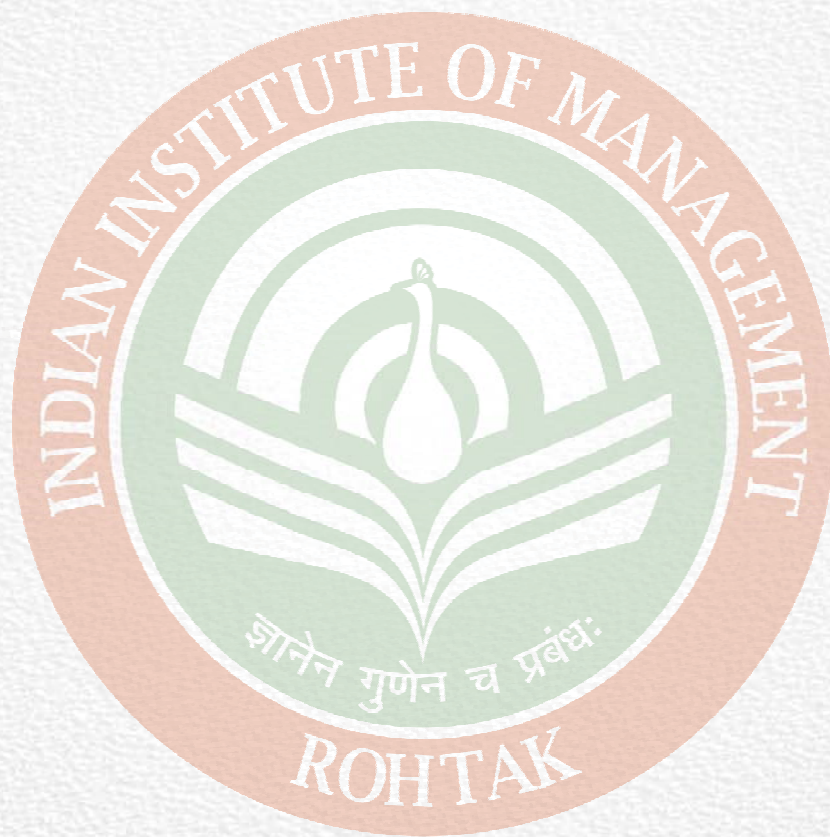
- ★ IGI Airport Delhi to IIM Campus 90 mins.
- ★ New Delhi Railway Station to IIM Campus 105 mins.
- ★ ISBT Kashmeri Gate Delhi to IIM Campus 120 mins.
- ★ Rohtak Bus Stand to IIM Campus 15 mins.
- ★ Rohtak Railway Station to IIM Campus 10 mins.

START at New Delhi - 29 km - NH - 10

Start from Connaught Place and take Panchkuian road, Deshbandhu road and continue to Rohtak road via Peeragarhi.

Bahadurgarh-44 km - NH-10 cross Sampla, reach Kharawar and turn left to Rohtak city Bypass towards Bhiwani, reach Sunaria - 15 km - turn left for IIM Rohtak

The city of Rohtak is advantageously placed a mere 70 kms from the National Capital Region of Delhi and is easily accessible via road and rail. The IGI Airport is also a short hour and half drive away. The institute also has the benefit of being in Haryana, a state that is undergoing a transformation from a predominantly rural to an educational and industrial hub.



Indian Institute of Management Rohtak

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