PGDM
POST GRADUATE DIPLOMA IN MANAGEMENT
BATCH 2014-16

For a Professional Management Career

Institute of Technology & Science
Mohan Nagar, Ghaziabad
(M) : 08447744041/42/43/44/45/77
E-mail: admissions.mn@its.edu.in

www.facebook.com/ITS.MohanNagar.Ghaziabad

I.T.S - Institute of Management
4G, knowledge Park-III, Greater Noida
Phone: 0120-2331073
(M) : 07838555881/82, 0880021300/400/500, 07838599436/39
E-mail: itsim@its.edu.in, imadmissions@its.edu.in

www.facebook.com/ITS.InstituteofManagement.GreaterNoida
THE UNIQUE I.T.S ETHOS

OUR VISION
Creating a Thinking Professional Order

OUR MISSION
To make incessant endeavor to create learning process in response to changing managerial paradigms.

OUR OBJECTIVE
- Generating new learning techniques
- Improving teaching processes
- Expanding the information technology capacity
- Strengthening the industry interactive network
- Facilitating professional practitioners in searching their potential
- Inculcate team spirit among the learners

ADVANTAGE @ I.T.S
- Known for excellence in Management Education
- Ranked among Best B-Schools
- Qualified & experienced faculty
- Conducive learning environment
- Industry-oriented curriculum
- Regular Interaction with industry practitioners
- Participative learning modules
- Personality Development Programs for total transformation
- International Study Tours for global learning
- Proximity to Delhi
## CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADVISORY BOARD &amp; ACADEMIC COUNCIL</td>
<td>02</td>
</tr>
<tr>
<td>LEADERSHIP TEAM</td>
<td>04</td>
</tr>
<tr>
<td>I.T.S - THE EDUCATION GROUP</td>
<td>05</td>
</tr>
<tr>
<td>PGDM @ I.T.S</td>
<td>07</td>
</tr>
<tr>
<td>THE STUDENT EXPERIENCE</td>
<td>08</td>
</tr>
<tr>
<td>LIFE @ I.T.S</td>
<td>09</td>
</tr>
<tr>
<td>CELEBRITIES @ I.T.S</td>
<td>10</td>
</tr>
<tr>
<td>INSTITUTE OF TECHNOLOGY &amp; SCIENCE, GHAZIABAD CAMPUS</td>
<td>11</td>
</tr>
<tr>
<td>PGDM COURSE STRUCTURE</td>
<td>13</td>
</tr>
<tr>
<td>INFRASTRUCTURE @ I.T.S GHAZIABAD</td>
<td>14</td>
</tr>
<tr>
<td>CORPORATE RESOURCE CENTRE</td>
<td>16</td>
</tr>
<tr>
<td>CORPORATE INTERFACE</td>
<td>17</td>
</tr>
<tr>
<td>PLACEMENT AND CAREER</td>
<td>18</td>
</tr>
<tr>
<td>FACULTY AND RESEARCH</td>
<td>19</td>
</tr>
<tr>
<td>FACULTY RESOURCE @ GHAZIABAD CAMPUS</td>
<td>20</td>
</tr>
<tr>
<td>ALUMNI ACHIEVERS</td>
<td>22</td>
</tr>
<tr>
<td>I.T.S - INSTITUTE OF MANAGEMENT, GREATER NOIDA</td>
<td>23</td>
</tr>
<tr>
<td>COURSE STRUCTURE</td>
<td>27</td>
</tr>
<tr>
<td>CORPORATE RESOURCE CENTRE - GREATER NOIDA CAMPUS</td>
<td>28</td>
</tr>
<tr>
<td>GUEST SPEAKERS</td>
<td>29</td>
</tr>
<tr>
<td>HALL OF FAME</td>
<td>30</td>
</tr>
<tr>
<td>FACULTY RESOURCE @ GREATER NOIDA</td>
<td>31</td>
</tr>
<tr>
<td>ALUMNI SPEAK</td>
<td>32</td>
</tr>
<tr>
<td>RANKING @ I.T.S</td>
<td>33</td>
</tr>
</tbody>
</table>

its.edu.in
ADVISORY BOARD & ACADEMIC COUNCIL
Institute of Technology & Science, Ghaziabad
I.T.S - Institute of Management, Greater Noida

Dr. D.V. Singh
Chairman
Former Director,
IIT Roorkee & Former Vice Chairman, AICTE

Prof. (Dr.) D.S Chauhan
Chairman
Secretary, AIU
Former Vice Chancellor,
Uttarakhand Technical University

Dr. R. P. Chadha
Chairman
I.T.S - The Education Group

Shri R. J Masilamani
Ex. MD, Timex Watches Ltd.

Shri Aquil Busrai
Ex Executive Director- Human Resources,
IBM India Ltd. & Executive Officer,
Aquil Busrai Consulting

Prof. (Dr.) Muneesh Kumar
Professor, Department of Financial Studies
University of Delhi, Delhi

Regional Officer (Ex-officio)
AICTE, Kanpur

Shri Arpit Chadha
Vice Chairman
I.T.S - The Education Group

Shri Sohil Chadha
Secretary
I.T.S - The Education Group

Shri N. Suryanarayana Murty
Former Business Head-Consumer
Assets ING Vysya Bank Ltd

Prof. B.D.Singh
Professor, Asia Pacific Institute of
Management, New Delhi

Shri R. K Chadha
Chairman, I.T.S-The Education Group

Shri Sohil Chadha
Vice Chairman
I.T.S - The Education Group

Dr. S. K Garg
Professor & Head
Delhi School of Management
Delhi Technological University, Delhi

Shri Arpit Chadha
Vice Chairman,
I.T.S-The Education Group

Shri B. K. Arora
Secretary,
I.T.S - The Education Group

Prof. (Dr.) S. P. Singh
Former Business Head-Consumer
Assets ING Vysya Bank Ltd

Dr. Sunil Kr. Pandey
Professor
Institute of Technology & Science

Shri P. Dwarkanath
Director- Group Human Capital,
Max India Ltd.

Dr. Arun Kumar Rath
Professor
International Management Institute, Delhi

Prof. Shekhar Ghose
Director General & Member Secretary

its.edu.in

PGDM
2014-16
LEADERSHIP TEAM

Shri B.K Arora
Secretary
I.T.S - The Education Group

Shri Arpit Chadha
Vice Chairman
I.T.S - The Education Group

Dr. R P Chadha
Chairman
I.T.S - The Education Group

Shri Sohil Chadha
Vice Chairman
I.T.S - The Education Group

Dr. B.S Hothi
Director - Management
Institute of Technology & Science, Ghaziabad

Dr. S.P. Singh
Director
I.T.S - Institute of Management, Greater Noida

Prof. Shekhar Ghose
Director General
Institute of Technology & Science, Ghaziabad & I.T.S - Institute of Management, Greater Noida

Shri Surinder Sood
Chief Administrative Officer
I.T.S - The Education Group

We prepare industry ready professionals with capability to meet higher order challenges.
**I.T.S - THE EDUCATION GROUP**

I.T.S - The Education Group under Durga Charitable Society, established its first campus at Mohan Nagar, Ghaziabad in 1995. The Group has been committed to its vision of Creating a Thinking Professional order. The Group has eminent field-specialists and acclaimed management gurus as faculty and guest faculty, perseverant and committed set of students, alumni network and a strong corporate nexus that has helped in building I.T.S, a premier group of institutions.

I.T.S Parivaar takes pride in providing knowledge and competencies in the areas of Management, Information Technology, Dental Science, Engineering, Biotechnology, Paramedical Sciences and Pharmacy.

**PROGRAMME HIGHLIGHTS**

**Management** : PGDM, MBA, BBA and Ph.D  
**IT** : MCA and BCA  
**Engineering** : B.Tech (CS, EC, EE, ME, IT & Civil Engineering) and M.Tech (CS)  
**Dentistry** : BDS & MDS  
**Biotechnology** : B.Sc (Biotechnology) and M.Sc (Biotechnology)  
**Pharmacy** : B.Pharma, M.Pharma, & Ph.D (Pharmaceutical Science)  
**Paramedical** : BPT and MPT  

---

**PGDM**  
(Approved by AICTE and NBA accredited. NAAC accredited 'A' grade institute and equivalent to MBA by AIU)

**MBA & MCA**  
(Affiliated to Uttar Pradesh Technical University, Lucknow)

**Ph.D**  
(Affiliated to Uttar Pradesh Technical University, Lucknow)
I.T.S - Surya Hospital, Murad Nagar (Estd : 2000)
BDS & MDS
(Affiliated to Ch. Charan Singh University, Meerut)

I.T.S - Engineering College, Greater Noida (Estd : 2006)
M.Tech (CSE),
B.Tech (CS, EE, ME & IT),
MBA
(Affiliated to Uttar Pradesh Technical University, Lucknow)

I.T.S - U.G Campus, Ghaziabad (Estd : 1995)
BBA & BCA
(Affiliated to Ch. Charan Singh University, Meerut)

I.T.S - Paramedical College, Murad Nagar (Estd : 2003)
B.Sc (Biotech),
M.Sc (Biotech),
BPT & MPT
(Affiliated to Ch. Charan Singh University, Meerut)

I.T.S runs two multi-specialty hospitals with 100 beds each catering to medical needs of society.

I.T.S - Surya Hospital, Murad Nagar
I.T.S - Surya Hospital, Greater Noida

Facilities are available for General Medicine, Surgery, Orthopaedics, Paediatrics, Gynaecology & Ophthalmology.
Admission Procedure

- Candidate should have a Bachelors degree in any discipline from a recognised university or equivalent
- Valid Score in CAT/MAT/XAT/ATMA/JMAT/CMAT or other national level exam approved by AICTE
- Final year appearing students may also apply
- Candidates are required to register at I.T.S through an application form which can be downloaded from www.its.edu.in.
- After registration, an appropriate date for Group Discussion and Personal Interview will be communicated to the candidate
- The Final selection is based on score of qualifying test and performance in Group Discussion & Personal Interview

Why I.T.S

- Laptop to all Students
- Free foreign tour for Meritorious Students
- Renowned and Experienced Professors
- 100+ Industry Interactions in a year
- Foreign language classes
- International Workshops
- Seminars & Conferences
- Wi-Fi Campus

Specialization

Opportunities for Dual specialization & Major – Minor Specialization:
- Finance
- Marketing
- Human Resource
- International Business
- Information Technology

Duration 2 Years Full Time

The Vibrant and Visionary Faculty Fraternity, highly committed and supportive administrative and technical staff with state of art teaching aids, collaborate relentlessly to make I.T.S a towering place for high flying achievers and budding management professionals motivated to lead.
Vibrant campus ensures daily engagement of students and faculty in activities incorporating extraordinary energy, talent and cultural diversity. The activities also involve regular interaction with foreign faculty through workshops, conferences and student exchange programs.
Life @ I.T.S

Foreign Tour @ Dubai and Abu Dhabi

Foreign Tour @ China

Orientation Program @ I.T.S

Adventure @ JimCorbett

Foreign Students @ I.T.S

Excursion @ Shimla

Student’s Felicitation Ceremony

WYSIWYG - Annual PG Fest 2013

Quiz Guru @ I.T.S
Celebrities @ I.T.S

Parikrama Band @ I.T.S
Euphoria Band @ I.T.S
Ashok Mastie @ I.T.S
Nasya Band @ I.T.S
Shibani Kashyap @ I.T.S
Vinod Kambli @ I.T.S
Hasleen Kaur @ I.T.S (Miss India 2011)
Piyush Chawla @ I.T.S
Ashish Nehra @ I.T.S
Ram Gopal Verma @ I.T.S
Ayushmann Khurrana & Kunal Roy Kapur @ I.T.S
Benny Dayal @ I.T.S
Sara Loren, Mahesh Bhatt, Vice Chairman I.T.S, Adil Rao, Randeep Hooda @ I.T.S
I.T.S is leading among the B-schools, flourishing in the region, has bagged the ISO 9001:2008 Certification & has been accredited as “A Grade” Institute by NAAC – National Assessment & Accreditation Council.

Curriculum in the field of Management is specifically designed to meet ever-changing needs of industry and develop highly skilled and most sought after employable workforce. Learning is not just confined to text books; it encompasses a practical orientation as well. The Institute is breeding ground for passionate business leaders and technocrats of tomorrow. We envision creating passionate professionals who stand out as winners in their own way in highly competitive business environment.

**ACADEMIC DELIVERY**
Curriculum in the field of Management is specifically designed to meet ever-changing needs of industry and develop highly skilled and most sought after employable workforce. Learning is not just confined to text books; it encompasses a practical orientation as well. The Institute is breeding ground for passionate business leaders and technocrats of tomorrow. We envision creating passionate professionals who stand out as winners in their own way in highly competitive business environment.

**LOCATIONAL ADVANTAGE OF I.T.S GHAZIABAD CAMPUS**
- 30 minutes (20 km) from Connaught place
- 30 minutes (20 km) from India Gate
- 7 minutes (4 km) from nearest Vaishali Metro
- 20 minutes (15 km) from Akshardham Temple

I.T.S is leading among the B-schools, flourishing in the region, has bagged the ISO 9001:2008 Certification & has been accredited as “A Grade” Institute by NAAC – National Assessment & Accreditation Council.

**THE PROCESS OF DEVELOPMENT**
- Learning attitude
- Building right perception
- Generate self efficacy
- Sincerity of purpose
- Innovative thinking
- Intellectual maturity

The combination of academic rigor and practical exposure with a global perspective is innate characteristic of I.T.S Ghaziabad, made possible through rigorous projects, case studies, role plays, management games, quizzes, debates, guest talks, colloquiaums and industry visits organized at regular frequency as part of curriculum.

**WHAT MAKES I.T.S GHAZIABAD DIFFERENT**
- Laptop to all Students
- Free Foreign Study Tour for Meritorious Students
- 100 + industry interactions in a year
- Guest lectures by International Faculty
- Conducive learning environment with proximity to Delhi
- Student Clubs and extracurricular activities make students’ life exciting at I.T.S
- Bank loan facilities available from Syndicate Bank, IDBI Bank, Credila & Union Bank of India

**ANTI - RAGGING INITIATIVE**
Ragging, in all its forms, is totally banned in the institute. As per the Supreme Court of India order: anyone indulging in ragging will be punished appropriately. Institute has a ‘zero tolerance policy’ in this respect.

**EDUCATION LOAN PARTNERS**

- An ISO 9001 : 2008 certified Institute
- NAAC Accredited “A Grade” Institute
- Authorised centre for Ph.D programme
- NBA Accredited
- Equivalent to MBA of Indian University by AIU
- MOHAN NAGAR, GHAZIABAD CAMPUS
- its.edu.in
PGDM COURSE STRUCTURE

LIST OF ELECTIVES

Marketing
1. Sales & Distribution Management
2. Consumer Behavior
3. Service Marketing
4. B2B Marketing
5. Integrated Marketing Communication
6. Strategic Brand Management
7. Rural Marketing
8. Retail Marketing

Information Technology
1. Enterprise Resource Planning
2. Data Communication & Network
3. Database Management System
4. Information Technology Infrastructure Management
5. Information Security and Risk Management
6. Managing Information Technology Projects
7. Managing IT Enabled Services
8. Knowledge Management

Human Resource Management
1. Talent Acquisition
2. Learning & Development
3. Performance Management & Reward System
4. Labour Laws
5. Industrial Relations
6. Competency Mapping
7. Emotional Intelligence & Organizational Development
8. Strategic HRM & International HRM

Finance
1. Security Analysis & Portfolio Management
2. Management of Financial Institution & Services
3. Financial Derivatives & Risk Management
4. Corporate Taxation
5. Project Appraisal & Finance
6. Merger, Acquisitions & Corporate Restructuring
8. Bank Management

International Business
1. Global Marketing
2. International Trade Procedures
3. International Trade Theories & Practices
4. Geo-political Environment of Business
5. International Financial Management
6. Cross Cultural Management
7. International Business Strategy
8. International Trading under WTO

Choice of Electives/ Specialization

Two types of specialization options are available to the students of PGDM. Students will have liberty to choose either major-minor specialization or dual specialization. In major-minor option students study 8 papers in major and 4 papers in minor. In dual specialization, they study 6 papers each.
LECTURE THEATRES

Air-conditioned lecture theatres equipped with state of the art teaching aids including LCD projection systems to enhance the quality of academic delivery and maximize student learning experience. These spacious lecture halls are Wi-fi enabled with Multimedia Technology.

LIBRARY - LEARNING RESOURCE CENTRE

- Fully automated and air-conditioned
- Houses a collection of text and reference materials, journals, magazines, audio video tapes, research reports etc.
- E-bodh, the virtual library – an IT based system containing pool of information for online browsing
- The Electronic Media Library Division is its unique feature
- Indian and International Global database related to Course Programmes and training material
- Following online database for all students:
  - EBSCO Business Resource Premier
  - Capitaline Corporate Database
  - SPSSV16
  - DELNET Union Catalogue

SPORTS COMPLEX

I.T.S motivates students to participate in games and sports activities as these play an important role in de-stressing the students and overall development of students. I.T.S. has a well equipped Sports Complex with facility of outdoor and indoor games under one roof. Facilities include well equipped Gym, Table Tennis, Carrom, Cricket, Chess etc, besides a well maintained Badminton, Basketball and Volleyball court. Organized sports routinely take place on campus, with in-house and inter-collegiate competitions dotting the academic calendar.

CAFETERIA

The cafeteria is aesthetically designed with comfortable seating arrangement for students and faculty. Hygiene is ensured and strictly adhered to. Apart from providing selected snacks and nutritious meals throughout the day, the wi-fi enabled cafeteria has become a meeting place of students for educational discussions and celebrations amongst the students.

IT & COMPUTING FACILITIES

- Excellent infrastructure with latest IT tools & techniques
- Ten modern Computer Labs with 668 Pentium based computers connected with structured optical fibre network
- MSDN academic alliance with Microsoft for latest product updates
- Round - the - clock Broadband internet 12 MBPS (1:1) connectivity
- IBM Centre of Excellence Software Lab
- Wi-Fi campus
AUDITORIUM & SEMINAR HALLS

On-campus facilities include an air-conditioned auditorium and seminar halls with seating capacity of more than 350, where guest lectures, cultural activities, debates, seminars, conferences and workshops are organized. The auditorium & seminar halls are equipped with latest state of art audio/video facilities engaged round the year hosting intra & inter college events.

IN-HOUSE PUBLICATIONS

News letter
- I.T.S news-letter is published quarterly which covers activities organised in the Institute

The Finvest Time
- A newsletter focused on furthering knowledge in finance for awareness and updation

Marrecus Line
- A newsletter which helps students to learn about the latest trends, market strategies, practices and up-coming brands

I.T.S Journal “SYNERGY”
- A bi-annual journal
- Focus on research papers, book reviews and articles
- The journal provides good reading material in the area of Management, I.T, and issues relating to economy, industry and environment

HOSTEL

- Hostel within institute campus
- Modern standards of living with round-the-clock availability of basic amenities and comfort of home like environment
- Separate hostel for girls (Durga Halls) and for boys (Eklavya Halls) with spacious accommodation
- 24x7 Wi-Fi enabled hostel
- Fully secured hostels with CCTV cameras and security guards posted for day and night
- Managed by dedicated Warden with facilities of laundry, phone, entertainment and photostat
- Homely food provided in hostel

MEDICAL & ACCIDENT INSURANCE FACILITY

Medical facility is available on the premises to provide immediate medical attention to the sick or injured. The clinic runs various health programmes at regular intervals. In addition, facility of health insurance is also provided to students. The Institute also inculcates wellness habits through yoga, meditation and spiritual development, which are a compulsory part of PGDM and other programs.

Medical facilities include:
- Routine Medical check-up of students
- Periodic dental check-up of students
- Hospital facility available just across the street
- Students are covered by “Group Personal Accident Insurance Policy”
- Conduct of wellness programmes
Corporate Resource Center bridges the gap between analytical and functional skills by providing best fit to students. The cross-sectoral participation of industry bigwigs in campus placement bears testimony to the quality education and excellent talent pool of I.T.S, which in turn, has led to building of a long list of recruiters, with additions every year. The activities of CRC can be broadly categorized into:

- Industry interface and Industry visits
- Summer Internship
- Pre-placement talks and final placement
- Live projects
- Lectures, Seminars, Conferences and Workshops
- MDPs, PDPs, GDPIs & Mock Interviews
- Education & Career Fairs
- Final Placement

"THE INSTITUTE HAS STRONG ALUMNI NETWORK THAT SUPPORTS PLACEMENTS AND INDUSTRY INTERACTION FOR STUDENTS"

### INSTITUTE INDUSTRY INTERFACE

#### Industrial Visits

- **Mother Dairy**
  - Patparganj, Delhi

- **Uttarakhand Ispat Ltd.**
  - Udham Singh Nagar, Uttarakhand

- **Hindustan Coca Cola Beverages Pvt. Ltd.**
  - Hapur, Ghaziabad

- **Yakult Danone India Pvt. Ltd**
  - Sonipat, Haryana

- **Bisleri International Ltd.**
  - Sahibabad, Ghaziabad

- **Luminous Power Technologies Ltd.**
  - Baddi, Himachal Pradesh

- **Hindustan National Glass and Industries Ltd.**
  - Bahadurgarh, Haryana

- **Relaxo Footwears Limited**,
  - Bahadurgarh, Haryana

---

**Campus Recruitment**

**Royal Bank of Scotland**

---

**International Workshop @ I.T.S**
GUEST SPEAKERS

Brig. Rajiv Williams
Corpate Head, Jindal Steels Ltd.
Mr. David Kuefler
Principal, Creative Director/ Strategist
Junxion Company
Mr. George Paul
Director-Marketing & Strategy
Ericsson India Pvt. Limited
Dr. Kamal Ghose
Member - National Executive Committee,
India-New Zealand Business Council and
Director
Dr. Lena Horna
Professor
University of Manitoba
Mr. Anil Kumar Sharma
CMD, Amrapali Group
Mr. Sanjay Bhatia
MD, Hindustan Tin Works Ltd., Delhi
Mr. S.D. Saxena
Chairman PTC India
Dr. V. K. Garg
Chairman, JERC
Mr. Manoj Tandon
Director, CSC
Prof. K. K. Agarwal
Vice Chancellor, I.P University, Delhi
Mr. Dinesh Tomar
Principal Consultant, South Africa
Dr. Mukesh Mohania
IBM
Mr. Pritesh Chothani
Assistant Brand Manager
Hindustan Coca Cola Beverages Pvt. Ltd.

Mr. Raghunath Medge
President
Mumbai Dabbawala
Mr. Ravi Singhari
Director of Tax & Regulatory
KPMG
Mr. Raymond Jordan
Director - mHubb
Entrepreneur from Australia
Mr. Sumit Narang
Director - Marketing, Samsung
Mr. S.N. Mukhejee
CEO, IL & FS
Mr. Sanjay Hallan
Managing Director, Inside - Jobs
Mr. Anup K. Sharma
Manager, Deloitte Haskins & Sells
Mr. Tushar pandey
President and Country Head,
Advisory-Central & State Govt., YES BANK
Mr. Amit Doshi
HITACHI, INSPIRE THE NEXT-Corporate Affairs &
HCS
Mr. Sanjeev Shukla
General Manager & Head Hero - BHARAT
Mr. H.L PASSI
Vice President, R.E.D (Retail Entertainment
Destination)
Mr. Bohitesh Misra
Program Manager, MINDA, Noida
Dr. Kiran Bedi
First Lady I.P.S. Officer of India

CORPORATE INTERFACE

SEMINARS & CONFERENCES

Multiple Seminars/Conferences/Symposium in a year

Large number of National and International workshops

More than 10 Faculty Development Programmes (FDP) in a year

Strong connect with Industry through
Management Development Programmes (MDP) and consulting

Conferences / Seminars in the year 2013

Marketing Conference, November 2013 on the theme- The Future of Marketing:
Opportunities & Challenges
- More than 30 research papers presented
- More than 50 delegates from length and breadth of the country
- Large faculty and student participation

Finance Conference, January 2013 on the theme – Emerging Challenges in Finance
- More than 30 research papers
- More than 40 delegates

HR Conference, September 2013 on the theme – Responsive HR
- More than 15 speakers from Industry
- Unprecedented Industry participation
Industry Exposure is a round-the-year activity at I.T.S. The very success of I.T.S is exemplified from the placement record of students who have been hired by some of the most sought after Companies.

<table>
<thead>
<tr>
<th>Company</th>
<th>Company</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABN Amro</td>
<td>Dun &amp; Bradstreet</td>
<td>Luminous</td>
</tr>
<tr>
<td>AIMA</td>
<td>DuPont</td>
<td>Makemytrip</td>
</tr>
<tr>
<td>Aircel</td>
<td>Eilly Lilly</td>
<td>Malaysian Airline</td>
</tr>
<tr>
<td>Airtel</td>
<td>Eureka Forbes</td>
<td>Mankind Pharma</td>
</tr>
<tr>
<td>Alchem Laboratories</td>
<td>Fedders Llyod Corp. Ltd.</td>
<td>Marico India</td>
</tr>
<tr>
<td>American Express</td>
<td>Federal Bank</td>
<td>Matrix Cellular Pvt Ltd.</td>
</tr>
<tr>
<td>Apollo Tyres</td>
<td>Gudfrey Phillips</td>
<td>Mirae Assets</td>
</tr>
<tr>
<td>Asian Paints</td>
<td>Gopaljee Dairy Foods Pvt Ltd.</td>
<td>Naukri.com</td>
</tr>
<tr>
<td>Asscocham</td>
<td>Havells</td>
<td>Nestle</td>
</tr>
<tr>
<td>Axis Bank</td>
<td>HCL</td>
<td>Nokia</td>
</tr>
<tr>
<td>Bank Of America</td>
<td>HDFC Bank</td>
<td>Oriflame</td>
</tr>
<tr>
<td>Bayer</td>
<td>HUL</td>
<td>Parle</td>
</tr>
<tr>
<td>Biocin Ltd.</td>
<td>Headstrong</td>
<td>Pfizer</td>
</tr>
<tr>
<td>Birla Tyres</td>
<td>HSBC Bank</td>
<td>Provue</td>
</tr>
<tr>
<td>Bisleri</td>
<td>IDBI Bank</td>
<td>Ricoh India Ltd.</td>
</tr>
<tr>
<td>Britannia</td>
<td>Indian Overseas Bank</td>
<td>Sanofi Aventis</td>
</tr>
<tr>
<td>Capital-IQ</td>
<td>Indusind Bank</td>
<td>Spicejet</td>
</tr>
<tr>
<td>Cease Fire</td>
<td>ITC Ltd</td>
<td>Sukam Power Technologies</td>
</tr>
<tr>
<td>Cipla</td>
<td>J.K. Risk Managers Ltd.</td>
<td>Tata Capital</td>
</tr>
<tr>
<td>Colgate Palmolive</td>
<td>Jindal Steel</td>
<td>Tulip Telecom Ltd.</td>
</tr>
<tr>
<td>Dabur</td>
<td>Johnson &amp; Johnson</td>
<td>TVS Motors</td>
</tr>
<tr>
<td>Deloitte Haskins Sells</td>
<td>LG</td>
<td>Vodafone</td>
</tr>
<tr>
<td>Dena Bank</td>
<td>LIC</td>
<td>Wockhardt</td>
</tr>
<tr>
<td>Dr. Reddy’s</td>
<td>Lilliput</td>
<td></td>
</tr>
<tr>
<td>Duestche Bank</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

HIGHEST PACKAGE OFFERED Rs. 10.5 LAKHS P.A

- Johnson
- Asian Paints
- Audi
- AJS Bank
- Bank of America
- Bayer
- Biocon Ltd.
- Birla Tyres
- Bisleri
- Britannia
- Capital-IQ
- Cease Fire
- Cipla
- Colgate Palmolive
- Dabur
- Deloitte Haskins Sells
- Dena Bank
- Dr. Reddy’s
- Duestche Bank

Diversified Placements

- Media & Publishing: 2%
- Marketing/Event: 1%
- Education: 1%
- Pharma: 8%
- Ex. Search/Consulting: 8%
- Fmcg/Manufacturing: 14%
- FmCG: 10%
- Financial Services: 17%
- Retail: 3%
- Banking: 14%
- Research: 1%
- Real Estate: 7%
- Telecom: 1%
- Entrepreneur: 4%
- Supply Chain: 1%
- Higher Studies: 1%
- Mgmt: 0%
- KPO: 0%
- ITeS: 3%
- Other: 1%
Academic excellence @ I.T.S is the product of its celebrated faculty recognized as scholars, teachers, mentors, and facilitators. I.T.S faculty have been engaged in exploring new frontiers of knowledge through research and publications.

Faculty members are constantly engaged in pioneering research and intellectual contributions as evidenced by:

- 25+ books published
- 100 + research articles published in International and National Journals and Newspapers
- 10+ workshops organized
- 10+ FDPs conducted
- 5+ sessions chaired in Conferences and Seminar
- Multiple Conferences / Seminars organized every year
- Involved in International collaborative research

INTERNATIONAL EXCHANGE & INTERNSHIP

The institute encourages collaborations with foreign institutions.

The collaborations aim to incorporate

- Student Exchange Programme
- Faculty Exchange Programme
- Research Founding and Consulting
- Research Sharing and Collaboration
- New Programme/ Joint Certificate Offering
- Emerging Market Programme Offering
- Joint Seminars and Conferences

FOREIGN COLLABORATION @ I.T.S

- Catholic University of Lyon, FRANCE
- Management Development Institute, SINGAPORE
- Tsinghua University, Beijing, China
- Teesside University, UK
- University of Leicester, UK
- STI Education, MYANMAR
- KUSOM, Nepal
- Asian University, THAILAND
- Girne American University, UK
- University of La Rioja, Spain
- Birmingham City University, UK
- University of Primorska, Slovenia (Europe)
- Monash University, Malaysia
<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Qualification</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Anusha Agarwal</td>
<td>Assistant Professor</td>
<td>BBM, MA (Eco.), PGDBM, Ph.D.</td>
<td>15 Years</td>
</tr>
<tr>
<td>Prof. C. K. Sabharwal</td>
<td>Senior Professor</td>
<td>B.A., Economics (Hons.), Law &amp; MBA</td>
<td>45 Years</td>
</tr>
<tr>
<td>Prof. Govind N. Srivastava</td>
<td>Assistant Professor</td>
<td>B.Sc., MBA, Ph.D. (Pur)</td>
<td>11 Years</td>
</tr>
<tr>
<td>Prof. Kapil Mohan Garg</td>
<td>Assistant Professor</td>
<td>B.Sc., M.Sc., M.Phil., Ph.D. (Pur)</td>
<td>11 Years</td>
</tr>
<tr>
<td>Prof. Drupad K. Pandey</td>
<td>Associate Professor</td>
<td>BA, MBA, LL.B, UPSLET, Ph.D. (Pur)</td>
<td>15 Years</td>
</tr>
<tr>
<td>Prof. Gaurav Kr. Middha</td>
<td>Assistant Professor</td>
<td>B.Sc, M.Sc. (OR), MCA, M.Tech (IT)</td>
<td>13 Years</td>
</tr>
<tr>
<td>Prof. Kumar Pal Singh</td>
<td>Assistant Professor</td>
<td>B.Sc., MCA, M.Tech (IT)</td>
<td>11 Years</td>
</tr>
<tr>
<td>Prof. Lalit K. Sharma</td>
<td>Assistant Professor</td>
<td>B.Sc., M.A., M. Phil., MBA, PGDBA, Ph.D. (Pur)</td>
<td>15 Years</td>
</tr>
</tbody>
</table>
Prof. Nancy Sharma  
Assistant Professor  
B.C.A, M.Sc. (CS), MCA, PGDIBO, Ph.D.  
Experience: 11 Years

Prof. Neetu Purohit  
Assistant Professor  
B.Com. (Hons), B.Ed., M.Com, CA, UGC NET, Ph.D. (Pur)  
Experience: 6 Years

Prof. Nitin Saxena  
Assistant Professor  
B.Com. (Hons.), MBA, UGC NET AMFI, Ph.D. (Pur)  
Experience: 16 Years

Dr. Pankaj Kumar  
Associate Professor  
B.A., (Eco.) Hons., M.A. (Eco.), M.Phil., Ph.D.  
Experience: 14 Years

Dr. Puneet Mohan  
Associate Professor  
B.A., MHRM (IR), UGC-NET, Ph.D.  
Experience: 10 Years

Dr. P.U.B. Rao  
Assistant Professor  
Experience: 47 Years

Prof. Puja Dhar  
Assistant Professor  
B.CA, M.Sc. (IT), M.Tech. (IT)  
Experience: 9 Years

Prof. Rajeev Kumar  
Assistant Professor  
B.Sc., MCA, Ph.D (Pur)  
Experience: 12 Years

Prof. Rakesh Roshan  
Assistant Professor  
B.Sc., MCA, M.Tech (IT), IBM-DB2 & RAD Certified, Ph.D. (Pur)  
Experience: 12 Years

Prof. Rashi Agarwal  
Assistant Professor  
B.Sc., PGDBM  
Experience: 17 Years

Prof. Raghavendra Dwivedi  
Assistant Professor  
B.Com., LL.B (Taxation), M.Com, MBA, Ph.D.  
Experience: 21 Years

Dr. S. Bhattacharya  
Assistant Professor  
B.A. (Eco.) Hons., MA (Eco.), MBA, M.Phil, Ph.D.  
Experience: 14 Years

Prof. Sanjay Sharma  
Assistant Professor  
B.Sc., M.Sc., MCA (Pur.)  
Experience: 13 Years

Prof. Saurabh Saxena  
Assistant Professor  
B.Sc., MCA, M.Tech.  
Experience: 10 Years

Prof. Sauresh Malhotra  
Assistant Professor  
B.Com., MCA  
Experience: 10 Years

Dr. Satish Kumar  
Associate Professor  
B.B.A., M.B.A., PGDCA, Ph.D.  
Experience: 13 Years

Dr. Ram P. Pandey  
Assistant Professor  
B.Sc., MCA  
Experience: 12 Years

Dr. Shikha Arora  
Assistant Professor  
B.Com (H), PGDM, UGC NET, Ph.D. (Pur,)  
Experience: 8 Years

Prof. Smita Kansal  
Assistant Professor  
B.Sc., MCA  
Experience: 5 Years

Prof. Subho Sen Gupta  
Assistant Professor  
B.Com., M.Com, M.A., M.Phil., PGDM, PGDCS, PGDTS, UGC-NET (Commerce)  
Experience: 5 Years

Prof. Sumit Gulati  
Assistant Professor  
B.E., MBA, DBF, CFA International (Pur), UGC-NET Ph.D. (Pur)  
Experience: 6 Years

Dr. Sunil K. Pandey  
Professor  
B.Sc., MCA, Ph.D.  
Experience: 18 Years

Prof. Umang Singh  
Assistant Professor  
B.Sc., MCA, Ph.D. (Pur)  
Experience: 11 Years

Prof. V K ARORA  
Professor  
B.E. (Electronics), MIBM, D. Phil.  
Experience: 13 Years

Prof. Vijesh Jain  
Associate Professor  
B.E. (Hons), MIB, Ph.D.  
Experience: 25 Years

Dr. V.N. Bajpai  
Associate Professor  
B.Sc., MBA, Ph.D.  
Experience: 12 Years

Prof. Vidushi Singh  
Assistant Professor  
B.Sc. (Computer Application), M.Sc. (Computer Science), Ph.D (Pur)  
Experience: 11 Years

Prof. Vinita Srivastava  
Assistant Professor  
BApp.Sp, MBA, Ph.D. (Pur)  
Experience: 12 Years

Prof. Yogita Chauhan  
Lecturer  
B.Sc., MCA  
Experience: 6 Years
ALUMNI ACHIEVERS

Mohit Agarwal
(2001 - 03 Batch)
Manager, International Trade
HDFC Bank

PANKAJ KUMAR
(2001 - 03 Batch)
Manager - Marketing
ESS, South Africa

Kapil Sharma
(2001 - 03 Batch)
Associate V.P - Marketing
Kotak Mahindra Bank

Sujit Mishra
(2001 - 03 Batch)
Manager, Research and Planning
STAR TV (NEWS DIVISION)

Akhilesh Shukla
(2001 - 03 Batch)
Joint Managing Director
RECEC FORMULATION PVT.LTD.

Sanjeev Shukla
(2001 - 03 Batch)
Territory Sales Manager
Anand Rathi

Ruchita Mondal
(2005 - 07 Batch)
Strategic Analyst
RICOH

Indrajit Sinha Chakroborty
(2008 - 10 Batch)
Assistant Area Manager
Godfrey Phillips India Ltd.

Samarpita Dasgupta
(2001 - 03 Batch)
Deputy Chief Manager
India Today

PANKAJ KUMAR
(2001 - 03 Batch)
Manager Marketing,
ESS, South Africa

MOHD. SHAKEB SIDDIQUI
(2004 - 06 Batch)
Area Regional Manager
Qatar National Bank, Qatar

ABHIJITA SAHOO
(2005 - 07 Batch)
HR Manager - The Hartford,
Connecticut, USA

BARUN MISHRA
(2007 - 09 Batch)
Manager Marketing,
Sharp Dubai, UAE

Mrinal Sharma
(2007 - 09 Batch)
Director,
WW Visas Pvt. Ltd

Anupam Ghosal
(2009 - 11 Batch)
Credit Rater Dun
and Bradsheet, Kolkata

Sumit Gupta
(2011 - 13 Batch)
Territory Sales Incharge
Britannia Industries Ltd
I.T.S - INSTITUTE OF MANAGEMENT

46, Knowledge Park - III, Greater Noida 201308 (U.P)
(Approved by AICTE, Accredited by AIU & ISO 9001:2000 Certified)
E-mail :- itsim@its.edu.in, imadmissions@its.edu.in
Web:- www.itsim.edu.in

* Eco friendly and lush green campus situated in knowledge park, Greater Noida specially developed & designed to be an educational hub.
* Easy accessibility from Delhi via expressway, just 20 minutes from Delhi. Adjacent to Delhi-Agra Yamuna Expressway.
I.T.S - IM offers two year, full time Post Graduate Diploma in Management (PGDM). The Programme aims at providing young thinking mind, the power of shaping their thoughts and developing appropriate skills for managerial decision making. The curriculum of PGDM is designed and constantly upgraded by experts from industry and academia, in line with the Industry requirements.

**ACCREDITATIONS:**
Approved by All India Council for Technical Education (AICTE), Ministry of HRD, Government of India.
PGDM is equivalent to MBA by Association of Indian Universities (AIU)
Institutional Members of PHDCCI, NHRD, ISTD, AIMS, Noida Management Association & various other professional bodies.

**PROCESS OF TRANSFORMING STUDENT TO MANAGER OF TOMORROW @ ITS - IM, GREATER NOIDA**

**SELECTION**
- Eligible Graduate selected
- All-India Competitive Examination and Selection
- Process Of I.T.S - IM
- All India Profile of students from varied backgrounds

**REPORTING**
- Dissemination of basic information about requirements in respect of a PGDM Students.
- Pre-reporting preparation and reporting on pre-determined date.

**ORIENTATION**
- 3 Weeks of detailed orientation programme to bring students of different background to a level playing field.
- It Includes, Ice-Breaking, cohesive group formation, exploring talents, exposure to basics of management learning, soft skills, development of analytical ability, industry visit, exploring self and others

**TRIMESTER I**
- 6 weeks of exposure each, pre- mid term exam and post- mid term, fundamental knowledge of management areas.
- Total of 08 papers.
- Learning Begins

**TRIMESTER II**
- Total papers 08.
- In depth knowledge of access broad management knowledge application areas.
- Experience sharing with Industry captains, small group activities.
- Management laboratories and building of analytical and quantitative skills.

**TRIMESTER III**
- Total Papers 08
- Choice of specialisation areas based on acumen and aptitude.
- Introduction of specialisation subjects.
- Mentor-Mentee relationship building for professional guidance.
- Preparation for summer Internship.
- Live projects.
- Industry Orientation.
- Summer Internship Training
- 7 to 9 weeks of intensive training in one or more industry
- Training on full time basis with active coordination between academic and Industry mentor.
- Empirical study on specialisation related topic based on extensive research.
- Study of the corporate world as special papers about the organization of training.

**TRIMESTER IV**
- Total Papers 06
- Submission of summer Internship Project and Presentation.
- Main stress of classroom activities on areas of specialization.
- Active soft skill and Personality Development orientation.
- Foreign language
- Live projects
- Extensive learning through statistical tools and IT knowledge usages.

**TRIMESTER V**
- Total Papers 06
- Preparation for final Placement begins with pre-placement talks.
- Equal mix of specialisation papers and converging concepts of management education.
- Work for Dissertation begins with visit to corporate world.
- On the job Training and PDP final touches
- Strong Industry - Academic networking

**TRIMESTER VI**
- Total Papers 02
- Placements get finalized
- Special Placement Week
- Dissertation completed
- Strong Industry networking with placement.
- Students starting to do job assignments.
- Assimilation lectures and wrap-up on professional life preparations
- Farewell

**FINAL OUTPUT**
ITS-IM, Greater Noida Fulfill its commitment by providing appropriate knowledge base, professional outlook and attitude and also career to its students to climb the ladder of success in future

**Practicing Manager or Entrepreneur (PGDM Awarded)**
- Placements get finalized
- Special Placement Week
- Dissertation completed
- Strong Industry networking with placement.
- Students starting to do job assignments.
- Assimilation lectures and wrap-up on professional life preparations
- Farewell
LECTURE THEATRES

Air-conditioned and spacious Lecture Theatres are thoughtfully designed to induce high quality learning. All the classrooms are equipped with Interactive boards, LCD projectors and state of the art teaching aids for facilitating the learning process. Extensive use of laptops is made by students in the classroom. High priority is attached to achieve optimal convergence of stimulating pedagogy and enabling environment.

SEMINAR HALL

I.T.S-IM has an air-conditioned seminar hall with latest state-of-the-art audio/video with seating capacity of 160. The facilities are engaged round the year for hosting intra and inter college events like seminars, conferences, debates & cultural activities.

ITS-IM Advantage

- Laptop to all students.
- Free Foreign Education Tour to meritorious Students.
- Language Classes (Business English & French Language).
- 24 hour medical support on campus including hospitalization.
- Bank Loan facility from Syndicate Bank.

Academic Delivery

- Well structured curriculum based on recommendation of Industry Experts.
- Inculcating International best teaching practices by involving students to develop group dynamics.
- Well prepared lecture session by highly qualified faculty from industry.
- Case study analysis, online quizzes.
- Rigorous & Live Summer Internship Training for 8 weeks.

INFRASTRUCTURE & FACILITIES

I.T.S- Institute of Management is well equipped with the latest infrastructure facilities, new ideas and innovation in IT and duly supported by professionally qualified staff. Classrooms are air conditioned, fitted with high end audio-visual teaching aids. Computer labs, well stocked and networked library, seminar hall, Wi-Fi enabled campus, sports ground and plenty of open space together create an ambience conducive to academic activities & development of well rounded personalities. The faculty offices are air conditioned & well furnished with internet connectivity which facilitates their teaching methodology.

To keep pace with the accelerated globalization and the transforming scenario of economy and business, the Institute ensures application of theoretical fundamentals to real life situation through projects, case studies, seminars, group presentations, conferences, role plays, management games, quizzes and industry interaction.
ITS-IM has well stocked, air conditioned and fully automated library with over 8000 books, 4750 titles, 677 audio / video CDs as well as industry information sources. Library subscribes to around 1200 journals which includes 1142 international journals, 58 national journals, 30 magazines and more than 30 news papers. To ensure ready availability of Indian Economic data, library is subscribing to two well- known databases i.e. Prowess Client and Economic Intelligence service from CMI Pvt. Ltd.

Online data base such as
- EBSCO –Business Source Premier
- J-gate Social Management Sciences which proved seamless access to large number of articles.
- Capital line Plus corporate database of 20,000 listed and unlisted companies.
- Alice for Window software for issue management of Library.

FOREIGN EDUCATIONAL TOUR
We at I.T.S- IM understand that Global exposure is a must to work in a multi cultural environment. To make students familiar with global environment and working culture of International organizations, I.T.S- IM provides a facility of foreign educational tour of minimum seven days to the students. The current batch had been to Sri Lanka & Singapore under the scheme and interacted deeply with the academic fraternity abroad.

GYMNASIUM
I.T.S - Institute of Management has a well equipped and sophisticated gymnasium with qualified instructors for over all grooming of students.

SPORTS
ITS-IM facilitates the students to indulge in various outdoor sports activities such as Lawn Tennis, Badminton, Volleyball, Cricket, Football & Athletics. To Support the above mentioned outdoor sports activities, the Institute has adequate facilities like two Lawn Tennis Courts with high mast flood lights, Badminton & Volleyball Courts, Football and Cricket Grounds. The Institute also offers indoor game like Snooker, Table Tennis, Chess and Carom etc.

HOSTEL
In order to provide homely accommodation to the students coming from far-off places, the Institute has provided separate hostel facilities for girls (Saraswati Hall), as well as boys (Sawarkar Hall), located within the campus. The hostels have excellent rooms with attached bathroom and other basic facilities. Hostels also have round the clock Wi-Fi enabled internet connectivity. The hostel can accommodate 200 students in Saraswati Hall and 300 students in Sawarkar Hall. Hostels are divided into separate wings, each with a separate common room of its own. Each of the hostel is managed by a dedicated warden. There are facilities like temple, gymnasium, dining hall, T.V. with DTH, laundry, phone and reprographic services within the campus.

I. T. FACILITIES
Over the past few years, I.T.S - IM has built an excellent I.T. infrastructure for imparting the software skills to the students using the latest tools & technologies. Each student is provided with a Sony Intel Core-I3 branded laptop of latest configuration. The well-equipped computer labs have 465 latest Pentium-IV & Core 2 Duo based computers, with optical fibre connectivity. The computer centre has MSDN; academic alliance with Microsoft for latest product update & the Internet facility is available round the clock using ISP connection of 5 MBPS fibre optics bandwidth 1/1 compression ratio. I.T.S-IM computer labs have installed the most advanced statistical software package i.e. SPSS-19.0 on Windows for facilitating research work by students and faculty members.
## COURSE STRUCTURE

### Trimester I
- Organisational Behaviour-I
- Financial Accounting for Managers
- Marketing Management-I
- Quantitative Techniques for Business Decisions-I
- IT for Business
- Managerial Economics
- Principles of Management
- Business Communication-I

### Trimester II
- Organizational Behaviour-II
- Corporate Finance-I
- Cost & Management Accounting
- Marketing Management-II
- Quantitative Techniques for Business Decisions-II
- Operations Management
- Corporate Information Management
- Business Communication-II
- Legal Aspects of Business

### Trimester III
- Corporate Finance- II
- Human Resource Management
- Supply Chain Management
- E-Business

### Trimester IV
- Strategic Management - I
- Elective 3 (Major)
- Elective 4 (Major)
- Elective 5 (Major)
- Elective 1 (Minor)
- Elective 2 (Minor)

### Trimester V
- Entrepreneurship Development Program
- Business Environment
- Elective 6 (Major)
- Elective 7 (Major)
- Elective 3 (Minor)
- Elective 4 (Minor)

### Trimester VI
- Business Ethics & Corporate Governance
- Elective 8 (Major)

### ELECTIVES (SPECIALIZATION BASKET)

#### Marketing
- Consumer Behaviour
- Sales & Distribution Management
- Customer Relationship Management
- Retail Marketing
- International Marketing
- Product Policy & Product Management
- Rural Marketing
- Strategic Brand Management
- Integrated Marketing Communication
- Services Marketing
- Digital Marketing
- B to B Marketing

#### Finance
- Capital Market & Investment Banking
- Financial Derivatives & Risk Management
- International Financial Management
- Mergers & Acquisitions & Corporate Restructuring
- Strategic Cost Management
- Security Analysis & Portfolio Management
- Project Appraisal & Financing
- Working Capital Management
- Management of Financial Institutions & Markets
- Insurance & Risk Management
- Merchant Banking & Financial Services

#### HRM
- Industrial Relations & Labour Laws
- International HRM
- Leadership
- Organization Change and Development
- Organization Structure and Design
- Performance Management System
- Training & Development
- Compensation Management
- Competency Mapping
- Personnel & Managerial Effectiveness

#### Information Technology
- Data Base Management System
- Networking & Computer Communications
- Enterprise & Resource Planning
- Knowledge Management
- Data Warehousing & Data Mining
- Web Technology
- Information Security & Risk Management
- Software project Management
- IT strategy for Business
- Information Systems Analysis and Design

#### International Business
- International Trade Logistics
- Foreign Trade Policy Procedure & Documentation
- New World Trade Order
- Cross Cultural Management & Business Practices
- Marketing in Global Scenario
- HRM in Global Scenario
- Merger & Acquisitions & Corporate Restructuring
- International Financial Management
- Geo-political Environment of Business
- International Business Negotiations

#### Operations
- Quality Management
- Material Management
- Production, Planning & Control
- Project Management
- Managerial Applications of System Dynamics
- Manufacturing Systems Design
- Supply Chain Management
- Operations Strategy
- Six Sigma
- Technology Management
The Institute has a well established Corporate Resource Centre (CRC) with a dedicated team of professionals who work round the year to ensure ample placement opportunities to the students. We at I.T.S- Institute of Management believe in the promotion of excellent management education. In order to stand out in the present competitive world, managerial leadership requires both excellent functional skills and exceptional business outlook. Increasingly recognized by recruiters as one of the top private B-schools in India, our placement process aims to match the requirement of the recruiters and the aspirations of the students. In our endeavour to provide students with maximum exposure to the real and current industry scenario, we undertake various programmes under the Corporate Interaction Series. This provides an opportunity to the students to experience the working environment of the industry and the industry to look at the fresh pool of immense talent at I.T.S- Institute of Management. We highly value this relationship with the industry and aim to uphold the same in the future. The CRC facilitates process of activity intensive industry - institute interface in the following manner:

INDUSTRY VISITS
All students are provided industry exposure twice through a day long visit to at least two industries both in India and abroad.

SUMMER INTERNSHIP
The summer internship of about 8 weeks aims to widen the student's perspective by providing an exposure to industry & social organizations and real life situations. This, in turn, helps organizations to build a long term relationship with the student community.

CAMPUS RECRUITMENT
The campus recruitment aims to meet the increasing demands of the business houses. The process takes place in the month of December wherein the companies from diverse sectors evaluate the students before committing to a permanent hire.

SEMINAR AND CONFERENCES
The Institute frequently organizes National & International seminars and conferences where people from corporate are invited by CRC to participate and interact with academic world.

CONSULTANCY AND MDPs
The Institute has developed a team of faculty members to provide consultancy services to the industry and conduct management development programmes as per their needs. Besides, the Institute is in regular interaction with local govt. bodies and industries for the benefit of students and local communities.

CORPORATE MEETS / GET-TOGETHER
Senior executive from varied corporate are invited wherein we get the opportunity to interact and get inputs for better development of our students.

ALUMNI INTERFACE
A regular interaction is maintained with the alumni. Their positioning and progress in the industry is a motivating factor for the present students. Interaction with them also helps the existing students in learning from their experiences in the industry. Various activities are organized to facilitate the interaction between Alumni, Industry and the Institute.
GUEST SPEAKERS

Mr. A.C. Chaturvedi  
Executive Director, NTPC Ltd.

Mr. Abdul Aziz  
COO, HCL Technology

Mr. Aquil Busrai  
Ex. Executive Director- HR, IBM

Mr. Bhupendra Kaushal  
GM- Human Resource, Hero Motors

Mr. Deepak Gupta  
Senior Product Manager, Dun & Bradstreet

Ms. Deepa Menon  
Vice President, PVR Ltd.

Mr. Gagan Bharagava  
Group Head- HR, NDTV

Prof. G.K. Agarwal  
Professor IMI, New Delhi

Dr. K.V. Bhanu Murthy  
Professor, Head & Dean  
Delhi School of Economics

Mr. Mukul Shrestha  
President, SBL Ltd., Sahibabad

Mr. Murli Dhar Shyam  
Head HR - India American Tower Corporation

Mr. Neeraj Bansal  
Director, KPMG

Mr. Niraj Prakash  
Director, Public Sector Marketing,  
Microsoft Corporation Pvt. Ltd.

Prof. Premvrat  
Ex. VC, UPTU & Founder Director IIT Roorkee, Professor MDI Gurgaon

Mr. R. K. Upadhyay  
CMD, BSNL

Mr. R. Raghu Ramiah  
GM, Air India

Mr. R.J. Masilamani  
Ex. MD, Timex Watches

Mr. Raj Kamal Gupta  
Vice President- HR Lurgi India Ltd.

Mr. Rajiv Khosla  
V.P. Huawei

Mr. S.K Acharya  
Vice President- HR SAIL Power Co. Ltd.

Mr. Sandeep Tyagi  
Director HR, Haier Appliances

Mr. Sanjay Joshi  
Sr. Human Resource, Ranbaxy Laboratories

Mr. Sanjeev Sethi  
Area Director -Human Resources, The Leela Palace

Mr. Shashi Ranjan  
Chief Manager HR, ONGC

Mr. Sheo Narayan Singh  
IAS, Commissioner, Custom,  
Central Excise & Service Tax, Govt. of India

Mr. Shrikant Acharya  
CEO & Director, Ecollabs Infomix Pvt. Ltd.

Dr. Stefan Bogdan Salej  
Director General, International Centre for Promotion of Enterprise Ljubljana, Slovenia, EU

Mr. Subhash Agrawal  
GM Finance, Everest Industries Ltd.

Mr. Sudarshan Mazumdar  
Director- Marketing, Fortis Health Care

Mr. Suresh Dutt Tripathi  
President HR, SRF Ltd., Gurgaon

Mr. Sushil Kumar Roogta  
Former Chairman of Steel Authority of India Ltd. (SAIL)

Mr. Tapan Chowdhury  
Head CSR, Zuari Industries Ltd.

Mr. Venkatesh Mahadevan  
Director - IT, Motorola India Pvt. Ltd.

Mr. Vinod Sawhny  
Director & CEO of Beetel Teletech Ltd.  
Gurgaon

General Management Seminar, Oct 2013 on the theme  
“India Rising: where are we in the trajectory”

Finance Seminar, Nov 2012 on the theme  
“Strategizing Financial Planning in the Present Economic Scenario”

Marketing Seminar, December 2013 on the theme  
“Redefine, Reimagine, Reinvent Roadmap for New Age Marketing.”

HR Seminar, Feb 2012 on the theme  
Wealth of an institute lies in its alumni base. I.T.S-IMians in a very short span of time have made their presence felt in almost all sectors & occupy coveted positions both in India and abroad and are a source of pride and inspiration to us.

Hall of Fame

Gaurav Sharma
HSBC, Dubai

Muktikanta Panigrahi
Innovation Group, Dubai

Devendra Singh
Innovation Group, Dubai

Prashant Parmar
Innovation Group, Dubai

Sanjay Mishra
Innovation Group, Dubai

Rahul Agarwal
Reliance Industries Ltd.

Gagan Bansal
Godfrey Philips Technologies (P) Ltd.

Nitesh Agarwal
Nestle India

Anshu Tripathi
Bata India Ltd.

Hanuman Singh
Birla Group

Chirag Trehan
ICICI Securities

Varun Lomesh
Panasonic

Antarleena Ghosh
India Bulls

Soumya De
Everest Industries

Shahabuddin
CeaseFire Ltd.

Chiro Sumit
H & H Pharma

Mayank Joshi
Luminous Power

Raj Kumar Yadav
Bosch Ltd.

Suchitra Samom
Fortis Healthcare Ltd.

Yamini Chauhan
Britannica Encyclopaedia

Prakash Chandra Tripathi
Skoda Auto India

Hina Sharma
Pepsico

Pooja Kumari
Jubliant Organics Ltd

Mohit Chadha
HCL
# Faculty Resource @ I.T.S - Institute of Management

<table>
<thead>
<tr>
<th>Name</th>
<th>Designation</th>
<th>Qualifications</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof. Shekhar Ghose</td>
<td>Director General</td>
<td>MSW, MBA, Diploma in Labour Laws</td>
<td>40 Years</td>
</tr>
<tr>
<td>Prof. (Dr.) S.P. Singh</td>
<td>Director</td>
<td>Ph.D., MBA, MDP-IIMC</td>
<td>39 Years</td>
</tr>
<tr>
<td>Prof. Animesh Singh</td>
<td>Assistant Professor</td>
<td>BBA, M.I.B</td>
<td>14 Years</td>
</tr>
<tr>
<td>Prof. (Dr.) Ankita Singh</td>
<td>Assistant Professor</td>
<td>B.Com, M.Com, Ph.D.</td>
<td>02 Years</td>
</tr>
<tr>
<td>Prof. Arindham Roy</td>
<td>Assistant Professor</td>
<td>B.Sc, PGDBM</td>
<td>10 Years</td>
</tr>
<tr>
<td>Prof. Ashish Kaushik</td>
<td>Assistant Professor</td>
<td>B.Sc, MCA</td>
<td>03 Years</td>
</tr>
<tr>
<td>Prof. Ashok Tripathi</td>
<td>Assistant Professor</td>
<td>DCA, MCA</td>
<td>06 Years</td>
</tr>
<tr>
<td>Prof. (Dr.) Chanchal Kumar</td>
<td>Associate Professor</td>
<td>B.Sc, MA, Ph.D.</td>
<td>17 Years</td>
</tr>
<tr>
<td>Prof. Farhat Mohsin</td>
<td>Assistant Professor</td>
<td>M.A. (Eco), MBA</td>
<td>19 Years</td>
</tr>
<tr>
<td>Prof. Gaurav Tanwar</td>
<td>Assistant Professor</td>
<td>B.Com, PGDBM</td>
<td>05 Years</td>
</tr>
<tr>
<td>Prof. Jitendra Vashishtha</td>
<td>Assistant Professor</td>
<td>BCA, MCA</td>
<td>08 Years</td>
</tr>
<tr>
<td>Prof. (Dr.) K.C. Meher</td>
<td>Professor</td>
<td>ICWAI, Ph.D.</td>
<td>26 Years</td>
</tr>
<tr>
<td>Prof. (Dr.) Neelam Shrivastava</td>
<td>Assistant Professor</td>
<td>B.Sc, MA, Ph.D.</td>
<td>03 Years</td>
</tr>
<tr>
<td>Prof. Neha Kumari</td>
<td>Assistant Professor</td>
<td>BA, PGDM</td>
<td>02 Years</td>
</tr>
<tr>
<td>Prof. Neha Zaidi</td>
<td>Assistant Professor</td>
<td>BA (Eco), MBA</td>
<td>03 Years</td>
</tr>
<tr>
<td>Prof. Nishikant Bele</td>
<td>Assistant Professor</td>
<td>B.Sc., MCA, SAP</td>
<td>14 Years</td>
</tr>
<tr>
<td>Prof. Pravash Ghosh</td>
<td>Assistant Professor</td>
<td>B.E (NIT, Durgapur), PGDM, PGDIT</td>
<td>18 Years</td>
</tr>
<tr>
<td>Prof. Ruchira Katyar</td>
<td>Assistant Professor</td>
<td>BA, PGDM</td>
<td>03 Years</td>
</tr>
<tr>
<td>Prof. (Dr.) Samiran Jana</td>
<td>Associate Professor</td>
<td>MBA, Ph.D.</td>
<td>17 Years</td>
</tr>
<tr>
<td>Prof. (Dr.) Sarju Devi</td>
<td>Assistant Professor</td>
<td>MA, M.Phil, Ph.D.</td>
<td>10 Years</td>
</tr>
<tr>
<td>Prof. (Dr.) Shalini Singh</td>
<td>Assistant Professor</td>
<td>MA, MBA, CFM, Ph.D.</td>
<td>11 Years</td>
</tr>
<tr>
<td>Prof. Shashi Tyagi</td>
<td>Assistant Professor</td>
<td>B.Sc, PGDM, M.A</td>
<td>02 Years</td>
</tr>
<tr>
<td>Prof. Smriti Asthana</td>
<td>Assistant Professor</td>
<td>B.Com, PGDBA</td>
<td>05 Years</td>
</tr>
<tr>
<td>Prof. Snigdha Shukla</td>
<td>Assistant Professor</td>
<td>BBA, MBA</td>
<td>02 Years</td>
</tr>
<tr>
<td>Prof. Sonal</td>
<td>Assistant Professor</td>
<td>B.Sc, PGDM</td>
<td>02 Years</td>
</tr>
<tr>
<td>Prof. Suman Kumar Mandhotra</td>
<td>Assistant Professor</td>
<td>M.A, MBA</td>
<td>04 Years</td>
</tr>
<tr>
<td>Prof. Sunita Shukla</td>
<td>Assistant Professor</td>
<td>M.Sc (Statistics)</td>
<td>11 Years</td>
</tr>
<tr>
<td>Prof. Surabhi Yadav</td>
<td>Assistant Professor</td>
<td>B.A, MBA</td>
<td>03 Years</td>
</tr>
<tr>
<td>Prof. Swati Saxena</td>
<td>Assistant Professor</td>
<td>B.Com, PGDBA, MBA</td>
<td>05 Years</td>
</tr>
</tbody>
</table>
Ms. Vartika Srivastava PGDM (Batch 2010-12)  
Probationary Officer  
Federal Bank  

“I.T.S has boosted my career and shaped my world  
Mock interviews, PDP sessions and rigorous preparation of GD’s gave me confidence to perform well during placement interviews. I got selected in Federal Bank- my dream workplace”.

Nitesh Agarwal PGDM (Batch 2009-11)  
Nutrition Officer  
Nestle India Ltd.  

“Whatever I am today, maximum credit goes to I.T.S - IM my gurukul. I will always cherish the contributions of my alma mater throughout my life”.

Pradeep Chaprana PGDM (Batch 2006-08)  
Dy. Manager - HR  
Havells India Ltd., New Delhi  

“Excellent teaching methodology backed with effective practical training assistance, provided by I.T.S, put me on a professional pedestal during my stay from 2006 to 2008. Improving grounds for my professional career, the management learning from I.T.S helped me to spread my wings and serve at key positions in HR. Having worked with the reputed Escorts group for over 4 years, I am now working with Havells India Limited and I am still using my theoretical and practical knowledge gained at I.T.S to further my growth on professional front.”

SONI KUMARI - PGDM (Batch 2010 - 12)  
Probationary Officer  
FEDERAL BANK  

“I.T.S has provided us a well equipped platform and plenty of opportunities to explore ourselves to the best through its integrated processes. As a student of I.T.S, I would like to express my gratitude for being placed in such a recognized Organization”.

JYOTI SHARMA PGDM (Batch 2010-12)  
Asst. Sales Manager  
BISLERI INTERNATIONAL  

“I have been associated with ITS from heart. The placement which I received from here was like a dream. I have grown and developed myself with the activities, being carried here. Also I would be carrying all the memories in my heart.”

Kunal Bedi (Batch 2007-09)  
Asst. Manager - Marketing  
Sportsfit World Pvt. Ltd.  

“I.T.S truly builds managers, who are not only updated with the present, but also capable of adapting themselves quickly to the future. My days in I.T.S were full of excitement. Various events, conferences and seminars with interesting speakers and their viewpoints as industry experts always added to my body of knowledge. College fest and participation in inter-collegiate competitions gave me exposure and a fair opportunity to test my knowledge in real time, besides the added confidence, that I was treading on the right path”.

Mukti Kanta Panigrahi PGDM (Batch 2009 - 11)  
Asst. Manager-Sales  
Innovation Group (Dubai)  

“The journey with I.T.S - IM has been wonderful..... It was the guidance of the faculties which helped me gain subject clarity and confidence and at the same time it gifted me with some really good friends and associations who stood by my side as a big support...I owe a lot to the institution, both professionally and personally”.

Ganesh Tiwary PGDM (Batch 2011-13)  
Asst. Manager  
Axis Bank  

“I.T.S gave me a platform for exploring my management capabilities and finally reaping the benefits of my talent. It helped me become an educated and learned manager who is professional in its approach. I.T.S has helped me all my way from a common management student to a professional manager. I would like to thank my college for providing me an excellent learning environment and supporting me”.

JYOTI SHARMA PGDM (Batch 2010-12)  
Asst. Sales Manager  
BISLERI INTERNATIONAL  

“I have been associated with ITS from heart. The placement which I received from here was like a dream. I have grown and developed myself with the activities, being carried here. Also I would be carrying all the memories in my heart.”
Ranked 32nd in all-over India, 11th in North Region and Ranked 8th in the category of Industry Interaction by Business World, July, 2013

All India Overall ‘A’ Category B-School by Indian Management, September, 2013

All India Overall ‘AA’ Category by MBA by CHOICE. September, 2013

Ranked 19th in North India by THE WEEK, November, 2013

All India Overall Ranking 39th, All India Future Orientation Ranking 23rd, All India Learning Experience Ranking 27th, by Business Today, issue October, 2012

Ranked 14th in Living Experience & 15th in Placement in North Region, by Business Today, November, 2013

All India Overall Ranking 46th by Outlook, September, 2013

All India Overall Ranked 40th and Ranked 08th among Top B-Schools of Excellence in India by Competition Success Review B-School Survey 2013

All India Overall Ranking 39th by India Today, October, 2012

All India Overall Ranking 39th, All India Future Orientation Ranking 23rd, All India Learning Experience Ranking 27th, by Business Today, issue October, 2012
The Education Group
(Estd. : 1995)

Northern India's Leading Group of Educational Institutions

- Mohan Nagar
- Murad Nagar
- Greater Noida

**COURSES OFFERED**

**PGDM**
- MBA
- MCA
- BBA
- BCA
- Ph.D

Address: Mohan Nagar, Ghaziabad - 201007
Mobile: 09818144481, 08447744041/42/43/44
E-mail: itsmn@its.edu.in, admission.mn@its.edu.in
www.facebook.com/ITS.Education.Group
www.facebook.com/ITS.MohanNagar.Ghaziabad
www.facebook.com/ITSmohannagargzb

**CAMPUS-1**
Mohan Nagar
[ESTD. 1995]

**BDS**
- MDS
- BPT
- MPT
- B.Sc (Biotech)
- M. Sc (Biotech)
- B. Pharma
- M. Pharma
- Ph.D (Pharmaceutical Science)

Address: Delhi-Meerut Road, Muradnagar, Ghaziabad-201206
Ph.: 01232-225380 / 81 / 82,
Mobile: 08447753520 / 21 / 22
E-mail: dental@its.edu.in
www.facebook.com/ITSDentalCollege.Ghaziabad
Mobile: 08447753523 / 24
E-mail: biotech@its.edu.in, physio@its.edu.in
www.facebook.com/ITS.physio.Biotech
Mobile: 08447753525 / 26
E-mail: pharmacy@its.edu.in
www.facebook.com/ITS.PharmacyCollege

**CAMPUS-2**
Murad Nagar
[ESTD.2000]

**PGDM**
- B.Tech (CS, EC, ME, EE, IT, Civil Engineering)
- M.Tech (CS)
- MBA

Address: 46, Knowledge Park-III, Greater Noida - 201308
Ph.: 0120-2331073
Mobile: 07838555881/82, 08800211300/400/500, 07838599436/39
E-mail: itsim@its.edu.in, imadmissions@its.edu.in
Ph.: 0120-2331000
Mobile: 07838555874/875/876
E-mail: itsengg.gnoida@its.edu.in
www.facebook.com/ITSEC.Greater.Noida

**CAMPUS-3**
Greater Noida
[ESTD.2006]

**BDS**
- MDS

Address: 47, Knowledge Park-III, Greater Noida - 201308
Ph.: 0120 - 3201898, 2323701
Mobile: 07838555877/878/879/880
E-mail: dentalgn@its.edu.in
Mobile: 08447753520/22

**CAMPUS-4**
Greater Noida
[ESTD.2006]