# **HUMAN RESOURCE**



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Eeshani Nautiyal (23 years) B.Sc (Hons) (Chemistry) Work Exp: 12 months Company: Vacancy Voyage and Impetus Consultants

**Internship:** Bata

"Performance Indicators"

Alternate area of Interest:

Marketing

Marketing

Operations



"Training Management System"

**Alternate area of Interest:** Marketing





M F Husain (25 years)
B.Tech (EC and Biomedical)
Work Exp: 10 months
Company: SCTIMST
Internship: JRG Securities
"Training Need Analysis for Dealers"
Alternate area of Interest:

Jayashree Ray (24 years)
B.Sc (Biotechnology)
Work Exp: 3 months
Company: Firstsource Solu-

tions

**Internship:** Reliance Telecom "Talent Identification and

Retention"

Alternate area of Interest:

Marketing





C C

Jimcy B Daniel (25 years)
BE (Computers)
Work Exp: 20 months
Company: Collabera Inc.
Internship: Amul
"Study of Kaizen Implementation and HR Policy Manual"
Alternate area of Interest:

**Jyotsana Maru** (22 years) BBA

**Internship:** IOCL "Study of Compensation Structure"

**Alternate area of Interest:** Finance





# **HUMAN RESOURCE**





Krithika S Iyer (22 years) BE (E& TC)

**Internship:** Union Bank of India

"Study of Letter of Credit"

**Alternate area of Interest:** Operations



**Alternate area of Interest:** Marketing





Manesh Kumar (26 years) B.Tech (ECE)

Work Exp: 14 months
Company: Infosys Technolo-

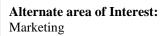
gies

**Internship:** Reliance Retail "Marketing and Core Customer Studies"

**Alternate area of Interest:** Marketing

**Neha Aggarwal** (23 years) BA (Hons) (Economics)

**Internship:** Haier Appliances "Evaluation of Performance Management System"







Neha Malpani (24 years)
B.Sc (Biochemistry)
Work Exp: 14 months
Company: Sutherland Global
Services

**Internship:** Thomson Reuters "Documentation of Best HR Practices in Recession"

**Alternate area of Interest:** Marketing

# Nisha Karunakaran

(24 years)

BA(Hons) (English Literature)

Work Exp: 21 months
Company: NICCO Corp.
Internship: Thomson Reuters
"Benchmarking HR Best
Practices in Recession"



# **HUMAN RESOURCE**



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Pallavi Singh (23 years) B.Sc (Hons) (Zoology) Work Exp: 10 months Company: Chanakya Technos Pvt. Ltd.

**Internship:** Microland Ltd. "HR Information Analysis and HR Dashboard"

Alternate area of Interest: **Operations** 



Alternate area of Interest: Operations

Aviation Company of India

**Internship:** Indian Airlines

"Study on Organizational

Parvathy Vallyathan

(24 years)

(NACIL)

Ltd."

B.Tech (IT)



Pooja Sinha (22 years) B.Sc (Hons) (CS)

**Internship:** Tata Motors Ltd "Designing Training Module for Basic Manufacturing Competencies"

**Alternate area of Interest: Operations** 



Alternate area of Interest: Marketing



Priyanshi Srivastava (23 years) B.Sc (Maths), PGDPR **Internship:** AEGON Religare Life Insurance Co. Ltd. "Recruitment & Selection & Study of HR Policies" Alternate area of Interest:

Marketing

Sadhana Kumari (25 years) BA**Internship:** Tata Power Co. Ltd. "Setting HR Goals and Training Need Identification process"

Alternate area of Interest: Marketing





# **HUMAN RESOURCE**





**Shalom M Thomas** (23 years) BA (English Literature)

Internship: Mphasis (an HP Company)

"Retention Strategies"

**Alternate area of Interest:** 



Marketing



Suruchi (24 years) BA (Hons) (English Literature)

**Internship:** SBI Study of Performance Appraisal System

Alternate area of Interest: Finance

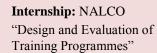
Swati Thacker(22 years) B.Com

**Internship:** HCL Infosystems

"Employee-The Brand

Ambassador of HCL" Alternate area of Interest:

Marketing



**Alternate area of Interest:** Finance





Vandana Gulati (22 years) BA (Hons) (Psychology)

**Internship:** The Oberoi "Study of CSR Projects by Corporates & Identify Suitable Projects to be Implemented at The Oberoi"

Alternate area of Interest: Marketing

Varun Upadhyay (27 years) BIS (Hons)

Work Exp: 30 months

Company: Wipro BPO, ITC,

InfoTech **Internship:** CGI

"Study of HR Policies and Developing Employee

Handbook"

**Alternate area of Interest:** 

Finance









Akhil Gopinath (24 years) **BMS** Work Exp: 23 months

Company: O& C Ltd. **Internship:** Digital Law & Kenneth

"Content, Copywriting, Creative

Strategy & Process".

**Alternate Area of Interest:** 



Finance



Ameet Ranjan Pradhan (26 years) B.Pharm **Internship:** BPCL

"Study of Industrial Lube Market in WB State and to Develop Strategies to Capture the Market Share Over the Next Three Years".

**Alternate Area of Interest:** Operations



Akshay N Bhat

Work Exp: 32 months

Company: TCS, Evam

Internship: Henkel India

**Alternate Area of Interest:** 

"Re-launch Strategy of

(25 years)

BE (EEE)

Henko"

Finance

Entertainment

Develop Strategies to Capture the Market Share Over the Next Three Years".

**Alternate Area of Interest:** Finance



Anil Kumar Verma (25 years) B.Sc (Biotechnology)

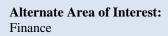
**Internship:** Rural Relations (Pune)

"Analyzing the Rural Consumer Behavior and Developing its Marketing Strategy".

**Alternate Area of Interest: Operations** 



**Internship:** Hindustan Unilever Limited "Competition Analysis and Finding Prospective Accounts".





# MARKETING



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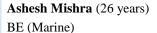
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**Anusha Dharan** (21 years) B.Com

Internship: ITC Limited
"Study on the Effectiveness of
Palmtops on the Sales and
Distribution System"

**Alternate Area of Interest:** Finance



Work Exp: 7 months

Company: Selandia Marine

Pvt. Ltd.

**Internship:** Garden World "Marketing Strategy for Garden World".

**Alternate Area of Interest:** Finance





**Avishek Gupta** (23 years) B.Tech (ECE)

**Internship:** Kodak India Pvt. Ltd.

"Market Research on the Feasibility Analysis of Instant Printing Solutions and Developing its Market Plan".

**Alternate Area of Interest:** Finance



**Internship:** Indoco Remedies Limited

"Market Research, Analysis of Marketing Strategy and Partial Development of Branding Strategy for Triple Drug for Diabetes Management Combination Therapy"

**Alternate Area of Interest:** Finance





**Debdatta Lahiri** (22 years) B.Tech (ECE)

Internship: BPCL
"Study of Industrial Lube
Market in WB State and to
Develop Strategies to Capture
the Market Share Over the
Next Three Years".

**Alternate Area of Interest:** Finance

Deepak Agarwal (25 years)
B.Com (Accountancy)
Work Exp: 18 months

**Company:** Kuber Publications & Family business

**Internship:** KDMPCU Ltd., GCMMF: Amul

"Marketing Metrics for Bakery Products. Project on Cheese Spread, Frozen Pizza Products".

**Alternate Area of Interest:** Finance











Deepak Jim Thomas
(26 years)
B.Tech (Mechanical)
Work Exp: 34 months
Company: T.I.M.E Pvt. Ltd.
Internship: Kott Software Pvt.
Ltd.

"Marketing Research in IT / Outsourcing Trends in European Market".

Alternate Area of Interest: Operations.



**Alternate Area of Interest**: Finance

Launch in an Untapped

Market".



Hitesh Chadha (28 years)
B.Sc (Genl)
Work Exp: 53 months
Company: IBM-Daksh, Satyam
BPO, BA Continuum Solutions
Pvt. Ltd.
Internship: Littler Associates
"Sales Automation for George

Oakes Ltd". **Alternate Area of Interest:**Operations.

**Ishita Navneet** (23 years) BBA

**Internship:** Bates 141 "Selling Shampoo the SunTzu Way"

**Alternate Area of Interest:** Finance





Juhi Mohan (26 years)
BA (History & Political
Science)
Work Exp: 18 months
Company: The Times of India
Internship: Rediffusion, Dentsu
Young & Rubicam Pvt. Ltd.
"The Consumer Buying
Behaviour".
Alternate Area of Interest:

Operations.

**Kafeel Jafri** (25 years) B.Sc (Chemistry, Zoology & Botany)

Internship: EURO RSCG India Advertising Pvt. Ltd. "Strategic Planning of Below the Line Advertising & Consumer Research".



**Alternate Area of Interest**: Operations.



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Kritika (22 years) **BMS** 

Internship: Disha Communications. "Understanding Dynamics of Advertising Agency".

**Alternate Area of Interest:** Operations.





Manikandan.B (23 years) B.Sc (Visual Communication Electronic Media)

**Internship:** TATA TEA Ltd. "A Project on Sales & Distribution (Chennai) of Tata Tea's Newly Launched Brand TION".

**Alternate Area of Interest:** Operations.



**Alternate Area of Interest:** Operations.

Rahul Marwah (25 years)

**Internship:** Exide Industries

"Market Research & Sales of

Garden World".

Operations.

BE (E & TC)

Inverter Battery"

Ltd.

Medha Mishra (22 years) B.Com (Hons) (Acc)

**Internship:** First Indian Corporation Pvt. Ltd. "A Market Study on Real Estate Valuation in India -Methodologies and Practices".

**Alternate Area of Interest:** Finance







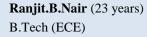




Percy D'Souza (24 years) BHM (Hotel Management)

**Internship:** AMD "Understanding Gamers" Profile".

Alternate Area of Interest: Finance



Internship: Littler Associates. "Buyer Behaviour of Passenger Automotive Batteries"

**Alternate Area of Interest:** Operations.





**Rubal Ganguly** (24 years) B.Tech (Biotechnology)

**Internship:** KB's Fairprice – Pantaloon.

"Customer Profiling and Competitor Analysis"

**Alternate Area of Interest:** Operations.

Sakshi Agarwal (24 years) B.Tech (IT)

Work Exp: 19 months

**Company:** TCS

**Internship:** Jai Machine Tools

Pvt. Ltd.

"Organizing an In-House Trade Show for Enhancing Brand Awareness"

**Alternate Area of Interest:** 

Operations.





Sanila Mammen Jacob (25 years) BE (Computer Science) Work Exp: 31 months

**Company:** Satyam Computer

Services

Internship: Pepsico India Holdings Pvt. Ltd.

"Marketing Executions-Planogram & First Ball ka Captain in Hyderabad"

**Alternate Area of Interest:** Operations.

Satish Kumar.M (24 years) BE (Computer Science) Work Exp: 24 months

**Company:** TCS

**Internship:** Pepsico India

Holdings Pvt. Ltd.

"Competitive Signage Index Analysis Vs Coke"

**Alternate Area of Interest:** 

Operations.



# MARKETING



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Saurabh Kumar Sharma (25 years) BE (ECE)

Work Exp: 21 months

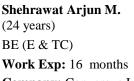
Company: HCL Technologies.

**Internship:** Hindalco "Feasibility Analysis for a New Product launch- Novelis

Fusion".

**Alternate Area of Interest:** 

Operations.



Company: Convergys India

Services pvt. Ltd.

**Internship:** Abiba Systems "Feasibility Study of a New **Business Intelligence Software** Product & Solution".

**Alternate Area of Interest:** 

Operations.





Shourabh Chatterji (23 years) BE (Biotechnology)

Internship: Aurigene Discovery Tech Ltd. "Integration of the Existing System with SAP"

**Alternate Area of Interest:** Operations.

Sivaram.K (23 years) B.Sc (Chemistry)

Work Exp: 24 months Company: TCS, Ajuba

Solutions.

**Internship:** TATA TEA Ltd.

"A Market Study on 'Himalayan' and 'Leaf Tea Portfolio' of Tata Tea".

**Alternate Area of Interest:** 

Finance.





Somesh Dwivedi (22 years) B.Sc (Advanced Zoology & Biotechnology)

Work Exp: 3 months Company: Citigroup

**Internship:** HCL Infosystems Ltd.

"Pan-India Ad Campaign for HCL Digilife".

**Alternate Area of Interest:** Operations.



**Internship:** Littler Associates. "Consumer Behaviour Study of Cookies and Biscuit Market".

**Alternate Area of Interest:** 

Finance.

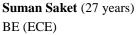








Stuta Sinha (22 years)
BA (Economics)
Internship: Indusind bank
"Product Market Strategy for
Corporate & Investment
Banking Business Units and
Measuring Customer
Satisfaction and Client
Engagement with the Bank"
Alternate Area of Interest:
Human Resources.



Work Exp: 22 months Company: Mind Tree. Ltd. Internship: University of Redlands, CA, USA. "Aerospace Business Layer and IPO Business Layer(GIS) Alternate Area of Interest:

Operations.





Vaibhav Malhotra (22 years) B.Tech (IT)

Internship: IOCL.
"XtraRewards Loyalty Program
-Retail Initiative"

**Alternate Area of Interest:** Operations.

**Vivek Shandilya** (26 years) BE (ECE)

Internship: Abiba Systems. "Branding and Visibility Approach for ABIBA Systems and a Study on BI Awareness in Bangalore".



**Alternate Area of Interest:** Operations.



Vivek Taneja (23 years)
BBA
Internship: Adidas
"Marketing Research Project on
Comparative Study of the Brand
Performance under MBO
Environment and Consumer
Behaviour Analysis and their
Brand Preferences".

**Alternate Area of Interest:** Operations.

Vrushali D.Shah (23 years)
B.Sc (Microbiology)
Work Exp: 5 months
Company: Globosport India
Pvt. Ltd.

**Internship:** Ogilvy and Mather.

"Trends in Male Media Portrayals - An Ethnographic Study".

**Alternate Area of Interest:** Finance.





# **OPERATIONS**





Anit Chandran (24 years) B.Tech(EEE)

**Work Exp:** 23 months Company: Kerala State **Electricity Board** 

**Internship:** Apollo Tyres Ltd. "Inventory Management" Alternate area of Interest:

Marketing

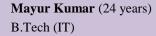




Latika Ahuja (24 years) B.Sc (Hons) (Electronics) M.Sc (Electronics)

**Internship:** Aramex Logistics "Warehouse Business Development"

**Alternate area of Interest:** Finance



BE (ECE)

Work Exp: 23 months

Company: Element K

Fairprice Stores"

Finance

Internship: CapGemini India Pvt. Ltd. "IT Portfolio Transition and Transformation"



**Alternate area of Interest:** Finance



Neeraj Jain (25 years) B.Tech (ECE) Work Exp: 26 months Company: Power Grid Corp. of India Ltd. **Internship**: National Fertilizers Ltd. "Material Management" Alternate area of Interest: Finance

Praveen P (29 years) BE (Mechanical) Work Exp: 55 months Company: Spheris India, HCL InfoSystems, BEML Internship: Capgemini India Pvt. Ltd.

"IT Portfolio Transition and Transformation"

**Alternate area of Interest:** Finance



# **OPERATIONS**



Sambit Kr Pradhan (23 years) B.Tech (Mechanical)

**Internship:** Jindal Steel Works

"Inventory Management"

**Alternate area of Interest:** Finance



Utkarsh S Mairh (25 years) BE (Comp.Science) Work Exp: 24 months Company: Sphere Softtech Pvt. Ltd **Internship:** Fenesta Building Systems (DSCL) "Study of SCM in Planning and Commercial Dept." **Alternate area of Interest:** 

Marketing



Pvt. Ltd

**Internship:** Orient Cement "Study of Operations and Financial Statement"

Alternate area of Interest:

Marketing







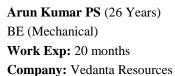
# FINANCE



Anish Kumar Goel (24 Years) B.Tech (Biotechnology)

Internship: Future Agrovet Ltd (A division of Pantaloons) "Sales Analysis & Risk Management"

**Alternate Area of Interest:** Marketing



PLC

**Internship:** IOCL "Financial Analysis of IOCL

and KASO"

**Alternate Area of Interest:** 

Operations





Bagish Kumar Jha (26 Years) B.Sc (Chemistry)

**Internship:** ONGC

"Budgeting at ONGC"

Bhansali Pinal Prakash

(23 Years)

BE (Mechanical and Production)

**Internship:** Union Bank of

India

"International Trade"

**Alternate Area of Interest:** Operations





**Blossom** (24 Years) B.Com

**Internship:** Karvy Stock Broking Ltd "Fundamental and Technical Analysis"

**Alternate Area of Interest:** Operations

**Delix Thomas** (24 Years) B.Tech (Mechanical)

**Internship:** Bonanza Portfolio Ltd

"Fundamental and Technical Analysis"

**Alternate Area of Interest:** Operations







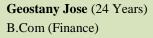




**Devesh Sharma** (24 Years) B.Tech (Biotechnology)

**Internship:** Orient Paper and Industries Ltd "Study of Company Operations and Annual Budget"

**Alternate Area of Interest:** Operations



**Internship:** South Indian Bank "Asset Liability Management"

**Alternate Area of Interest:** Marketing



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**Gunin Mattack** (23 Years) B.Com (Acc)

**Internship:** Oil India Ltd "Budgeting and Auditing Practices at OIL"

**Alternate Area of Interest:** Operations

**Gurvir Singh Sangha** (24 Years) B.Com (Acc, Finance)

Work Exp: 12 months Company: Sangha Goods Carrier & Sangha Distributors

(Family Business)

**Internship:** University of Redlands, USA

"Identifying KPIs and Preparing

Dashboard"

**Alternate Area of Interest:** 

Operations





Hemamalini S (23 Years) B.Com

Work Exp: 12 months Company: Goldman Sachs **Internship:** Mahindra &

"Study on Investment Pattern of Two Balanced Funds in India"

Mahindra Financial Services

**Alternate Area of Interest:** 

Marketing



Company: Vedanta Resources **PLC** 

**Internship:** NJ India Investment

"Performance Analysis & Risk Assessment of Mutual Funds"

**Alternate Area of Interest:** 

Marketing





Kamlesh Kumar Agarwal (23 Years) B.Com (Commerce) Work Exp: 13 months Company: Accenture India Pvt. Ltd.

**Internship:**Bonanza Portfolio

"Fundamental & Technical Analysis"

**Alternate Area of Interest:** Marketing



**Alternate Area of Interest:** Operations

**Internship:** Union Bank of

"Financial Derivatives"

Kosaraju Sree Bhargava

(23 Years)

B.Tech (ECE)



Manjani Sunny Amarlal
(25 Years)
BE (Mechanical)
Work Exp: 10 months
Company: Voltas Ltd
Internship: IL&FS
Transportation Networks
"Feasibility and Risk Analysis
of an Infra Project"
Alternate Area of Interest:
Marketing



**Alternate Area of Interest:** Operations

Tariff at NTPC Sipat"





**Neha Agarwal** (24 Years) B.Com(Hons), CA Inter

**Internship:** Bengal Ambuja Housing Develop. Ltd.

"Risk Management with Respect to Residential Projects of Ambuja Realty Group"

Nidhi Parashar (27 Years)
B.Com(Hons), MA(Eco)
Work Exp: 12 months
Company: India Infoline
Internship: Motilal Oswal
Commodities Broker (P) Ltd.
"Analysis of Precious Metals
(Gold & Silver) in the Futures
Market"

**Alternate Area of Interest:** Marketing









Nitin Mittal (23 Years) B.Com(Hons)

**Internship:** IOCL "Budgetary Policies and Procedures in IOC Ltd."

Alternate Area of Interest: Marketing







Parulekar Kapil Anil (24 Years) BE (Mechanical) Work Exp: 18 months Company: Pentair Water India, Sardessai Engg Works Pvt Ltd **Internship:** SESA Goa Ltd. "Financial Planning and Forecasting"

**Alternate Area of Interest:** Operations

Prerna Bagla (23 Years) B.Com (Hons) (Acc) Work Exp: 5 months Company: Hotel Hindustan

Pantaloon Retail Ltd"

Operations

**Alternate Area of Interest:** 

International **Internship:** Standard Chartered Bank

"Interest Rate, Foreign Currency Exposure & Hedging for Companies in Eastern India"

**Alternate Area of Interest:** 

Operations





Pritam Majumder (23 Years) B.Com (Finance)

Internship: UCO Bank "Credit Appraisal and Risk Analysis in SME Sector"

Rahul Mehta (24 Years) BE (ECE)

**Internship:** Jindal Industries Limited "Impact of IPO on Capital Structure & Study of

Derivatives in India"



# FINANCE



**Rekha TR** (24 Years) B.Com

Work Exp: 11 months

Company: Intelenet Global

Services (Barclays)

**Internship:** JRG Securities "Cost-Benefit Analysis of General Insurance Broking

Business"

**Alternate Area of Interest:** 

Operations



**Alternate Area of Interest:** 

Rohit Kumar (23 Years)

Internship: Mahindra Finance

"Comparative Analysis of Various Mutual Fund Schemes

& Fixed Deposit Schemes"

Marketing

B.Pharm

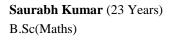


Ruchika Nanda (22 Years) BA (Hons) (Economics)

**Internship:** Unicon Securities Pvt Ltd

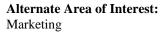
"The Indian Debt Market"

Alternate Area of Interest: Marketing



**Internship:** Allahabad Bank

"Product & Risk Analysis"





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Sera Thomas (26 Years)
B.Tech (Biotechnology)
Work Exp: 10 months

Company: U.S. Technology

Global

**Internship:** University of

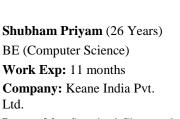
Redlands, USA

"Ethnicity Business Atlas

Layer"

Alternate Area of Interest:

Operations



**Internship:** Standard Chartered Bank

"Analysis of Investment Activities and Portfolio Investment"

**Alternate Area of Interest:** Operations











Sneha Bose (24 Years)
B.Sc (Hons) (Economics)
Work Exp: 10 months
Company: HSBC Data
Processing India Ltd.
Internship: Axis Bank
"Study of Corporate Credit

Sanction Process and Credit Risk Management"

**Alternate Area of Interest:** Operations



Banking Perspective" **Alternate Area of Interest:**Operations

Opportunities in the Indian Power Sector- An Investment



Vivek Bothra (25 Years)
B.Com (Hons) (Acc)
Work Exp: 30 months
Company: Family Business
Internship: Knowledge
Foundry Business Solutions
"Analysis of US Drug Stores,
Grocers & Discounters"
Alternate Area of Interest:

Marketing

Operations

Yamini Sompalle (24 Years)
B.Tech (EEE)
Work Exp: 11 months
Company: Personnel Search
Services Pvt. Ltd
Internship: Bheema Cements
Pvt. Ltd

"ISO Certification for Bheema Cements Pvt. Ltd"

**Alternate Area of Interest:** Operations



Yogesh Verma (25 Years)
BE (Mechanical)
Work Exp: 24 months
Company: Honda Motorcycle
& Scooters India Pvt. Ltd., Jay
Bharath Maruti Ltd.
Internship: Knowledge
Foundry Business Solutions
"Analysis of US Food
Companies"
Alternate Area of Interest:



# Student Profiles PGDM 2007-09



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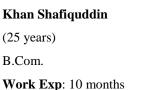
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Karunesh Kumar V
(25 years)
B.Tech(CSE)
Internship: SBI
Major: Finance

Minor: Systems



Company: IMS Learning Resources

**Internship**: JM Financials

**Major**: Marketing **Minor**: Operations





Sunil Nicklavos
(23 years)
B.Com.
Internship: Metro C&C
Major: Marketing

Minor: Operations

Vimal G



Internship: L&T Capital

Major: Finance
Minor: Marketing





(25 years)
B.Com.
Work Exp: 8 months
Company: KPMG
Internship: Bluestar
Major: Marketing
Minor: Operations



Internship: IDBIMajor: FinanceMinor: Operations



# Ex PGDM Programme



This is a 15-month full-time program for graduates with a minimum of five years of supervisory or executive experience. Of the 15 months, 12 months are for classroom sessions and 3 months for an industrial project, which also could be done in one's own organization. This is in a way the European model of business education, where experienced executives go through 12 months of classroom training.

The mid-career decision made by the participating middle and senior level professionals, reflects their ambition and commitment towards their goal. The participants also bring significant experience from various organizations like Unilever, Wipro, First American, TVS motors, Citi Financials, GE, HAL, SAIL, BSNL. The industry has always been looking for MBA graduates who could hit the floors directly. This course fills this chasm by bridging the gap between theoretical knowledge and practical experience.

Presenting the EX-PGDM batch (2008-09): This batch comprises of 27 executives from diverse sectors. Fourteen of them are sponsored and have returned to their parent organizations. The remaining 12 students are waiting for an exciting and challenging career-opening to prove their mettle to the world once again.

# Unique Features of the Programme

The students of Executive PGDM at XIME are a cut above the rest due to the enriching course provided by the Institute. Immense care is taken by the management to bring together executives from diverse industrial backgrounds in order to infuse constructive interaction. The executive students benefit from such a selection process, as they are thus induced to encourage different perspectives and also, gain a cross-industrial insight from the course.

The minimum work experience of the students of this course is five years. The enriching course content twinned with their industry experience will result in better understanding of concepts creating greater impact as they are in a position to relate to their practical application.

Today's contemporary executive requires vast international business management exposure. This is enabled by an International Tour that is organized by the Institute. In appreciation of the fact that the new-age manager needs to have a hands-on experience of management practices in other parts of the world, the Institute enables students to undertake their summer internship in foreign countries.

# Course Structure & Electives

Term I	Term II	Term III	Term IV
Organizational	Organizational	Business Government	Cross Cultural
Behaviour-I	Behaviour-II	and Society	Management
Quantitative	HR Management	Economics II	Business Policy
Techniques			
Financial Accounting	Financial Management	Business Law	International Business
Managerial Skills-I	Production and Operations Management	Electives I	Electives I
Marketing Management	Cost & Management Accounting	Electives II	Electives II
Economics I	Contemporary Business Environment	Electives III	Electives III
Finance	Marketing	HR	Operations
International Finance	Advertising and Sales Compensation Management	Compensation Management	Business Process Re-engineering
Merchant Banking & Financial Services	B2B Marketing	Competency Based Management	ERP
Mergers & Acquisitions	Market Research	Organization Planning & Development	Supply Chain Management
Risk Management	Strategic Marketing	Performance Management Systems	Production, Planning and Control
Security analysis & Portfolio Management	Services Marketing	Talent Acquisition & Retention	Lean Management
Strategic Financial Management	Product & brand Management	Training & Development	Project Management

# Ex-PGDM Students' Profiles 2008-09



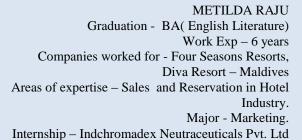
AMUL TYAGI
Graduation - BCA
Work Exp - 6 years 2 months
Companies worked for – IBM ,Wipro
Technologies
Areas of expertise – ERP (SAP/Oracle),
Business Development
Major – Marketing.

GOVARDHAN SWAMY G.N.
Graduation - BE (Computer Science)
Work Exp - 8 years
Companies worked for - Oracle India, TATA
ELXSI, OPTIS Information Services
Areas of expertise - Project and Client
Relationship Management (Japanese).
Major - Marketing.

Internship - Mindtree Technologies.









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MK SHAJI NAMBIAR
Graduation— BA (Corporate Secretaryship)
Work Exp — 6 years
Companies worked for - Artha Health Options
Pvt. Ltd, Aditya Birla Minacs
Areas of expertise - Vendor & Resource
Management, Customer Service
Major - Marketing
Internship - Artha Health Options Pvt. Ltd

MOHD. MOAZZAM SIDDIQUI
Post Graduation - M.Sc (Industrial Biotechnology)
Work Exp - 8 years
Companies worked for - Excel Matrix
Biological Devices Pvt. Ltd
Areas of expertise - Relationship management, Product
Management
Major - Marketing.
Internship - Mentorware Pvt. Ltd





RAMARAJU JAMMULA
Graduation – BE (Information Technology)
Work Exp – 5 years
Companies worked for – Wipro Technologies,
Medimages Diagnostics
Areas of expertise – IT (Development),
Healthcare (Sales, Marketing and Operations)
Major – Marketing
Internship – Tata Consultancy Services

R. BALAJI
Graduation - BA (Economics)
Work Exp - 5 years experience
Companies worked for - Tata Tea Ltd,
Hindustan Unilever ltd.
Areas of expertise - Sales, Channel
Management.
Major - Marketing
Internship - Tata Tea Ltd.









SATYABRATA MOHAPATRA
Graduation – BE (ECE)
Work Exp - 6 years
Companies worked for – BSNL
Areas of expertise – Project Management
Major – Marketing
Internship – Semindia systems pvt. Ltd

SAYAN BANDYOPADHYAY
Post Graduation – M.Sc (Chemistry)
Work Exp – 5 Years
Companies worked for - Hindustan Unilever Ltd
Areas of expertise – Product development and Market
Research
Major – Marketing
Internship – Mentorware Pvt. Ltd





VISHAL SAXENA
Post Graduation – M.Sc (Chemistry)
Work Exp – 5 Years
Companies worked for - Hindustan Unilever Ltd
Areas of expertise – Product Innovation and
Development, Consumer Market Research
Major – Marketing
Internship – Mentor ware Pvt. Ltd

PRABAKARAN.D
Graduation – BS (Engineering Technology)
Work Exp – 14 Years
Companies worked for - TVS Motor Company
Ltd, General Motor Technical Center.
Areas of expertise – New Product Design &
Development, Project Management.
Major – Finance
Internship – GEInfo Tech Pvt Ltd

