

INTERNATIONAL INSTITUTE OF PLANNING AND MANAGEMENT



**IIPM**  
INTERNATIONAL

PROSPECTUS SESSION 2009



DARE  
TO  
THINK  
BEYOND

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Dr. Malay Chaudhuri, Founder Director of IIPM & the author of the path breaking best seller 'The Great Indian Dream'

### The Roots

Year 1963... A dream... A proposal to Jawaharlal Nehru, the then Prime Minister of India to set up an Institute under the name of "Institute for Planning and Administration of National Economy"... A study tour of Europe & a man. The roots of an institute with a difference. An institute oriented towards the promotion of corporate growth, based on innovation and entrepreneurship in harmony with national economic planning objectives, aiming at a sustainable and ethically acceptable growth rate. Conceptualised by Dr. M. K. Chaudhuri, India's leading economic visionary, The Indian Institute of Planning and Management was formally registered in the year 1973. After completing his M. Sc., Ph.D. & D.Sc. from the School of Economics, Berlin, Dr. M. K. Chaudhuri worked with leading organisations and institutions like HLL, IAS, Simla, XLRI, Jamshedpur (as a Professor of Economics) & IIM, Bangalore (as a Professor of Economics), before resigning from his prestigious job at IIM Bangalore to start what is today regarded as India's Greatest Academic Movement... The IIPM Movement!

The first residential Full-Time Post Graduate Diploma Programme commenced on 12th August, 1974, with students selected through **admission tests-cum-interviews held in Delhi, Kolkata, Bombay and Bangalore. Admission tests-cum-interviews have so far been held in 15 centres, namely, Ahmedabad, Bangalore, Bhopal, Bhubaneswar, Mumbai, Pune, Kolkata, Chandigarh, Delhi, Guwahati, Hyderabad, Jaipur, Lucknow, Chennai, Patna and Trivandrum.**

International Institute of Planning and Management (IIPM-

International) takes the IIPM movement started in 1973 to an all together different level. While the course contents, placements and faculty maintain their cutting edge quality, IIPM International aims to bring a completely international touch to entrepreneurial education in India, thereby making it superfluous for students from India to look for study opportunities abroad. IIPM International aims to bring students from all over the world to come and study in India and realise what the education at IIPM has to offer, at the same time bringing a superb international mix of students on campus.

IIPM International provides students with more than 10,00,000 sq. ft. of built-up infrastructure through its various facilities. All IIPM International facilities are Wi-Fi enabled. IIPM international is headquartered in Delhi's premier and most sought after address of Saket, where it operates from a sprawling campus spread over more than 75,000 sq. ft. The Institute also holds classes in IIPM's state-of-the-art 5 acre campus in Mehrauli, New Delhi. The IIPM campus has World-Class facilities ranging from state-of-the-art computer dromes to huge amphitheater-type classrooms to mega-auditoriums, as well as exceptional recreational facilities like swimming pool, mini golf, pool, billiards etc. IIPM International also has branches in Gurgaon, Noida, Mumbai, Kolkata, Bangalore, Chennai, Hyderabad, Pune, Ahmedabad, Chandigarh, Lucknow, Jaipur, Bhopal, Indore, Cochin, Bhubaneswar & Dehradun. IIPM International Mumbai is operating from two architecturally beautifully towers in Bandra & Khar - the heart of Mumbai. Other IIPM International branches also operate from similar modern buildings with state-of-the-art facilities.



## “INDIAN THOUGHTS, GLOBAL PERSPECTIVE”

The IIPM course was conceptualised in 1973 keeping in mind the unfortunate fact that education in India till then had still remained primarily oriented towards the needs of the private sector and had overlooked the specific requirements of the public sector. We had even failed to do justice to the private sector in as much as we had not succeeded in impressing upon the students the basic framework within which the private sector had to operate in our country. The scope and role of the private sector in our country, in the context of national economic planning, was quite distinct from that of the private sector in the free market economies originally developed through colonial exploitation.

Problems of development of the private and the public sectors were, therefore, to be studied and analyzed carefully in the background of national economic planning. Otherwise, we would not be able to translate the laudable goals of plans into physical realities, however sophisticated the planning models may be.

The Indian Institute of Planning and Management had thus set before it the twin tasks: to reorient education and research towards the needs of both the sectors and to establish the link between the national economic planning and the development of private enterprises in our country.

As an educational institute, IIPM aimed at developing a three dimensional personality in its students, viz (1) pursuit of knowledge, (2) commitment to economic, social and cultural upliftment of masses and (3) cultivation of taste for literature, fine arts etc.

With changing times and near dismantling of the Planning Commission in India, The International Institute of Planning and Management aims to reorient the IIPM course to the new realities of the Indian economic system while remaining committed to the basic philosophy of global humanism. In fact, while India unfortunately abandons principles of National Economic Planning, intellectuals around the world are waking up to the inevitable need for International Planning in the search of a more humane and sustainable society as man is becoming increasingly alienated from the society and violence - both internal and external - is becoming a trademark of the free market fiscal bottom line oriented driven system. Thus the need to re-focus on welfare concepts has actually acquired greater importance today. To make a happier and humane society, future entrepreneurs and managers need to understand not just concepts that are taught in traditional B-Schools around the globe, but also concepts of International Planning and Humanitarian Economics, which IIPM International aims to impart.

In India, The International Institute of Planning and Management aims at initiating training and research on problems of development that must be solved for realising The Great Indian Dream of a healthy, educated and employed India.

The IIPM International course, therefore, is not an MBA course, although it might be recognised as one. It is far more than what the best B-Schools across the world have ever conceptualised. It's a programme in entrepreneurship (which helps you become not just a manager but much beyond) with compulsory specialisation in Marketing, Economics and International Planning. In fact, the Economics part of the curriculum is by itself at par with a Master's programme in Economics. Apart from the above specialisations, students are required to choose another extra specialisation of their choice (which could be something like Finance, HR, etc).

The IIPM International course further incorporates World-Class global exposure through the three phase structure that every student undergoes viz. 1) A compulsory global tour of a developed country like Switzerland/Germany/USA etc. that exposes them to the functioning of leading global corporations

and institutions. 2) Compulsory exposure to the classes/seminars of globally renowned faculty members of leading B-Schools from all over the world. 3) Constant interaction with students from all over the world who come to study/spend a semester at the Institute.

Having said all that, what really makes the big difference in the lives of students joining the IIPM movement is perhaps the unique Leadership, Personality Development and Mentorship Programme at the Institute. From one to all, every student typically defines it as a life changing experience. The course creates exceptional communicators, orators, public speakers and leaders out of each and every student in the Institute, irrespective of their backgrounds. These are some of the key reasons that students of the Institute not only get exceptional placements, but also get personalities, which they can be proud of for the rest of their lives.

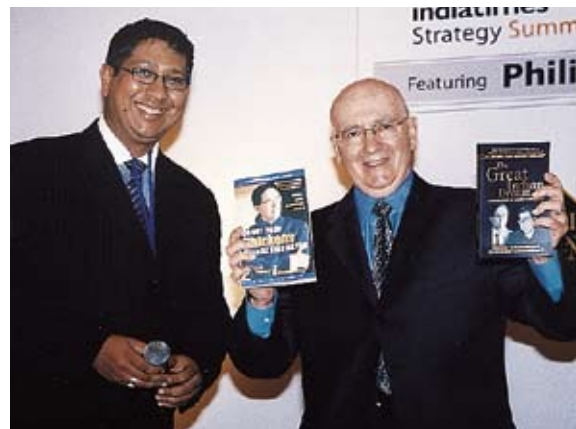
*As an educational institute, we aim at developing a three dimensional personality in our students, viz (1) pursuit of knowledge, (2) commitment to economic, social and cultural upliftment of masses and (3) cultivation of taste for literature, fine arts etc.*

*We aim to create entrepreneurial managers who are globally competent, yet are committed to India.*




**Indian Thoughts...**

Mrs. Suroma Chaudhuri, one of the founding members of IIPM society at a relief camp for the poor.



**Global Perspective...**

Globally renowned Marketing Guru Dr. Philip Kotler during his session with students in IIPM along with Professor Shouvik Dutta



**Prof. Arindam Chaudhuri**

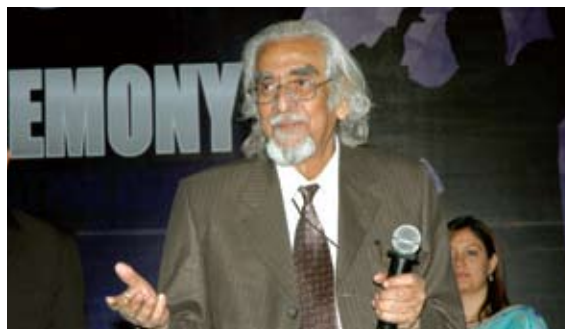
Dean - Centre for Economic Research & Advanced Studies, IIPM International, on the IIPM philosophy

The IIPM programme is today regarded as the only course with a WIDER COVERAGE than MBA/MBE courses taught anywhere else in the country because of its integration with National Economic Planning and a compulsory Marketing specialization, making it the most INTELLECTUALLY STIMULATING course in India. In the light of globalization, IIPM International aims to create a new generation of globally competent entrepreneurial managers, who can face with confidence emerging challenges of international markets, while remaining committed to remove massive poverty of Indian masses within a generation.

"We need to understand that sustainable growth can be achieved only by committing ourselves to macro level growth strategies that would encompass the bottom 80% of the population and not just the top 20%. This conscientious approach would make a growth rate of 12% per capita per annum possible. In the light of globalization of Indian economy and capitulation of Indian brands, it is imperative for tomorrow's leaders to be aware of the above mentioned facts, so that they can face with confidence the emerging global challenges of international markets, while remaining committed to remove massive poverty of Indian masses within a generation... While some wealthy nations enjoy the luxury of material aplenty, the fact remains that more than twice the number of people killed in the 2nd World War die every year of hunger and curable diseases; and yet, despite such dismal figures, we fail to realise that unrestricted satisfaction of all desires is not conducive to human wellbeing nor is it the way to happiness, or even maximum pleasure. When these

wealthy nations today talk of being one with the rest of the world and of concepts of global village, their talks simply stink of hypocrisy. The time has come for India to lead the way in showing that this carnage can be stopped with the help of determined leadership and long term committed vision... The Indian managers need to develop a strong vision for their companies; and most importantly for the people who work for them apart from having a terrific sense of commitment for the country, great motivational skills and leadership qualities. A growth rate of 12% per capita per annum would imply that India can beat USA in terms of purchasing power parity within the next 25 to 30 years and become economically the strongest country in the world. For this, the government of India needs to support the Indian organisations with suitable pro-people, pro-India policies, which would help Indian organisations to become stronger and compete in the world markets successfully... Future leaders must be aware of this and not remain intellectually handicapped."

IIPM has had the good fortune of associating with some of the leading lights of our times, who have shared their insights and ideas with our students in our class rooms and beyond. IIPM's total faculty strength comprises more than 300 permanent members and more than 250 visiting members. The permanent members of the faculty are mostly IIPM alumni with exceptional academic records and industry experience, making it perhaps the only B-School in the world with so many management graduates in its permanent faculty. Roughly 35% of the permanent faculty at IIPM are women. They are phenomenally committed to the cause of creating future entrepreneurial managers with a difference; managers who would not only concentrate on profit maximisation but also on welfare maximisation. They divide their time among four complementary activities: Research, course development, teaching and consulting. They devote considerable time to their students, not only to help them overcome their professional problems, but also to contribute to their personal development. The faculty associated with IIPM maintains an exceptional standard in conducting leading-edge research that is directly related to course development. Every year, new dimensions are added to the existing class material. Research has helped IIPM develop its own subjects like 'Beyond Principles of Management and Economics', wherein students are taught concepts like survival of the weakest, the law of increasing marginal utility, apart from the age-old concepts of survival of the fittest in the market economy and law of diminishing marginal utility etc. IIPM has developed its own model to calculate the contributions of each member of the



Dr. N.R.Chatterjee, Ex. Dean - FMS, a guiding force behind IIPM

society in order to create a just and equitable society. Ever since its inception, the faculty focus has been on aspects oriented towards creation of a more happier as well as a growth oriented society. Therefore, all seminars conducted at IIPM are on topics oriented towards growth and well being. The students thus get a chance not only to learn from the faculty but also to discuss and debate the concepts they learn with the decision makers of the economy. The invitees have comprised amongst others, Nobel laureate Dr. Md. Yunus from Bangladesh, who has been applying welfare aspects of economics to real life situation to single-handedly try and change the future of millions of people in his country through splendid visionary entrepreneurship, an endeavour that has resulted into the creation of the internationally acclaimed 'Grameen Bank'.

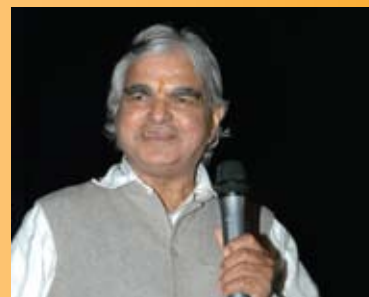
IIPM International retains the same faculty quality and interaction for its students.



Nobel prize winner Prof. Md. Yunus during an informal get-together with the faculty of IIPM



Dr. J.K. Mitra, Dean, FMS, University of Delhi  
A constant source of inspiration behind IIPM



Dr. P. C. Bagga  
The Guru - one who showed us the light

# GLOBAL OPPORTUNITY & THREAT ANALYSIS (GOTA)

## Global Opportunity & Threat Analysis (GOTA)

In the light of globalization, students entering IIPM International have to undergo a 2/3 weeks study tour to a selected country in the continents of Australia, Africa, Asia, America, Europe. IIPM International bears the entire cost of this programme for all students. This cost includes cost of air travel (from the nearest international airport) as well as the entire cost of boarding, lodging, food and faculty mobilisation. Students should have passports available and would have to obtain visas for the country of their visit. If they are not given a visa, IIPM International cannot be held responsible. The idea is to make the students aware of how a truly global economy works and also to bring a fresh outlook to life conducive to entrepreneurial learning. From the batch of 2009 onwards GOTA is being taken to a completely different level all together. 100% of students joining IIPM will be doing a special course on Global Management for one week in one of the top 20 B-Schools\* of the world and getting a Certificate in Global Management from the B-School that they attend. Students will be sent to

different B-Schools (which will impart the programme) as per the sole discretion of IIPM and they will have no right to choose which B-School they want to go to. More than 7500 students have gone for IIPM's GOTA to countries like USA, UK, Switzerland, Italy, France etc. in the last two years alone! When all students return after their visits to various countries, they are encouraged to share their experiences and the knowledge gained from the interactions through structured discussions with other students of the institute. This creates an intellectually stimulating and exciting environment in the campus and students get a first hand experience of how things work in other countries. Students are also required to submit projects on the areas of key learning. During the GOTA visits, IIPM has conducted seminars and lectures in association with organisations/institutions like: **IMD, Lausanne ; The United Nations; International Labour Organisation; The World Bank; Nestle; Citigroup; Honda; Oxford University; IBM; WIPO; BMW; FIAT; Suzuki; Insead; IMI, Europe; Credit Suisse; Sulzer; World Trade Organisation; Omega** etc.

\*The B-Schools are all amongst the top 20 B-Schools of the 2006-07 Business Week B-School ranking or the 2007 Economist ranking or the Financial Times rankings of the year 2008. However IIPM might include any other institute if it deems fit.



Shanta Devarajan, Chief Economist for South Asia, World Bank, at a seminar in USA



Students at Madame Tussauds, London, with a wax replica of the Queen of England



60 of the brightest Spring Summer batch students (06-07) at Citigroup Center, USA





Students attending a lecture session on knowledge management at IMD, Lausanne



IIPM students at **Oxford University**, London



IIPM group in Singapore



Shanta Devarajan, Chief Economist for South Asia, **World Bank**, at a seminar in USA



Ms. Tulika, Executive Director, Michael Page International, Geneva



IIPM students for a class at IMD, Lausanne, Switzerland



Ajay Banga - Chairman and CEO, Cit's International Global Consumer Group interacting with IIPM students, USA



Singapore Management University



IIPM students at UN Centre, Geneva



ENEL, Italy



West Port, Malaysia



Felicitation at NYMEX to Ms. Linda Rapacki (USA)



Ms. Mansi Bansal, a student, giving a vote of thanks at Kyoto University, Japan



Prof. Rajat Shukal felicitating Dr. Rajib Shaw Rossmann at Kyoto University, Japan



Factory visit at Pascual Dairy Products, Spain



Noted analyst Arvind Subramanian presenting a paper on 'Why India's growth is like nobody else's?' - at a seminar in World Bank, USA



Port of Antwerp, Belgium



Students at the UN Headquarters in Geneva during a seminar on Globalization & International Security



USI-Business Council, Washington



Banca di Roma



UICN



Students group at El-Mundo Newspaper in Spain





## Some of the important companies/universities/sites visited during the GOTA tour

### JAPAN

**Kyoto University**, Panasonic Centre, Hyogo Prefecture, Kobe, **Suzuki** Motor Corporation, **Honda** Co., International Christian University, PASONA Inc.

Antwerp Port

### PARIS

AFII (Agence Francaise Ministry of Industry and Finance), I.B.M, **ENPC** Business School, **Airbus**

### SWEDEN

Embassy of India, SSES, Volvo, SKF

### SPAIN

G.S.A.R. MARKETING, Spanish Tourist Board, Indra, Talgo, Cesce, Pascual Dairies

### FINLAND

Bank of Finland, Ministry Of trade & Industry, Kone Corporation

### AUSTRIA

Klagenfurt University, MAGNA STEYR Fahrzeugtechnik AG & Co KG, Vienna University of Economics, UN, MONDI

### USA

**NYMEX**, UCA Global, **DOW** Chemicals, **Sanofi Aventis**, USI Business Council, **World Bank** and IMF, IFC, **Citigroup**, UN

### ITALY

TECHNIP ITALY S.p.A, VCD Tech, BNL, Wipro

### MALAYSIA

HSS, Harvard Business School (Malaysia chapter), **Westport**, Alam FloraL, Teknion Furniture Systems (Malaysia) Send Bhd

### LONDON

University of Central England, **Oxford University**, South Thames College, Misport, **British Telecom**, **Oxfam**, GSM Association, Citigroup, **IBM**, Adam Capital, Royal Bank of Scotland

### SINGAPORE

ICICI, FACT, **NEWater**, Nanyang Technological University, Singapore Port Authority, **Singapore Management University**

### SWITZERLAND

**WIPO**, Michael Page, Zidao Communication, **WTO**, U.N.O.G, **Webster University**, UNCTAD

### DUBAI

Seven Seas Group Of Companies, **Abu Dhabi Commercial bank**, IT People Consulting, GRP Industries Ltd. (Giant Group), National Bank of Fujairah, **Emirates Bank**, **Carbonic International**, ACER, Arabian Radio Network, SIYA Group of Companies...

### GERMANY

ARRI AG, **BMW AG**, **Deutsche Bank**, Munich International Airport, **Siemens AG**, INDIAN EMBASSY OF INDIA, Deutch Bundesbank, Opel Forum

### BELGIUM

Ghent University, EURONEXT, European Parliament,



## GLOBAL FACULTY & TEACHING

All IIPM International students get taught by professors from some of the world's top 20 B-Schools. These interactions are not merely at a guest lecture level but at a level where students get to be taught at least an entire course by them, so that the students get the best possible exposure to world-class teaching. Typically the regular programme students undertake the Advanced Global Management course under these world renowned professors during their GOTA programme in one of the top 20 B-School campuses abroad.

The students of the One Year Global Programme additionally get to be taught about twenty percent of the courses by them in India as well. The Global Outreach Programme thus also brings professors of International repute to IIPM in India, enabling these students to be taught by professors from not just one but a majority of the top 20 global B-Schools - thus

giving them an exposure which very few B-Schools around the world can boast of giving.

Apart from the above, professors from the top 20 B-Schools also take special sessions with IIPM students of multiple branches when they come to India to participate in IIPM's Academic/EDP calendar. Though Delhi and Mumbai being corporate hubs remain the favourite EDP destinations in India, in past students of IIPM's branches in Bangalore, Chennai, Hyderabad, Pune and Ahmedabad have also had the opportunity of being part of such special sessions.

Professors from **Harvard University, MIT Sloan School of Management, Columbia GSB, Chicago GSB, Yale School of Management, London Business School, London School of Economics, Kellogg School of Management, Wharton, Haas School of Business, INSEAD, IMD, Judge School of Business, Stanford, NYU Stern, Said School of Business** etc have in past taken classes and EDP's in IIPM.

Participating B-School



Partner B-School



**CAMBRIDGE**  
Judge Business School

Participating B-School



International Management Gurus Who Have Taken Exclusive Seminars With IIPM Students !!



**JOEL STERN**

- EVA : Maximizing Shareholder Value



**STEPHEN R. COVEY**

- Organizational Management



**JACK CANFIELD**

- The Success Principles



**ZIG ZIGLAR**

- Success, Performance, Achievement

**Some distinguished professors who have visited IIPM include:**

- Philip Kotler, Kellogg School of Business
- Gita Gopinath, University of Chicago, Graduate Business School
- Akash Deep, Harvard University
- Sunil Gupta, Columbia Business School
- Rajeev Kohli, Columbia Business School
- Prof. Partha Mohanram, Columbia University
- Ravi Dhar, Yale School of Management
- Prof. Tom Kirchmaier, London School of Economics
- Sir Geoffrey Owen, LSE
- Prof. Tobias Kretschmer, LSE
- Dr. Raymond Richardson, LSE
- Prof. Rick Aubry, Stanford
- Prof. Skander Essegaier Wharton
- Prof. Ari Ginsberg, NYU Stern
- Leigh Hafrey, MIT Sloan School of Management
- Prof. Owen Darbishire, Saïd Business School, University of Oxford
- Prof. Mark de Rond, Cambridge University
- Prof. Isaac Getz, ESB
- Prof. Michael Yaziji, IMD International
- Andre Laurent, INSEAD
- Donald Marchand, IMD International
- Amitava Chattopadhyay, INSEAD
- Lakshman Krishnamurthi, Kellogg
- Johannes Pennings, Wharton
- Pietro Veronesi, Chicago GSB
- Prof. George Wu, Chicago GSB
- Prof. Zur Shapira, NYU, Stern



**PHILIP KOTLER**

- Strategic Marketing

# GLOBAL STUDENT EXCHANGE PROGRAMME

## IIPM International Student Exchange Programme

Under the Global Student Exchange Programme at IIPM, Undergraduate and Graduate students of management institutes and universities from all across the world visit various IIPM campuses in India for a duration varying between three weeks and one trimester. After the successful completion of the programme, the students receive academic credits for the same.

During the entire phase of their stay, the international students who come down to the IIPM campuses need to bear the cost of their food and accommodation. Under certain specific cases, accommodation is provided to these international students at the residences of IIPM students to give them a feel of Indian customs and culture. IIPM charges no tuition fees for the courses offered to these students under the student exchange programme.

It is a firm belief at IIPM International that the globalised world requires more managers who can effectively and efficiently function in a multi-cultural environment. This is the reason why at IIPM International more stress is given to help these international students develop cross-cultural management skills, social skills and language skills. It also helps these students to explore more growth opportunities across the world.



Reception of students of State University - Higher School of Economics, Moscow at IIPM's New Delhi campus

## Some of the Universities which participate in GSEP

### State University - Higher School of Economics, Moscow

Students from HSE, Moscow visited the IIPM Campus at Delhi for a period of 2 weeks to undergo an advanced course in Strategy and Marketing Management. During their stay, they got an opportunity to visit McDonald's training centre in India to understand McDonald's India marketing mantra, and later to visit ITC e-Choupals in villages in Western Uttar Pradesh to understand rural marketing initiatives by one of India's largest business conglomerates. They also enjoyed the best of Indian hospitality as they were accommodated at residences of IIPM students. This enabled the students to get a true flavor of 'Indianism' along with the best academic inputs from the institute.



International Exchange Programme Students wearing the Planman CHE T-Shirts

### **Johannes Kepler University, Linz (Austria)**

16 Students from JKU, Linz, were here in campus for a month to attend 3 exclusive courses: India's Foreign Trade, Indian Financial System and Indian Culture & Cross Cultural Management, leading to transfer of credits for the same. Apart from various lecture sessions and visits to trade bodies, cultural centres and financial institutions, the students also got an opportunity to experience the best of Indian culture-curry - they attended exclusive sessions on Yoga and Meditation. There was quite a lot of fun in store for them as they participated in various in-campus activities along with the IIPM students.



Students of Johannes Kepler University, Linz (Austria) at our campus Library, New Delhi...



...and at the billiards table!

### **Ingolstadt University, Germany**

IIPM Mumbai played host to 15 students from the Ingolstadt University, Ingolstadt Germany accompanied by Prof. Philip Siedel. These students, specialized on different aspects of management for a period of 4 weeks with students of Mumbai branch in Feb '07. They attended sessions on diverse subjects like Multinational Business Finance, Derivatives, and Economic Environment to Business, Applied Finance, Compensation Management, Strategic HR etc.



Students of Ingolstadt University, Germany participating in Club activities at IIPM Mumbai with IIPM students...



...and striking a picture perfect pose during the activities!



Members of IIPM alumni society of more than 15,000 enjoy a life long association with one another and with the institute, which aims to serve as an intellectual and professional home base for its graduates throughout their careers.

No particular career path is typical for IIPM graduates, who can be found in every field, business function, and geographical location. IIPM alumni currently would be found in various **Fortune 500** companies, as well as in organisations of all sizes. In addition, a large percentage of IIPM graduates describe themselves as self employed within 10 to 15 years of graduation, trying to create an impact through their own entrepreneurial ventures. IIPM alumni clubs are spread all over India, actively involved in various rural development and social upliftment programmes.

IIPM's Career Management offices in New York, London, Dubai and Singapore and across India work closely with corporations across the globe to identify opportunities for students.

Last year the Strategic Management Group - Career Cell at

IIPM - confirmed more than 700 companies participating for placements. They included ABN Amro, HSBC, Standard Chartered, ICICI Bank, Citibank, HDFC Bank, ING Vysya, Max New York Life, Kotak Mahindra, India Bulls, ICICI Prudential, Met Life, TATA AIG, American Express, Citifinancials, GE Money, Asian Paints, Coca Cola, Berger Paints, Oracle, HP, Hutch, GE Consumer Finance, Yahoo, Essar Group, Crisil, Times Money, Bharat Shell, Skoda, GroupM, HCL Infinet, Schneider Electric, Evalueserve.com, i Gate, Reuters, Shopper's Stop, Bata, Fortis, Hindustan Levers, Deloitte Consulting, Primus Telecom, Oswal Group, NEC... and many many many more! Insurance, Finance, Banking, Services, IT, FMCG, Consumer Durables, Oil, Infrastructure, Consulting... every sector was well represented across all IIPM centres.





# B-schooled in India, Placed Abroad

YOUNG, *DESI* MBA-GRADS ARE OUT IN THE GLOBAL MARKET

International Placements 2008	IIMs	ISB	MDI	FMS	IIPMs
	249	111	7	31	165

Original scanned portions from an article in Hindustan Times on 13th July '08. For complete article log on to [www.iipm.edu](http://www.iipm.edu)

Some of IIPM's 2007-2008 recruiters

3M India Ltd  
A C Nielson  
American Express Services India Ltd  
Anil Dhirubhai Ambani Group  
Avery Dennison  
Aviva Life Insurance  
Bajaj Allianz General Insurance Company Limited  
Barclays PLC  
Bharti Enterprises  
Bluestar  
Bombay Dyeing  
Capital IQ  
Citibank India Pvt. Ltd.  
Citi-financial  
Coca-Cola  
Copal Partners  
Cushman & Wakefield  
DBS Cholamandalam Dstbn Ltd  
Dell  
Deloitte Consulting  
Deutsche Bank  
DLF Universal  
EICHER GOODEARTH LTD.  
Eli Lilly  
Ernst & Young  
Essar Group  
Evaluate Serve  
Eveready Industries  
Exevo  
FCB-Ulka Group  
Federal Express Corporation  
GE Money

Godrej & Boyce  
Goldman Sachs  
Google  
Grasim Industries Limited  
Haier Appliances  
HCL Inifinet  
HCL Technologies BPO  
HDFC Asset Mgt Co.  
HDFC Standard Life Insurance  
Hewlett Packard  
Hitachi  
HSBC Bank  
HUTCH  
iBilt Technologies Ltd  
IBM  
ICICI Bank  
India Bulls  
ING Vysya  
ITC Wills Lifestyle  
Jet Airways  
Jindal Stainless Ltd  
JM Morgan Stanley  
Johnson & Johnson  
JWT  
Kelly Services  
Lewis Berger (Berger Paints)  
LG Electronics India Pvt Ltd  
Lufthansa Airlines  
Max Healthcare Ltd  
Max New York Life Insurance  
MetLife  
MGF India  
Microsoft Corporation  
Naukri.Com

Oracle  
Pantaloon Retail India Limited  
Pepsico  
Philips  
Pipal Research  
PriceWaterhouseCoopers  
QAI India Ltd  
Reebok  
Reliance Industries  
Reliance Infocomm  
RK Swamy BDDO  
Sahara Global  
Samsung  
Satyam Computers  
Sharp Business Systems  
Shaw Wallace  
Standard Chartered Bank  
Standard Chartered Mutual Fund  
Taj Hotels  
TATA AIG  
TATA Consultancy Services  
The India Today Group  
The Oberoi Group  
UB Group  
United Health Group  
UTI Bank  
Way2Wealth  
Whirlpool  
Wipro  
WNS  
Yamaha Motor India  
Yes Bank  
Zee Network  
Zydus Cadila



Naveen Chamoli '95



Prashanto Banerji '97



Namita Chhetri '98



Viraj Kalra '01



Rakesh Malhotra '93

“ IIPM students... well trained, well placed!”

Rakesh Malhotra, Dean-Placements, Global

“ It was an overall pleasant and enriching experience dealing with IIPM and we look forward to your continuing support in the years to come.”

PRICEWATERHOUSECOOPERS  
Shiela Pakrasi (Manager, Human Resources)

“ It has been a wonderful experience to be a part of IIPM's placement process. The overall process was handled quite professionally and we are impressed with the quality of education imparted and exposure given to the students. The managers of IIPM have been a good profile match with respect to culture and competence in our organization.”

BERGER PAINTS  
S. Bhattacharya (Sr. General Manager Corporate HR and Personnel)

## COMPANIES PARTNERING THE PLACEMENT SESSION AT IIPM in the past few years...

- |                          |                     |                     |
|--------------------------|---------------------|---------------------|
| Accor                    | HDFC                | People.Com          |
| Amrop                    | HRDC                | Ranbaxy Ltd         |
| Anand Group              | HSBC                | Radisson            |
| Anthem                   | HT.com              | Rajdoot Paints      |
| A.K Capital Services     | Hero Motors         | Samsonite           |
| AAR ESS EXIM             | Hinduja Group Co.   | SAS International   |
| Accord PR                | Heatly & Gresham    | SDI India Ltd       |
| AKC Group                | Henkel, Spic        | Shriram Pistons Ltd |
| Bajaj Capital            | Hitkari             | Sita World          |
| Banaras House            | Holtec Consultancy  | Softek India        |
| Bentley                  | ICICI Prudential    | Result McCann       |
| Birla Trexim             | ICRA                | Sakura Bank         |
| Blowplast Ltd.           | I-Energiser         | Sanwa Bank          |
| Baan Infosystems         | Indian Express      | Sumitomo Corp       |
| BirlaSunLife Insurance   | Indian Emulsion     | Total Lubricants    |
| Burgundy Infotech        | Intercraft IT&T     | Turner Morrison     |
| Chicago Pneumatic        | Jaypee Greens       | TATA Infomedia      |
| China Trust Bank         | J.K.Pharmaceuticals | TBWA Anthem         |
| CII                      | Jindal Group        | TCIL                |
| Cimmco Birla             | Kajaria Ceramics    | Timex               |
| Cipla                    | L.G Chemicals       | Usha Martin         |
| Citicorp                 | Llyod Insulations   | UNITECH Ltd.        |
| Compaq                   | Mahindra            | Usha India          |
| Chambal Fertilizers Ltd  | McKinsey & Co.      | Unitel Consultants  |
| CitiCorp E-Serve         | Microsoft Modicare  | Valvoline Cummins   |
| Coca Cola                | Modi Revlon         | Wimco               |
| Cosco                    | Paras Ltd           | Wizcraft            |
| Denso India              | Perfect Relations   | Zenith Infotec      |
| Dainik Bhaskar           |                     |                     |
| Dainik Jagran            |                     |                     |
| Dara Shaw                |                     |                     |
| Direm                    |                     |                     |
| DS Group                 |                     |                     |
| Elbee                    |                     |                     |
| Emery Worldwide          |                     |                     |
| Eternit Everest          |                     |                     |
| Egon Zender              |                     |                     |
| Future Soft Solutions    |                     |                     |
| Fag Precision            |                     |                     |
| GE Capital               |                     |                     |
| Gestetner Global Telecom |                     |                     |
| Goodyear                 |                     |                     |
| Geep                     |                     |                     |
| GTC                      |                     |                     |
| HCL Infosystems          |                     |                     |
| HCL Perot                |                     |                     |



99 Acres  
 A G Technologies  
 A&C MAX  
 Aarti Group  
 Aastha Consulting  
 ABN AMRO Bank N.V.  
 ACER Computers  
 ACES  
 Aci(Asia) Ltd  
 AD'S WORLD  
 Adani Group  
 Adecco  
 ADVEL Advertising & Marketing  
 Adventity  
 AFL LOGISTICS  
 Ahimsa Industries  
 AHL  
 AIRCEL  
 Allcargo Global Logistics Ltd.  
 Allegro Capital Advisors  
 Alliance Infrastructure  
 Allianz Security  
 Allied Digital Services  
 Alltimesjobs  
 Almondz Capital Markets Pvt. Ltd.  
 Alstom  
 Amrit Feeds  
 Amtrak Infonet  
 AMUL  
 Anagram Stock Broking  
 Anand Rathi Group  
 AND Designs  
 Angelique International Limited  
 Anmol Sekhri & Associates  
 Approach International  
 Armstrong  
 Arrow Coated  
 Art World  
 Arvind Mills  
 Ashoka Builders

Asian Paints  
 Asian Tiger Fincorp  
 Aspire Systems  
 Assotech Real Estate  
 ATS Services Private Limited  
 Automart  
 Automartindia (A Mahindra Group, HDFC and Sah & Sanghi Venture)  
 Avalon Business Intelligence  
 Aztec Exim Pvt. Ltd.  
 Balaji Transport  
 Barnies Coffee  
 BASIX FOREX AND FINANCIAL SERVICES  
 Batlivala & Karani Securities India Pvt. Ltd  
 Benihana  
 Bhartiya International  
 BIFM  
 BIG 92.7 FM  
 Birla Insurance Advisory Services Ltd.  
 Birla Power Solutions Ltd.  
 BLB Group  
 Blue Star India  
 Body Care  
 Bombay Dyeing  
 Bonsai  
 BSP Info.  
 BUSH CONSTRUCTIONS  
 Cambridge  
 Candid Software (P) Ltd  
 Care Hospital  
 Career Launcher  
 Career Plan  
 Caritor  
 Casan Glasses  
 CCS Computer  
 Cease Fire  
 Cellar Stone  
 Centurion Bank of Punjab  
 CFC Intl.  
 CFS Financial Services Pvt Ltd.

CGN & Associates  
 CGS  
 Chambel Fertilizer  
 Channel Technologies  
 CIBIL  
 Clear Capital  
 Club Mahindra Holidays  
 CM Software  
 Communicate 2  
 Compare Infobase  
 Computer Mart  
 Concordas  
 Convergys  
 Core Tree  
 Cosmic Softech  
 Cosmo Tradex (UK based MNC)  
 CRISIL  
 CVENT  
 D.P.Infonet  
 DARSHAW  
 Datamatics  
 DCM Shriram Fertilizers & Chemicals  
 D'damas Jewelry  
 Decision Craft Analytics  
 Deepak Nitrite  
 Deknot  
 Delhi Press Group  
 Desert Spring  
 Design Co  
 Devyani International  
 Dickenson Intellinetics  
 Dikenson Intellinetics  
 EAC- Euro Asia Consulting  
 Easy Solutions  
 E-Biz Chem  
 Ecole Solitaire  
 Edleweiss  
 Electrobug  
 Elegant Jewellers  
 Eli Lilly and Company (India) Pvt. Ltd.



Amit Saxena, Dean Administration, Delhi



Rajat Thareja '96



Dipali Sakhare Corporate Communications



Youth Icon, the dynamic Ms. Kiran Bedi with Delhi Head of Establishment, Ashok Bose.



Prof. Arindam Chaudhuri, addressing a Hindustan Times Summit



An IIPM Deans' conference in progress



Deepak Kaistha '97



Subhoshekhar Bhattacharya '97



Arundhati Banerji '97



Abhimanyu Ghosh '98

Elmece works  
 Emcure Pharmaceuticals  
 Emmay HR  
 Enagram  
 Endeavor Careers Pvt. Ltd  
 Enkay  
 Entrepreneur Incubator  
 E-Nucleus  
 Envision  
 Era Group  
 Esys Technologies  
 ETA General P Ltd.  
 Ethno Research  
 ETP Group  
 EURO RSCG  
 Executive Access  
 Executive Search  
 Exhibitions India Pvt. Ltd.  
 Expeditors  
 FIF9 India Pvt. Ltd.  
 FAINGER LESER  
 Famy Care  
 Financial Technologies (India) Ltd.  
 Finoble Advisors  
 FIRST GLOBAL  
 First India Enterprises Pvt. Ltd.  
 FITCH Ratings  
 Fluent  
 Foresight  
 Fortis Securities  
 Fortune Informatics Ltd  
 Foundation System  
 Fourth Dimension  
 Franchise India  
 Frost & Sullivan  
 FUCHS  
 Galaxy Rent-a-tel Pvt. Ltd.(Airtel)  
 Gallops Mall Mgmt Co.  
 Gateway Technolabs  
 Genisys  
 GHS Consulting

Global e-procure  
 Global Exhibitions and Conference  
 Global Hunt Pvt Ltd.  
 Globeop Financial  
 Golden Palms  
 Grand Group of Hotels  
 Granton Advertising  
 Greenfield Online  
 Gridstone Research  
 Group M  
 Hansa Outsell  
 Harinagar Sugar Mills  
 Havells Group  
 HBE GROUP  
 Helix Financial  
 Heritage foods  
 Hewitt Associates  
 Hindustan Level Network  
 Home Solution  
 Homz "R" Us  
 HTMT  
 Hufort Health Care  
 HughesNet Fusion  
 Hures Capital  
 Hypercity  
 Hytec Group  
 ICICI Direct  
 ICICI Lombard  
 ICICI Prudential Life Insurance

ICSA  
 IDBI Bank  
 Ideal Tech Communication  
 IFFCO - Tokyo  
 I-gate  
 IL & FS  
 i-matrix consulting  
 IMPETUS  
 Inchcape Shipping Services  
 INDAGE HOTEL  
 Indepesca Overseas  
 India Bulls  
 India Infoline  
 India Mart  
 Indian Satellite Research & Development  
 Organization (ISRDO)  
 Indicus Analytics  
 Indigene  
 Indigo Consulting  
 Info Edge  
 Infoprocorp Corporation  
 Infracsoft  
 ING Vysya Life Insurance  
 Innovative B2B Logistic Solutions Pvt. Ltd  
 IN-SITE  
 Integra Micro system  
 Integreon  
 Integrix India Pvt Ltd

## IIPM Bulls raid... India Bulls

**IIPM stands proud of the noteworthy achievement made by the following students during the Campus Placement Session, with India's leading Retail Financial Services Company, India Bulls. These students have been confirmed by the organisation. :**

Ritesh Dogra  
 Gautam Hari  
 Varun Makkar  
 Anup Mundra  
 Dependder S  
 Indranath  
 Bani Barata  
 Abhishek Jain  
 Arun Mehra  
 Arpit Kapoor

Rohit Joshi  
 Swati Jain  
 Vikas Malik  
 Vivek Shukla  
 Shan Jamshed  
 Joy Shakar M  
 Ashish Bist  
 Dinesh Kaushik  
 Narasimha Raju  
 Varun Kapoor

**"We are what we repeatedly do. Excellence, then, is not an act, but a habit."**

Mohit Kumar  
 Prashant G  
 Sachin Vahil  
 Sumant Bhalla  
 Rahul Agarwal  
 Sanmeet Singh  
 Deepak Kumar  
 Nipun Wadhwa  
 Jhilam Java  
 Naseem Ahmed

Varun Gandhi  
 Shweta Mittal  
 Gautam Gupta  
 Debasish C  
 Anirban M  
 Sachin Gautam  
 Sachin Tiwari  
 Ronald Laishram  
 Abhisekh Paliwal  
 Abhinandav B



Rohit Manchanda '98



Anirudh Sharma '00



Rajat Shukul '02



Shikha Ghosh '03

Intercontinental  
 InterGlobe Aviation Pvt. Ltd. (Indigo Airlines)  
 InterGlobe Enterprises  
 Interlink consultancy  
 Interlink Marketing Consultancy  
 Io-Global Services Pvt. Ltd.  
 IPM&SL  
 Itrust  
 ITW Signode  
 J.K Industries Ltd  
 Jagran Engage  
 Jai Durga Plaster Industries  
 JBA Associates  
 JBA concrete solutions Pvt. Ltd.  
 JMD

JMD Group  
 Johnson Lifts Ltd.  
 JPM Chase  
 Jullundar Motor Agency  
 K Infotech  
 Kairali Airlines  
 Kaizer  
 Kaplan Financial  
 Karvy Commodities  
 Karvy Consultant  
 Keane India  
 Kerry Blue Consultants  
 Keselec Schreder Private Limited  
 Keystone Realtors  
 Kotak Mahindra Life Insurance Ltd.  
 Kotak Securities Ltd  
 Krishna Packagaing  
 L & T Infotech  
 Lakshmi Kumaran & Sridharan  
 Laser Lights  
 Lason  
 LAUNCHPAD  
 Laurent & Benon Management Consultants Ltd.  
 Lehman Brothers  
 Libsys Corporation  
 LKIC Group  
 London Express  
 Lotus Exhibitions  
 MAA TV  
 Macro Strategy  
 Maestro  
 Mafoi Consultants  
 Magnum Resources Pvt. Ltd  
 Mahendra Engineering Ltd.  
 Maini Group (Makers of REVA electric car)  
 Malwa Industries  
 Mancer Consulting Services Pvt. Ltd.  
 Mandanna Associates  
 Manipal Group  
 Manpower Consulting

Manpower Services Ltd.  
 Mansukh Securities & Finance Ltd  
 March Infotech  
 Marcus Evans  
 Mata Securities  
 Matrix  
 Maveric Systems Ltd.  
 Maxwell Industries  
 Mearsk Logistics  
 Media Group of companies  
 Micro Clinic India Pvt. Ltd.  
 Microsoft Gold and Certified Partners  
 Midas Events  
 MIDDAY  
 Mirchi Events  
 Mirza Tanners  
 MITASHI  
 Mitsubishi  
 MODE Modellers Pvt. Ltd.  
 MONSTER INDIA  
 Morgan Chase  
 Mosaic services  
 Motilal Securities  
 NAM Securities  
 National Engineering Industries LTD  
 National Institute of Management  
 National Timbers  
 NDTV Media  
 Neda Communications  
 NEG-Micon INDIA PVT Ltd  
 Neptune Consulting  
 Netsystems  
 New Era Consultants Pvt. Ltd  
 New Horizons  
 NextGen Publishing Ltd.  
 Nimble Systems  
 Nirmal life Style  
 NIS Sparta  
 NISA  
 Nitesh Estate  
 Nityo InfoTech Corporation

59 IIPM students... Storm  
**ICICI Bank**  
 IIPM students  
 scale new heights

ASHUTOSH TIWARI	PARTHA PRATIM MISHRA
SJOYENDRAMOHAN	AMITABH TRIPATHI
AMIT KIRAN	SACHIN MATHUR
ABHISHEKH RATHI	NADEEM AHMED
ABHISEKH THAKUR	SAURABH KHURANA
NEHA SHARMA	RUCHIKA GUPTA
ADITI GUPTA	HIMANSHU BACCHAN
PARITOSH TIWARI	MANSI KAPUR
MAHUA RAY	SAI GUNARANJAN
VINEET PANDEY	JAGDISH BILURKAR
AMIT KUMAR GIRI	VISHAL THAKUR
AVINASH BASULA	FARAH MOTO
GAURAV NAGAR	MUKTA GOGNA
GARIMA JAIN	AMIT AHUJA
M. HARISUDHAN	ANSHUL MATHUR
ROHIT KR SHARMA	CHARU AGARWAL
ASHISH PANDEY	SEWALINI
ANAND MK	SUMIT BHARDWAJ
MEENAL PATEL	KRITI CHOUDHARY
RAHUL DUTTA	ANIKENDRA GHOSH
ISHA CHHABRA	GUNJAN KUMAR
DOLON PATRA	SUNNY KALRA
ASHISH NAGPAL	NEHA BHARGAV
ANINDITA LAHIRI	CHANDNI SACHDEV
WALID HASAN	KIRANLATA JAISWAL
HEMANT SOOD	NISHANT SAINI
BUSHRA	SAROVAR
PRABUDHA ROY	JAIMOL
VISHAL THAKUR	
PRITHVIRAJ AMBAVATI	

class of 2003-05



Sujit Roy '94



Ms. Kiran Bhatia '94



Deepak Shah '95



Rahul Wadhvani '98

Novartis  
 Novel DIGI Solutions  
 NSE.IT  
 Nucleus Software (Global Banking Products & Solutions Provider)  
 NucleusTechnologies  
 Nurture  
 O&M  
 O'Neil Software Limited  
 Ocwen Financial  
 Office Tiger  
 Om Logistics  
 Omintech  
 One97 Pvt. Ltd.  
 OPI  
 OptiMix  
 Orchid Infrastructure Developers Pvt Ltd.  
 Orient Fans  
 Oswal Retail  
 P T Education  
 Panalpina World Transport India Pvt. Ltd.  
 Pantheon Advisory  
 Parsec Loans  
 Patni Computers  
 PC Solutions Pvt. Ltd.  
 Pegasus International  
 Pennzoil  
 Pentair Water  
 PEOPLE GROUP  
 Peopleone Consulting

PERCEPT  
 Perot System  
 Placement and Marketing Services Pvt. Ltd.  
 Plan One  
 Playwin  
 POLARIS  
 POONAWALA  
 Power Dsine  
 Premier Group (Premier Security & Guarding Services)  
 Prime Market Reach (P) Ltd.  
 Primus Telecom  
 Principal Asset Management Company  
 Progeon  
 Prognosys Systems  
 Progressive Infotech (P) Ltd.  
 Prosearch  
 Prospect  
 PROV INTERNATIONAL  
 Prudential ICICI Asset Management Company  
 Quadrangle Consulting  
 QuantM net technologies Ltd  
 R. R. Oomerbhoy Pvt. Ltd.  
 Radico Khaitan  
 Radio Mirchi  
 Rama Hyundai  
 Ravin Cables  
 Ray Consulting Group

Recerche  
 Red FM  
 Redington India Ltd  
 Reliance General Insurance  
 Reliance Money  
 Reliance Retail  
 Reliant Media  
 RESEARCH INTERNATIONAL  
 Richie Rich  
 RNCOS  
 ROI Consulting  
 Roots Education  
 RPG Cellucom  
 S&S Associates  
 S.KUMARS  
 Sabmiller  
 Sahara Computers & Electronics Ltd.  
 Salient Business Solutions  
 Sami Labs  
 Sapient  
 Sasken  
 SATYAM CINEMA  
 Savex  
 SBI  
 Securix Records Management Pvt. Ltd  
 Shasun Chemicals  
 Sharekhan  
 Shoppers' Stop  
 Shubam shipping service  
 Sify  
 SignJobs.Com  
 Simplex  
 Siptech  
 SKF India Ltd.  
 SmartTECH Consulting Group.  
 Société d'Exportation du Golf de Guinée (SEGG S.A.)  
 Softel Networks  
 Softquest Technology  
 Solutions Integrated Marketing Services  
 Sonet Microsystems



“Centuries after renaissance, I have experienced the spirit of change triggered by a movement like none other than the IIPM movement. This new renaissance is about a dramatic shift not just in ideology but in the way management would be treated henceforth. My experiences at IIPM have made me a more complete and professional individual. Here at IIPM no dream is far fetched, the least you can become is the best.”

**Kaushal Mishra (2005-07)**

SPA Securities  
 Spark Leadership Incorporated  
 Spear Publishing  
 Spectra Net- a division of Punj Lloyd Ltd.  
 Spectrum Placement & Marketing Services  
 SPER  
 Sports Station India Pvt. Ltd  
 Spyker Jeans  
 Staff Service net (p) Ltd  
 Standard Chartered Finance Ltd.  
 Standard Chartered Investment & Loans (India) Ltd - Prime Financial  
 Star Car Rental  
 Star India Private Limited  
 STR (I) Pvt. Ltd. (Specialized Technology Resources, Inc.)  
 Stryker  
 Sun Earth Ceramics  
 Sun Networks  
 Sundaram BNP Pariba  
 Supplier Business India Pvt. Ltd  
 SureFin Investments  
 SUTHERLAN GROUP  
 Swedish Trade Council  
 Symphony Services  
 Synopsis India Pvt. Ltd  
 Synovate  
 Systematix Shares Ltd.  
 SYSTIME  
 Sytems & Softwares  
 T.I.M.E Education  
 Tacker Technologies Ltd.  
 Taj Hotels  
 TATA Consultancy Services  
 TATA ELXI  
 TCM India  
 TDI Group (Taneja Developers & Infrastructure Ltd.)  
 Team Lease  
 Techbridge Networks  
 Technofast Consulting Solutions (P) Ltd.  
 Tecnova  
 TECPRO SYSTEMS  
 Tehelka.com  
 Telesis Global  
 Teletech Services  
 TERI – The Energy and Resources Institute  
 Tesco

Thakur Marine Services  
 The Claridges-Hotels and Resorts  
 The India Today Group  
 The Research Pacific Group  
 The Taco Maker  
 Thinksoft Global  
 Thomas Assessment  
 Thomas Cook  
 Thomas International  
 Thyme Advertising  
 Time Manager International  
 Times of India  
 TIMES OF MONEY  
 Timesjobs.com  
 Totem Projects  
 TradeIndia.com  
 Trainedge  
 Transearch India  
 Transgraph  
 Transreporter  
 Travel2agent.com  
 TreMyn  
 Triumpho International  
 Tulip IT services Ltd.  
 Ukli Real Estate Pvt.Ltd  
 ULJK  
 Unicon India Pvt. Ltd  
 Unikem  
 Unistal Systems  
 Unistell India  
 United Liner Agencies  
 UNITED PHOSPHOROUS  
 Usi Networking  
 Value Chain  
 Value First  
 Value Momentum

Vanguard Associates  
 Vanglez  
 Vantage (Khandwala Securities)  
 VARDHMAN  
 VENUS JEWEL  
 Vertex  
 VGL (The STS Group of Companies)  
 Vimta Labs  
 Vinaya Export  
 Virgin Comics  
 Virtusa  
 Vitage  
 VOLTAS  
 Vserve Global  
 Webex Communication  
 Wenger & Watson  
 Wizarth Advisors  
 Yatra.Com  
 Zicom Electronic Security Systems Ltd.



Ms. Aparna Kumar '95

“ The course content of IIPM programme helped me get well versed in wide ranging topics which hold practical significance. Apart from this, one thing that stood out was the stress given on improving our overall personality and communication skills. Every other day we had to give some presentation or had to participate in a debate which was tough initially. But with time confidence started seeping in and I experienced the difference within me. I can confidently say that my improved overall personality and communication skills immensely helped me in getting the placement.”

Udit Gupta (2005-07), **Pipal Research**



The two pillars of strength behind IIPM, Dr. M. K. Chaudhuri and Ratna Chaudhuri

## IIPM Alumni includes:

**Managing Director, Fuji Xerox,  
Hong Kong**

**Executive Director - Business  
Strategy & Development,  
Oracle Corporation, Singapore**

**... and many more**



“ To be true, I had no idea about how life after IIPM was going to be, though at IIPM life was wonderful and full of excitement. We used to work hard, on projects and cases, at times wondering how it was going to benefit us in the future. Then, we went for our summer training and realised that we actually were better than all others around because of our extensive focus on projects and case based discussions with less focus given on lecture oriented teaching. After IIPM, I got placed in one of India’s largest information technology organisations. Interactions there made me realise that the extensive focus on economics had made me intellectually superior to all others around. I couldn’t stick there for long and came back to where I belonged : IIPM. I did my research, shared my experiences with the students while taking a few classes and now I am back in the industry, enjoying giving consulting to some of the top companies internationally.”

Ex.-**Xerox**

Sourav Chatterjee '95



“ Today 7th Feb 2006 is exactly one year from 7th Feb 2005 wherein we all got placed... it’s still fresh in our memories - the crests and troughs of emotions - that we all encountered during the entire day and the last 15 minutes, wherein the results were getting declared.... And the defining moment when Rakesh Sir (Dean) started announcing the names, and mine was the first... and then the names kept on pouring in... 9 recruitments in one go.... It was the single largest group to be recruited by ESSAR from all the b-schools in India.... We at ESSAR thank the entire placement team of IIPM spearheaded by Mr. Rakesh Malhotra and very ably supported by Anirudh Sharma, Rajat Shukal. And hope you repeat the same success when ESSAR visits IIPM again this year....”

Chandan Kar, 03-05

**Essar Power Ltd., Essar Group**



Mock interviews



Group discussions

RIGOROUS TRAINING DURING PLACEMENT WEEK



Class of 1982 which reunited in the winter of 2002, with their families, seen in the above photograph with the Director of IIPM, Dr. Malay Chaudhuri & Mrs. Ratna Chaudhuri



Mr. Asheesh Khaneja, now with Oracle Corporation (South Asia Region) as Executive Director, Business Strategy & Development, receiving a memento from Partho Sen Gupta, one of the faculty members of the class of '82.



Mr. Ramagopal Rao, now the Managing Director with Fuji Xerox, Hongkong, receiving a memento from class of '82 faculty Partho Sen Gupta



They came from far away places like Singapore, Hongkong, Muscat, London, Toronto and various parts of India...

ORACLE®

JAISON JACOB, 2003-05 BATCH HAS RECEIVED THE BEST NEW PERFORMER AWARD AT ORACLE and mentions, "It's all because of the IIPM COMMITMENT..."



“ While the course was rigorous and the assignments never-ending, I never felt tired. Each day at IIPM brought along a new platform to participate and perform. Amidst the business events and festivities, I became all the more focused and my new self was a pleasant surprise to me as well. I am so glad I chose IIPM for my career.”

**QAI India Ltd.** Swati Hora, 05-07/SS

“ I still remember an incident, I went to meet Mr. Rajat Shukul once to get my resume checked; although he was very busy, he first gave importance to my work. I was a little worried with respect to finance placements. But now believe me, I am more than happy working with India's 6th largest and leading real estate company DLF Limited, (6th largest in terms of Market Capitalization) in the Strategic Finance and Investment relations department, where I have outstanding experiences and great learning every day. I thank the IIPM placement team and every professor from the bottom of my heart for bringing me to the position where I am today. Success might be near for some, success might be far for some others, but once someone is in IIPM, success is just beside that someone.”

**DLF Limited**

Deepak Kumar Gupta, PGP/SS/2005-07.

“ We are very happy with the performance of IIPM students as in the past and we would definitely make this a repeat process at IIPM in the future as well.”

**EVALUE SERVE**

Ms. Ratna Singh (Human Resources)

“ The students had good conceptual clarity, positive attitude, impressive personality, impressive academic record & good communication skills. It was our pleasure to pick students from this institute and we dropped the idea of visiting other campuses, which we had planned earlier.”

**OSWAL GROUP**

Mr. Manuj Mehta (G.M. HR)

“ We are glad to hire students from IIPM. We have observed IIPM students understand corporate culture; they are always aware of current affairs & business. The institute has developed a good name among all the sectors & business fraternity. As the vision flows from top to bottom, they are appropriately given exposure of almost everything which a potential employer may look at. One doesn't feel that they are raw & new to the business world, thanks to the summer interning they complete. I have seen strong verve & positive attitude in them. I wish the institute & students very good luck & a bright career ahead; and look forward to keep hiring students from IIPM.”

**Unicon**

Dhiiraj K. Sehgal, Asst. VP - PCG, Head North

“ Avery Dennison has decided to visit only IIPM campus for its CLDP program (Management Trainee).”

**DPM**

Manoj Jaiswal, HR



Prof. Arindam Chaudhuri felicitating ad king Mr. Piyush Pandey



Ms. Ratna Singh - Head HR, Evaluate Service



Members of SMG with HR conclave delegates in Zurich



The annual HR conclave being held in Zurich



Ad Guru Prasoon Joshi flanked by IIPM Deans at a 4Ps-IIPM awards ceremony



Dr. M. K. Chaudhuri during an IIPM seminar



HR Conclave delegates enjoying an evening out!



Ad Gurus Aleque Padamsee & Prahlad Kakkar, Shauna Chauhan, Prof. Arindam Chaudhuri, Jeh Wadia and Rajiv Piramal at an IIPM - 4Ps awards ceremony



Ms. Sulajja Firdia Motwani receiving her award from Legendary ad personality Gerson da Cunha

“IIPM as a conducive Learning environment with a course curriculum that’s a blend of theoretical and practical knowledge which is not only contemporary in approach but also relevant to industry, Find the students to be down to earth, enthusiastic and have a good understanding of the business environment. They seem well prepared for future challenges in corporate world”

**PUNJ LLOYD**

Mr. K Raghunath (Director HR)

“The students from IIPM have a good understanding of multiple disciplines and exhibit strong commitment. The values and ethos they possess are their biggest strength”

**EXECUTIVE ACCESS INDIA**

Mr. Puneet Pratap Singh (Sr. Consultant Asia)

“The students of IIPM have exhibited a high level of professionalism in their approach and have been well groomed to take on the corporate world. The enthusiastic response shown by both the students and faculty have convinced us to try and make this a repeat process.”

**DELOITTE CONSULTING**

Mr. Raihan Raizada (Recruiting India Region Deloitte)



MD, GCMF (Amul) BM Vyas, Mallika Sarabhai & Umang Hutheesingh lighting the lamp of wisdom at IIPM Ahmedabad



Former Miss India Manpreet Brar during a Farewell Party

**Full-Time Programme in Planning and Entrepreneurship\***

Subject

**International Planning Area**

International Economic Planning C

**National Economic Planning Area**

Economic Analysis

Economics of Village/Small

Medium/Large Industries C

Corporate Economics

Comparative Economic System

Comparative Economic Development

Income Distribution and

Welfare Economics

Economic Theory

Indian Economic Development

Economic Environment for Business

Regulatory Environment for

Large Scale Industries

National Economic Planning C

Indian Economic Planning

Comparative Planning & Management C

Regional Planning

**Entrepreneurship Area**

Entrepreneurship Theory & Practice-I

Indian Business Environment

Preliminary Scanning of Business Ideas

Business Plan and Project Implementation

Family Business Management

Support Systems for New Enterprise Creation

New Enterprise Identification & Selection

Enterprise Establishment and Management

Agri-entrepreneurship Environment

Enterprise Development and Management

Emerging trends in Agri-Entrepreneurship

Entrepreneurship Theory & Practice-II

**Marketing Area**

Basic Marketing C

Sales and Distribution

Industrial & Institutional Marketing

Marketing

Consumer Behaviour

Market and Marketing Research

Advertising C

Strategic Marketing

International Marketing

Export-Import Documentation

and Procedures

Quantitative Techniques

in Marketing

**Personnel & Industrial Relations Area**

Organisational Behaviour C

Organisational Development

Personnel

Industrial Relations

**Finance & Accounting Area**

Basic Finance

Corporate Accounting

**Production Area**

Manufacturing Process

Production Control

Entrepreneur and Creativity

Industrial Design

Fashion Design

**Quantitative Techniques Area**

Applied Mathematics

Applied Statistics

Operations Research

**Computer Area**

Computer Concepts and Application

Computer Courses (MS-Office, Internet

Java, Advanced Java, ERP Solutions)

**Foundation Courses**

Business Law

Industrial Law

Company Law

Written Executive Communication C

Verbal Executive Communication C

Constitutional and Social

Environment

Entrepreneur's Risk and

Social Insurance

Entrepreneurial and Intrapreneurial

Motivation

Corporate Policy

Corporate Planning

Corporate Information System

Corporate Control System

Office Control

Project Control

Principles of Organisation

**Specialisation**

Personnel/Finance/Entrepreneurship/National

Economic Planning

**Research & Projects**

Research Methodology

Philosophical Methodology

Project on National Economic

Planning/Project Feasibility Report

Trimester Project+



\* Class room courses of six trimester (of 18 months' duration inclusive of Thesis Trimester) plus 3 months' Project Feasibility Report/Trimester Project/On the Job Training.

C = Core Subjects. + Inclusive of the duration of Trimester Project.

### Trimester wise distribution of subjects and credits

<b>PART 1</b>			
<b>1st Trimester</b>	<b>Credits</b>	Brand Management	1
Entrepreneurship Theory & Practice-I	2	Emerging trends in Agri-Entrepreneurship	1
Quantitate Techniques	8	IT	1
International Planning	2	International Economic Environment for Business	2
Management Accounting	2	<b>Specialization in HR/Finance</b>	<b>16</b>
Comparative Economic Systems & Development	2	<b>Total</b>	<b>42</b>
Micro Economics	2	<b>2nd Trimester</b>	<b>Credits</b>
Basic Personnel Management	2	Export Procedure & Documentation	2
Indian Business Environment	1	Economic Environment for Business	2
Marketing Management	3	Strategic Marketing	2
Organisational Behaviour	2	Direct Marketing	2
Business Law	2	Business Policy	2
Preliminary Scanning of Business Ideas	1	National Economic Planning	2
What they don't teach you at IIMS	1	International Marketing	2
Executive Communications	2	India's Foreign Trade	2
Market Research	2	Social Marketing	2
IT	2	Public Relations	2
<b>Total</b>	<b>36</b>	Production Management	2
<b>2nd Trimester</b>	<b>Credits</b>	Total Quality Management	2
Business Plan and Project Implementation	1	Entrepreneurship Theory & Practice-II	2
Operations Research	3	<b>Specialization in HR/Finance</b>	<b>14</b>
Sales & Distribution Management	2	<b>Total</b>	<b>40</b>
Digital Marketing	2	<b>3rd Trimester (Thesis Trimester)</b>	<b>Credits</b>
Advertising	2	Diploma Thesis	10
Consumer Behaviour	2	<b>Grand Total</b>	<b>200</b>
International Economic Planning	1	<b>Specialization Details</b>	
Welfare Economics	2	<b>1st Trimester</b>	<b>Credits</b>
Managerial Economics	2	<b>Personnel Specialization</b>	
Beyond Principles of Management & Economics	2	Group Dynamics	4
Basic Financial Management	2	Advanced Industrial Relations	4
Basic Industrial Relations	2	Management of Training Programmes	2
Family Business Management	1	Transactional Analysis	2
MIS & Computer Applications	2	Manpower Planning	2
HRD	2	Managing Across Borders	2
Industrial Law	2	<b>Finance Specialization</b>	
Executive Communications	2	Mergers & Acquisitions	2
Research Methodology	1	Investment Analysis & Portfolio Management	4
QT in Marketing	1	Advanced Accounting	2
Agri-entrepreneurship environment	2	Hire Purchase & Leasing	2
Computers	2	Advanced Financial Management	2
<b>Total</b>	<b>38</b>	Corporate Finance	2
<b>3rd Trimester (Project Trimester)</b>		Institutional Finance	2
6 Projects of 3 credits each	18	<b>Total</b>	<b>16</b>
Summer Project	16	<b>2nd Trimester</b>	<b>Credits</b>
<b>PART 2</b>		<b>Personnel Specialization</b>	
<b>1st Trimester</b>	<b>Credits</b>	Industrial Psychology	4
Support Systems for New Enterprise Creation	1	Wages & Salary Administration	4
Macro Economics	1	Strategic HR	4
New Enterprise Identification & Selection	1	Advanced Personnel Management	2
Comparative Management	1	QT in Personnel	2
Management of Consulting Firms	2	<b>Finance Specialization</b>	
Company Law	2	Forex Management	2
Enterprise Establishment and Management	1	Multinational Business Finance	4
Services Marketing	1	Advanced Costing	2
Business Policy	2	MCS	1
International Market Research	2	QT in Finance	1
Entrepreneurship	2	Banking & Insurance	2
Organisation Development	2	Project Appraisal	2
Rural Marketing	2	Corporate Taxation	2
Enterprise Development and Management	1	<b>Total</b>	<b>16</b>

**Note :**

- Number of credits indicate the number of class periods (60 minutes in a week for a course during one Trimester of 10 weeks).
- Class room courses indicated here may also be completed before schedule through intensive training and cancellation of vacations so that students have more time at their disposal for acquiring practical experience/completing Feasibility Report/Trimester project.
- Students may undertake Summer Project : equivalent to 24\36 credits. In this case, class room credit courses to the same extent will be dropped.
- Credit weight may be changed due to academic reasons



Rajita Chaudhuri '94

It has been observed that MBA Level education is offered to students of all graduation streams (History, Biology, Geography, Engineering etc.), therefore, making it obvious that MBA education academically, has got nothing to do with graduation. Thus, IIPM pioneered the Three Year Integrated Full Time Programme for undergraduate students wherein they do the same IIPM Programme in the second and third year. In the first year, a bridge course to Planning and Entrepreneurship Programme is given to these students so that they become capable of competing with students in the second and third year of their studies.

### 3 YEAR INTEGRATED FULL TIME PROGRAMME

#### Part 1

1st Semester	Credits	2nd Semester	Credits
Quantitate Techniques	4	Quantitative Techniques	4
Appreciation of Literature	2	Introduction to Personnel Management	2
Appreciation of History	2	Appreciation of Literature	2
Executive Communication	4	Appreciation of History	2
Statistics	2	Executive Communication	4
Micro Economics	2	General Awareness through Quizzing	2
Introduction to Marketing	2	Mass Communication	2
Financial Accounting	8	Introduction to Finance	2
Income Tax & Auditing	4	Financial Accounting	8
French	4	Business Law	2
Appreciation of Performing Arts, Culture & Life	2	French	4
Project	4	Appreciation of Performing Arts, Culture & Life	2
<b>Total</b>	<b>40</b>	Project	4
Summer Project	20	<b>Total</b>	<b>40</b>

\*10 months

For the second and third year course see academic programme PAGE 21





Siddharth Nambiar '04

MANY IIPMS, YET THE SAME ACADEMIC

## Superiority & Uniformity

IIPM is the only institute in India to have contributed to Indian management and understanding of Indian economy through two #1 best selling books - 'Count Your Chickens Before They Hatch' & 'The Great Indian Dream'. Concepts like the iconoclastic "Theory 'i' Management", 'Happy Capitalism', 'Survival of the Weakest', 'Law of Increasing Marginal Utility' and 'The Trickle-Up Theory' originated at IIPM and are taught to students at all the branches of IIPM. Many of the star faculty members of IIPM travel to multiple branches of IIPM to take classes to maintain academic uniformity.

### Quantitative Techniques

To acquaint the student with the application of mathematical and statistical tools for analyzing problems in order to arrive at a decision. Techniques developed by Operations Research for rational systematic decision-making and optimal solutions are also taught.

### Economic Environment for Business

To acquaint the student with national and international economic environment in which an undertaking has to operate. Process of interactions between the government and the business and between the business and the society is examined.

### Micro-Economics

To enable students to analyze factors that determine costs and prices of commodities under perfect competition, monopoly, oligopoly and monopolistic competition.

### Macro-Economics

To acquaint students with national income analysis, model of income determination, monetary and fiscal policies, international economics trade and balance of payment.

### Economic Theory

To critically examine current economic theories and their relevance in different economic systems.

### Corporate Economics

To develop the ability to apply tools of economic analysis in business decision. Emphasis is placed on the integration of economic theory with various functional areas in an enterprise.

### Welfare Economics

To critically examine the scope of pricing for optimum utilization of national resources for achieving maximum welfare of the people.

### Planning and Management of National Economy

To acquaint students with the basic tools of planning a national economy and to help them understand the specific managerial problems involved at all levels for successful implementation of the plan.

### Comparative Economic Systems and Development

To acquaint student with problems of Indian agriculture, industry, commerce and international trade.

### Entrepreneurship : Theory and Practice

The objective of this course is to educate the students about the field of entrepreneurship. They would be given an opportunity to explore how an entrepreneur is born, what motivates them to become an entrepreneur and the process through which they create their enterprises and run them

# Marketing

Executive Communication  
Quantitative Techniques  
Organizations Development  
Corporate Policy and Planning  
Planning and Management of National Economics  
Work Measurement  
Quantitative techniques  
Research Methodology  
Value Analysis  
Comparative Economic Systems and Development  
Computer Concepts and Applications  
Macroeconomics  
Organisational Behaviour  
Business Law

successfully, entrepreneurship and their application through case discussions.

In the latter phase, students are familiarized with the expanding horizons of entrepreneurship. Drawing upon various studies of entrepreneurs and their achievements, the course attempts to create an understanding of entrepreneurial dynamics. Through extensive reading and participation in group discussions and facilitation by the Instructors, students will sharpen their learning of entrepreneurial emergence and sustenance.

### **New Enterprises Creation**

The objective of this stream is to provide comprehensive knowledge and develop competencies to start own independent business. This stream will be useful for those who want to launch their own business, wish to become small-medium industry consultant, counsellor or teacher-trainer with specialized post-graduate qualification.

### **Family Business Management**

This stream is designed for students interested in the issues, problems and unique concerns of family business involvement and management.

The course will draw heavily on the personal experience of students in the class. Cases, videos, readings and lectures from guest faculty will focus on critical aspects of family business management.

### **Agri-Entrepreneurship**

Amidst the changing paradigms and demanding global structure, India, In order to remain a front-runner needs to primarily focus on the agriculture sector, the backbone of the economy. This specialization will develop agri-preneurs with distinct traits and skills to exploit opportunities galore in the field of agriculture. Among the various strategies to promote planned growth in this sector, focus on promoting

viable enterprises will certainly help exploit its operational efficiency to the hilt.

### **Organizational Behaviour**

To impart basic knowledge about : (a) the behaviour of an individual and his relationship to the members of the work group, (b) group and intergroup behaviours in organizational systems, (c) working of organisation as a system and (d) effect of cultural, social, economic and political environment on the individual and the organisation.

### **Personnel and Industrial Relations**

To acquaint the student with the content of the personnel functions as practised in an organisation and its role in developing and utilizing human resources. The course is designed to develop in students the sound human relations skill required in today's industrial setting.

### **Corporate Accounting**

To present the theoretical foundations of accounting and to prepare students to use accounting as an effective tool for control.

### **Basic Finance**

To develop skill in using the techniques of financial analysis and to acquaint with financial environment in which business operates. The course is also designed to develop the ability to analyse and decide questions concerning allocation of business funds to competing alternatives.

### **Marketing**

To introduce students to the marketing function as practised in a modern corporation. Role of market in the context of national economic planning is examined.



### **Project Control**

To acquaint students with the methods of projects evaluation, project planning and scheduling, project cost control, performance measurement and control, project organisation and manpower planning.

### **Corporate Information System**

To present an insight into the advances that are taking place in the area of information technology and how these advance can be utilized for providing business organisation with timely information at all levels of management required for efficient conduct of the enterprise.

### **Computer Concepts and Applications**

To acquaint students with the scope and limits of computer application for solving business problems as well as national economic planning problems.

### **Company Law**

To acquaint students with the body of laws governing a corporate body.

### **Business Law**

To give an idea to students of the body of laws within which business functions.

### **Industrial Law**

To give an idea of the latest development and trend in industrial law which are shaping and changing industrial relations.

### **Constitutional and Social Environment for Business**

To acquaint student with limits and scope of business activities within the framework of the constitution and existing social structure and to create an understanding of processes that affect business decisions.

### **Spoken Executive Communication**

The objective of this course is to give students practical guidance on how to communicate orally to enable them to take part actively in discussions and to address an audience.

### **Written Executive Communication**

The objective of this course is to develop communication skills in letter and report writing.

### **Research Methodology**

The course objective is to develop a scientific method for examining and distinguishing objective and subjective conclusions, to evolve a system of analysis in order to avoid deviations due to bias to emphasise objective evidence and to equip students with basic conceptual foundations of social research and tools and techniques of research, so that they may be capable of distinguishing between genuine and spurious research, since modern managers have to take decisions often on the basis of research findings.

### **Corporate Policy and Planning**

The course aims at developing the skill in formulating the strategy of the organisation taking into consideration alternative opportunities, corporate capability, personal aspirations as well as social responsibility.

### **Principles of Organisation**

To acquaint and critically review the accepted principles of organisation and to examine relevance of these principles in different economic systems.

### **Organizational Development**

To acquaint students with theoretical as well as practical problems that an organisation has to solve for continuous development.

**ONE YEAR FULL-TIME GLOBAL PROGRAMME IN PLANNING AND ENTREPRENEURSHIP**

Widely acknowledged as the leader in providing global exposure to students, the 2008 ZEE Business survey of India's Best B-Schools ranked IIPM as the 7th Best B-School in India and ranked it the No.1 B-School in India in Global Exposure. At the first ever 2008 Best B-School Awards in India organised by Deccan Herald, IIPM was awarded 'India's Most Innovative B-School Award for Its Unique Course Contents and Global Exposure'.

In its endeavour to break new grounds in education in India, IIPM is proud to announce its first Global Executive Programme in Planning and Entrepreneurship. The programme participants

will undergo a unique programme spread over 1,400 contact hours in the space of twelve months, making it the most rigorous and superior Executive Programme taught anywhere. The programme will have a phenomenal focus on Economics, Entrepreneurship, Leadership & Personality Development, along with a compulsory specialisation in Marketing. A unique combination of major electives in Finance and HR coupled with super specialisations in Investment Banking, International Marketing, Supply Chain Management, MIS and IT etc. make up for the rest of the programme.

Participating B-School:



International Residency Programme at:



Investment Banking Programme by:



**INTERNATIONAL RESIDENCY PROGRAMME AT CHICAGO GSB**

**THE WORLD'S No.1 RANKED B-SCHOOL**

What makes the programme perhaps most unique and distinct from any other similar programme in India is the compulsory International Residency Programme on Advanced Global Management that the students will undergo at The Graduate School of Business, University of Chicago. Chicago GSB is currently ranked as the No. 1 B-School in the world by Business Week as well as the Economist. It is the only business school in the world to have as many as six Nobel prize winners from its faculty - two of whom are currently teaching as well. At the end of the programme, all the students will be eligible for a certificate in Advanced Global Management from Chicago GSB.

of Business. The super specialisation on Investment Banking is conducted along with faculty from NUS.

**GLOBAL CERTIFICATION:** Thus apart from IIPM's certification and becoming eligible for an MBA degree from IMI, Brussels, students doing this programme will get a certificate in Advanced Global Management from Chicago GSB, the World's No. 1 Ranked B-School, and a certificate in Strategic Marketing from Haas School of Business, the World's No. 6 Ranked B-School. Additionally, the students who get selected for the Investment Banking elective will get an additional Professional Certificate in Investment Banking from NUS, Singapore.

Inclusive of the programme at Chicago GSB, students undertaking this programme will be spending four weeks in the US. **THE ENTIRE COST OF TRAVEL, BOARDING, LODGING AND TEACHING IS A PART OF THE PROGRAMME FEES.** In India, the programme participants will be taught by a mix of IIPM's world-class faculty and faculty from leading global B-Schools. All students will go through a special course on Strategic Marketing imparted by faculty from the Haas School

**ADMISSIONS:** The programme will be delivered only at the New Delhi campus of IIPM and commences in January '09. Admissions will be based upon a written test cum group discussion and personal interview. The candidate's current experience will be of crucial importance since the programme requires high levels of the understanding of how global businesses work. Over and above that, a high emphasis will be given on the personality of the student and his emotional quotient.

**ALL SELECTED STUDENTS CAN AVAIL BANK LOANS FROM IIPM'S BANKING PARTNERS**

## PROGRAMME STRUCTURE AND CREDIT DISTRIBUTION

FIRST TRIMESTER	30 CREDITS	ACADEMIC AREA
1. Quantitative Methods for Business Decisions	4 Credits	Operations
2. Statistical Methods for Business Decisions	4 Credits	Operations
3. Marketing Management	3 Credits	Marketing
4. Managerial Accounting in Decision Making	4 Credits	Accounting
5. Management Information for Decision Making	2 Credits	Entrepreneurship
6. Executive Communication	2 Credits	Leadership & Strategy
7. Organization Behavior	2 Credits	Leadership & Strategy
8. Micro Economics	2 Credits	Economics & Public Policy
9. Human Resource Systems-I	2 Credits	HR Management
10. Organizational Event Analysis for Experiential Learning	2 Credits	Entrepreneurship
11. Business Law	1 Credit	Entrepreneurship
12. Comparative Economic Systems	1 Credit	Economics & Public Policy
13. System Essentials	1 Credit	IT Management
SECOND TRIMESTER	30 CREDITS	ACADEMIC AREA
1. Operations Research & Decision Models	3 Credits	Operations
2. Consumer Behavior	2 Credits	Entrepreneurship
3. OB & HRD	2 Credits	Leadership & Strategy
4. Financial Management	2 Credits	Finance
5. Advertising	1 Credits	Strategic Marketing
6. Sales Management	1 Credits	Strategic Marketing
7. Brand Management	1 Credits	Strategic Marketing
8. Management Information System & KM	2 Credits	Information Systems
9. Managerial Economics	2 Credits	Economics & Public Policy
10. Executive Communication	2 Credits	Leadership & Strategy
11. National Economic Planning	2 Credits	Economics & Public Policy
12. Global Economics & International Planning	2 Credits	Economics & Public Policy
13. Macro Economics	2 Credits	Economics & Public Policy
14. Human Resource Systems-II	1 Credit	HR Management
15. Industrial Law	1 Credit	Entrepreneurship
16. Company Law	1 Credit	Entrepreneurship
<b>TOTAL</b>	<b>27 CREDITS</b>	
<b>SUPER SPECIALISATION – STRATEGIC MARKETING</b> (Conducted by Haas School of Business, UC Berkeley)	<b>3 CREDITS</b>	
<b>GOTA</b> <b>Advanced Global Management</b> (International Residency Programme at Chicago GSB)	<b>12 CREDITS</b>	
Global Opportunity and Threat Analysis	9 Credits	Entrepreneurship
	3 Credits	Entrepreneurship
THIRD TRIMESTER	30 CREDITS	ACADEMIC AREA
1. Entrepreneurship & Small Business Management	4 Credits	Entrepreneurship
2. Executive Communication	2 Credits	Leadership & Strategy
3. Services Marketing	2 Credits	Strategic Marketing
4. Organization Development	2 Credits	Leadership & Strategy
5. Business Policy & Competitive Strategy	2 Credits	Leadership & Strategy
6. Economic Environment of Business	1 Credit	Economics & Public Policy
7. Marketing Strategy	1 Credit	Strategic Marketing
8. Welfare Economics	1 Credit	Economics & Public Policy
<b>TOTAL</b>	<b>15 CREDITS</b>	
Additionally in this trimester students have to choose a combination of one Elective & one Super Specialisation from the following options:		
<b>FINANCE ELECTIVE</b>	<b>12 CREDITS</b>	
1. Portfolio Management	4 Credits	
2. Insurance & Banking	2 Credits	
3. FOREX Management	2 Credits	
4. Advanced Accounting	2 Credits	
5. Indian Financial System	1 Credit	
6. Management of Financial Systems	1 Credit	

<b>HR ELECTIVE</b>	<b>12 CREDITS</b>
1. Training & Development	4 Credits
2. Group Dynamics	4 Credits
3. Manpower Planning	2 Credits
4. Compensation Management	2 Credits

<b>SUPER SPECIALISATION - INVESTMENT BANKING</b> <b>(Conducted by NUS, Singapore)</b>	<b>3 CREDITS</b>
1. Overview of Investment Banking	1 Credit
2. Valuation	1 Credit
3. Leverage Buy-out and M&A	1 Credit

<b>SUPER SPECIALISATION – INTERNATIONAL MARKETING</b>	<b>3 CREDITS</b>
1. International Marketing	2 Credits
2. International Marketing Research	1 Credit

<b>SUPER SPECIALISATION – OPERATIONS &amp; SCM</b>	<b>3 CREDITS</b>
1. Global Operation Management	1 Credit
2. Logistic and Supply Chain Management	1 Credit
3. Operations Strategy	1 Credit

<b>SUPER SPECIALISATION – IT &amp; MIS</b>	<b>3 CREDITS</b>
1. Business Intelligence Using Data Mining	1 Credit
2. Strategic Innovation Management	1 Credit
3. Strategies for Managing Networked Businesses	1 Credit

<b>SUPER SPECIALISATION - ENTREPRENEURSHIP</b>	<b>3 CREDITS</b>
1. Planning an Entrepreneurial Venture	1 Credit
2. Business Valuation Using Financial Statements	1 Credit
3. Capital Raising Strategies In Corporations	1 Credit

<b>SUPER SPECIALISATION - LEADERSHIP &amp; STRATEGY</b>	<b>3 CREDITS</b>
1. Managing Strategic Partnerships and Alliances	1 Credit
2. Strategic Talent Management	1 Credit
3. Negotiation Analysis	1 Credit

<b>SUPER SPECIALISATION - FINANCE</b>	<b>3 CREDITS</b>
Only for students who take HR elective.	
Students can choose any combination of an additional 3 credits from the Finance elective.	

<b>SUPER SPECIALISATION - HR</b>	<b>3 CREDITS</b>
Only for students who take Finance elective.	
Students can choose any combination of an additional 3 credits from the HR elective	

<b>FOURTH TRIMESTER</b>	<b>30 CREDITS</b>	<b>ACADEMIC AREA</b>
1. TQM & Production Mgmt	2 Credits	Operations
2. Rural & Social Marketing	1 Credit	Strategic Marketing
3. Marketing Research	2 Credits	Strategic Marketing
4. Retail Management	1 Credit	Strategic Marketing
5. Business Ethics	1 Credit	Entrepreneurship
6. Distribution Management	1 Credit	Operations
7. CRM	1 Credit	Strategic Marketing
8. Business to Business Marketing	1 Credit	Strategic Marketing
9. Database and Hi -Tech Marketing	1 Credit	Strategic Marketing
<b>TOTAL</b>	<b>11 CREDITS</b>	

Additionally in this trimester students will study the following papers from their chosen fields of Elective and Super Specialisation:

**FINANCE ELECTIVE**

- |                                   |           |
|-----------------------------------|-----------|
| 1. Multinational Business Finance | 4 Credits |
| 2. Mergers & Acquisitions         | 4 Credits |
| 3. Applied Finance                | 2 Credits |
| 4. Derivatives, Options & Futures | 2 Credits |
| 5. Corporate Tax                  | 2 Credits |
| 6. Project Appraisal              | 2 Credits |

**16 CREDITS**

**HR ELECTIVE**

- |  |           |
|--|-----------|
| 1. Strategic HR                              | 4 Credits |
| 2. Work Psychology                           | 4 Credits |
| 3. Performance Management & Appraisal System | 4 Credits |
| 4. Cross Culture Management                  | 2 Credits |
| 5. Advanced Personnel Management             | 2 Credits |

**16 CREDITS**

**SUPER SPECIALISATION - INVESTMENT BANKING**

- |                                      |                  |
|--------------------------------------|------------------|
| <b>(Conducted by NUS, Singapore)</b> | <b>3 CREDITS</b> |
| 1. Fixed Income Market               | 1 Credit         |
| 2. Risk Management                   | 1 Credit         |
| 3. Financial Engineering             | 1 Credit         |

**3 CREDITS**

**SUPER SPECIALISATION – INTERNATIONAL MARKETING**

- |  |           |
|--|-----------|
| 1. Export Procedures and Documentation | 2 Credits |
| 2. India's Foreign Trade               | 1 Credit  |

**3 CREDITS**

**SUPER SPECIALISATION – OPERATIONS & SCM**

- |  |          |
|--|----------|
| 1. Outsourcing and IT Based Businesses | 1 Credit |
| 2. Service Operations Management       | 1 Credit |
| 3. Revenue Management and Pricing      | 1 Credit |

**3 CREDITS**

**SUPER SPECIALISATION – IT & MIS**

- |   |          |
|---|----------|
| 1. Financial Valuation of Technology Business | 1 Credit |
| 2. Technology & Strategic Consulting          | 1 Credit |
| 3. Mobile Policy and M-Commerce               | 1 Credit |

**3 CREDITS**

**SUPER SPECIALISATION - ENTREPRENEURSHIP**

- |                                |          |
|--------------------------------|----------|
| 1. New Product Development     | 1 Credit |
| 2. Investing in Private Equity | 1 Credit |
| 3. Micro Finance               | 1 Credit |

**3 CREDITS**

**SUPER SPECIALISATION - LEADERSHIP & STRATEGY**

- |  |           |
|--|-----------|
| 1. Gender & Leadership                       | 1 Credit  |
| 2. Great Leadership Strategies and Visioning | 2 Credits |

**3 CREDITS**

**SUPER SPECIALISATION - FINANCE**

Only for students who take HR elective.  
Students can choose any combination of an additional 3 credits from the Finance elective.

**3 CREDITS**

**SUPER SPECIALISATION - HR**

Only for students who take Finance elective.  
Students can choose any combination of an additional 3 credits from the HR elective.

**3 CREDITS**

**FIFTH TRIMESTER**

- |           |            |
|-----------|------------|
| 1. Thesis | 18 Credits |
|-----------|------------|

**18 CREDITS**



**IIPM INTERNATIONAL**

**International Institute of Planning and Management (IIPM International)** has been started by the Planman Consulting Group which was founded in 1996 by renowned Management Guru Arindam Chaudhuri. **IIPM International offers the same IIPM courses with an increased global perspective to cater to the global markets on the whole.**

Planman Consulting is responsible for the phenomenal success of its parent affiliate, IIPM. In just a span of a decade, Planman Consulting helped IIPM grow into what it is today - through its cutting edge education and marketing consulting. Now, with twelve years of education and consulting experience behind it through the successful implementation of its exclusive and innovative consulting strategies for IIPM, Planman Consulting has started **Planman Centre of Higher Education (Planman CHE)**. Planman CHE aims to fulfill the growing industry needs worldwide of highly competent and educated manpower - of which Indian manpower forms a very important part. **IIPM International is Planman CHE's first initiative.** IIPM International initially plans to take the unique and superior courses developed originally by IIPM to larger sections of students across the globe. Later it aims to develop newer courses to satisfy the needs of various speciality sectors. IIPM International shares a lot of resources and facilities with IIPM in Delhi. While IIPM offers its courses now only from its campus in New Delhi, IIPM International offers the same programme from Mumbai, Bangalore, Chennai, Hyderabad, Pune, Ahmedabad and Gurgaon.

Through the Planman - IIPM strategic alliance, IIPM International students get the IIPM courseware, faculty, placements and certification. IIPM International thus takes the World-Class IIPM education to a larger section of students across the world while retaining every aspect of IIPM life and experience. That is why most aspects of IIPM and the achievements of IIPM are mentioned in this brochure and students are assured

that the same would carry on with IIPM International as well. However, it may be added that two of the key aspects of IIPM over the years - its terrific placement record and its superb personality development focus built through the cutting edge course on communication skills training - are both Planman innovations. Therefore, it can only be concluded that the potent combination of an innovative institution (IIPM) and a futuristic institution (Planman) will take the IIPM movement further to global heights through IIPM International.

**THE PLANMAN GROUP**

The Planman Group is undoubtedly one of India's most futuristic institutions with a passion for taking India and its values global. Over the years, Planman has emerged as perhaps the most intellectual and influential business group in India with business interests in Management Consulting, Information Technology, Education, Media & Entertainment. Its management consulting wing, **Planman Consulting**, is the largest multi-interest management consulting firm in India





IIPM is today a **front runner** when it comes to **Industry Interface** between the institute, its faculty, its students and the corporate world.

No wonder it was **ranked 2nd** in the survey undertaken by **Business Barons**, in the Industry Interface section (ahead of 5 IIMs).

with key divisions being represented by the leading names of **HRIC, ICMR & GSIC**. With a strength of over 1500 people already, Planman's IT initiative, **Planman Technologies** - a member of NASSCOM and an ISO 9000, ISO 27001 company - is one of the fastest growing IT companies in India. **Planman Financial**, the investment banking arm of Planman, advises leading organisations across the globe in engineering and management of financial resources. **Planman Marcom** gives creative consulting to the whos who of corporate India in the areas of Advertising, PR and Events. It owns ICPAR, one of the leading PR firms in India, and has, amongst others, brought leading rock groups like MLTR and Air Supply to India. The media venture of Planman group, **Planman Media**, has leading magazines like The Sunday Indian, Business and Economy & 4Ps Business and Marketing as its key initiatives. The groups entertainment arm, **Planman Motion Pictures** is already a leading name in the world of filmed entertainment. Most of its films have been award winning and highly acclaimed. In 2007, one of its productions - Dosar - got selected at the Tous les Cinémas du Monde (World Cinema Category), Cannes Film Festival - considered the most prestigious film festival in the world. **The Great Indian Dream Foundation** is Planman's social sector initiative and has been supported by none other than the legendary Sachin Tendulkar himself. GIDF works across India in the areas of Health, Education and Employment.

## INDUSTRY INTERFACE

The entire set of corporate consulting activities at IIPM are carried out through Planman Consulting - IIPM's strategic alliance partners for corporate activities **AND NOW THE INITIATORS OF IIPM INTERNATIONAL**. During IIPM's key growth years - since 1996 - it is Planman Consulting which took care of the entire range of international alliances, placement activities, media initiatives, marketing, growth & expansion activities of IIPM. As mentioned earlier, Planman today employs more than 1500 MBAs working through 10 branches in India, UK, USA & Singapore. More than 75% of the consultants at Planman are IIPM graduates. Through Planman, members of IIPM faculty are always engaged in numerous consulting assignments, which in turn bring awesome industry exposure into the four walls of IIPM classrooms. Students invariably also become a part of a large number of industry consulting projects during their stay at IIPM. So in summary, Planman undertakes **Executive Development Programmes, T&D activities, HR Consulting, Marketing Consulting, Market Research, CEO Search, Event Management, Media Consulting** and many more related activities in association with IIPM. As India's largest multi-interest Indian multinational management consulting firm, Planman's clients include every other Fortune 500 company, as well as leading Indian organisations, with CEOs and Presidents of India Inc. attending workshops organised by Planman-IIPM regularly to hone their leadership as well as corporate strategy skills.

For more details, readers are requested to log on to :

[www.iipm.edu](http://www.iipm.edu); [www.planmanconsulting.com](http://www.planmanconsulting.com);

[www.arindamchaudhuri.com](http://www.arindamchaudhuri.com); [www.gidf.org](http://www.gidf.org)

[www.planmanmotionpictures.com](http://www.planmanmotionpictures.com); [www.planmanmedia.com](http://www.planmanmedia.com)



In the 2008 Zee Business - Synovate Best B-School Rankings, IIPM was ranked No. 1 in Global Exposure (ahead of all the IIMs), No. 7 Overall, No. 8 in Industry Interface and No. 9 in Placements as well as Course Content.

“**DARE** to  
**THINK BEYOND**  
the **IIMs!**”

In spite of being invited by various magazines, IIPM has constantly tried to stay out of various B-Schools rankings taken out. This stems out of the fact that IIPM believes its course contents are far superior to those of any other institute in the country.

IIPM has strong reservations on the methodology applied by most of the magazines to rank B-schools. Being an institute totally focussed on 'quality education' and 'faculty', IIPM believes that educational institutes should be judged primarily on these two grounds (most of these B-school rankings give a maximum of only 20% to 30% weight to the same). However, often magazines take out rankings without IIPM's participation - based upon student perceptions etc. In such rankings, IIPM has constantly been ranked in the top 10. In a country with more than 1000 B-schools, this speaks volumes about IIPM's academic standing.

#### BUSINESS TODAY

Rankings, 2006

Ranked 5th Best B-School in India by MBA Students

>> (Ahead of 3 IIMs) <<

Ranked 7th First Favourite B-School in India

>> (Ahead of 2 IIMs & jointly with IIM Lucknow) <<

Ranked 8th Most Recommended B-School by Recruiters, Executives, Functional Heads, MBA Wannabes

and current MBAs >> (Ahead of 3 IIMs) <<

Ranked 11th Best B-School Overall

>> (Ahead of 1 IIM) <<

#### BUSINESS BARONS

Rankings, 2005

Ranked 2nd in industry interface (ahead of 5 IIMs)

Ranked 3rd in course contents (ahead of 3 IIMs)

Ranked 8th in infrastructure & facilities

Ranked 8th B-school in India (ahead of 2 IIMs)

#### BUSINESS TODAY

Rankings, 2003

Ranked 10th in Young Executives' Top-10

#### INDIA TODAY

Rankings, 2003

Ranked 10th in Young Executives' Top-10



Prof. Arindam Chaudhuri receiving the Priyadarshini Award

## Awards for Professor Arindam Chaudhuri

At the age of 28, in the year 2000, Prof. Chaudhuri was awarded **“Management Guru 2000 Award”** by Chennai based Om Venkatesa Society which annually honours management experts.

In the year 2001, at the age of 29, he was **selected amongst one of the 50 leading thinkers under the age of 40** to represent South Asia at Wilton Park (an organisation supported by the European Commission and British foreign office) where he was invited as a special speaker.

In May 2003, Prof. Chaudhuri was awarded the **“Personality of the Decade Award”** by K.G.Foundation, Coimbatore. This prestigious award had been received in the past by Dr. A.P.J.Abdul Kalam amongst others.

On 14th February 2004, he was awarded the **‘Example to the Youth Award’** by the Rotaract Council in Chennai.

In 2004, at the age of 32, he was selected as an **advisor to the consultative committee to the Planning Commission** of India in the areas of education and social sector.

On 15th January 2005, he was awarded the **‘Centennial Service Award for Professional Excellence** in Recognition of his significant achievement in the field of Education and Management’ by the Rotary International during its Centennial celebrations in Mumbai.

On 19th September 2006, Prof. Arindam Chaudhuri was awarded the **Priyadarshini Academy’s Biennial Global Award** for Outstanding Contribution to the Field of Management. He was honoured along with NR Narayana Murthy & Subir Raha.

On 23rd September 2007, Prof. Arindam Chaudhuri was awarded the **Life Positive Reader’s Award in the category of ‘Change Agent’** - by the Chief Minister of Delhi Smt. Sheila Dixit - in recognition and deep appreciation of his pioneering achievement in bringing about significant attitudinal change in society.

On 15th Dec. 2007, Prof. Arindam Chaudhuri was awarded the prestigious **LOUIS MARCHESI FELLOWSHIP** by the Round Table India Foundation - the Indian arm of The World Round Table. The honour in past had been given to Mother Teresa and Deepak Chopra, amongst others.

On 10th Aug. '08 Prof. Arindam Chaudhuri was awarded the **Best B-School Teacher** (North), at the Best B-Schools Awards organised by the Deccan Herald Group.



Dr. Malay Chaudhuri receiving the Hall of Fame Award from the CEO and MD of Infosys, Mr. Kris Gopalakrishnan at the Deccan Herald Best B-School Awards

Dr. M.K. Chaudhuri has been awarded the title of ‘Bhartiya Shiromani Puroskar’ by the Institute of Economics Studies. The same institute has also awarded IIPM with the gold medal for its outstanding contribution to management education.

On 28th September 2007, Prof. Arindam Chaudhuri & Dr. Malay Chaudhuri were awarded the **‘JJ IRANI AWARD’** for the best group of management institute by the PN Singh Foundation, Mumbai.

On 10th Aug’ ‘08, at the first ever Best Business School Awards in India organised by Deccan Herald, IIPM got India’s Most Innovative B-School Award for its Unique Course Content and Global Exposure.

The most coveted award of the function, the ‘Hall of Fame Award’ was presented to the Founder Director of IIPM, Dr. Malay Chaudhuri for his immense contribution towards growth of education in India.

IIPM was selected by UNDP as its key partner institution in the ‘Leadership for Results Programme’ for People Living With HIV/AIDS.

IIPM was nominated by the World Bank Institute to be on its ‘Steering Committee’ for the Corporate Social Responsibility Conference.



Prof. Arindam Chaudhuri receiving a special gold medal for his contributions to IIPM, from the Director of IIPM, Dr. M. K. Chaudhuri at the convocation in 2006.



**'WE' for VICTORY**



Prof. Rajita, Dean, Centre for Under Graduate Studies and Executive Communications - All India

Thanks to IIPM's exceptional personality and oratory skills development training, our students are the smartest in the country with arguably the best communications skills possible.

No wonder, in the last few years, they have won the maximum awards amongst all B-schools in India. Other than winning the 1st Prize in Debate from almost all B-Schools, IIPM students have also won numerous other 1st prizes at other academic/non-academic events like Case Study Contests, Business Quizzes, JAM, Personality Contests, Fashion Shows, Choreography, Music competitions...

## WORLD-CLASS STUDENTS!

- Debate - Group (Chacha Ki Choupal) at Andaz-E-Chaos '07, IIM(A)
- Debate Competition at Sprint-07, ICFAI - Ahmedabad
- Debate at IIM Bangalore(2005)
- Debate at IIT Roorkee (2005)
- Debate at BITS Pilani (2005)
- Debate at JIMS Rohini (2005)
- Debate at IIT Kanpur (2004)
- Debate - Best Team at Symbiosis (2004)
- Debate at IIT- DELHI (2004)
- Debate at GURU NANAK INSTITUTE OF MANAGEMENT (2004)
- Debate - Best Speaker Trophy at British School (2003)
- Debate at AMITY BUSINESS SCHOOL (2003)
- Debate, at Lala Lajpat Rai Institute of Management (2002)

**1<sup>st</sup>**

## IIPM students - Best in Personality, Music, Choreography, Fashion Show... too

Ms. Felicity - at Felicity '07, Indian Institute of Information Technology Hyderabad  
 Mr. & Ms. Fresher at BIG-FM(2007)  
 Ms. Chos (Runners up) at IIM (A) (2007)  
 Ms. UNMAD (Personality Contest) at IIM Bangalore(2005)  
 Ms. Thomso(Personality Contest) at IIT Roorkee (2005)  
 Ms. Kshitij (Personality Contest) at JIMS Vasant Kunj (2005)  
 Personality Contest at IIT Kanpur (2004)  
 Mr. Rhapsody (Personality Contest) at Maitreyi College (2003)  
 Fashion Show at KC College, Mumbai (2006)  
 Fashion Show at ZEE FESTO MANIA (2005)  
 Choreography at PARADIGM '06 - Birla Institute of Management (2006)  
 Choreography at ICFAI (2005)  
 Solo Singing at Richter', Nirma University, Ahmedabad (2007)  
 Antakshari at APEEJAY SCHOOL OF MANAGEMENT (2004)  
 Singing, at Narsee Monjee Institute of Management Studies (2003)  
 Western Music Competition at Maitreyi College (2003)  
 Best Male Vocalist at BMS, Pilani (2003)  
 Light Fork Category at LSR (2003)  
 Light Indian Solo at Hans Raj College (2003)  
 Singing at Lala Lajpat Rai Institute of Management (2002)  
 Singing at Sydneham College (2002)

and many many more...



Trophy at "NEEV 2003" SCMHRD, Nashik.  
 Trophy at Narsee Monjee Institute of Management Studies (2003)  
 Best College Award at Sydenhams (2004)  
 ICFAI Challenge Trophy at "INCANDESCENCE (2005), ICFAI Pune  
 The Runner - Up Trophy at "Spectrum 06", Sinhgad Institute of Management, Pune in (2006)





**Convocation/Award of Testimonial/Certificate/Title**

IIPM International’s main courses are the Two Year Planning and Entrepreneurship Programme and the Three Year Integrated Programme. On successful completion of these programmes, students will be awarded the Institute’s title of Associate Fellow of The International Institute of Planning and Management (A.F.I.I.P.M.). Partial completion (120/100 credits and above) of the programme of interrelated subjects will be recognized with the award of a certificate/testimonial indicating specializations in a narrow field (after 2/3 years of work experience).

IIPM International awards a certification in Planning & Entrepreneurship on successful completion of the entire course.

Whenever a student, who has been awarded A.F.I.I.P.M., completes a Research Project (Thesis) of prescribed standard under the guidance of the competent



“ It was a real privilege to get to know your unique institution... The country owes a deep debt of gratitude to Dr. Chaudhuri for his vision in establishing such a fine Institution...” Father of the Indian Green Revolution, Dr. M. S. Swaminathan, President, Pugwash Conferences...



Mrs. Ratna Chaudhuri at the IIPM convocation



Shishir Priyadarshi, Director **WTO**; Geneva



Convocation ceremony 2005- Dr. J J Irani



Professor/Research Executive approved by the Institute, he/she is entitled to use the title Fellow of The International Institute of Planning and Management (F.I.I.P.M.-comparable to Ph.D of University System). Honorary F.I.I.P.M. is also awarded to distinguished academicians, corporate leaders, social workers for life time achievement.

At the time of awarding the final marksheet, the Institute may award/deduct up to 10% marks in all subjects, if a student performs/does not perform certain voluntary tasks (like extending help to the Deaf and Dumb Society, Blind Relief Association, Blood Bank etc.) and participates/does not participate in literary and cultural programmes suggested by the Institute from time to time and develops/does not develop a clean and decent life-style during his/her association with the Institute.

The Institute reserves the right not to award title/testimonials to students, who organize strike/demonstration/ragging/gherao etc. and thereby prove themselves unworthy of entrepreneurial leadership in an organisation, even if they complete the academic programme successfully.

Students attending less than 65 percent classes will not be entitled to testimonials. They will be awarded semester marksheets, if they otherwise, qualify for testimonials successfully.

Winners of Gold Medals, Prizes, Certificates of Honour etc. will be invited to participate in the convocation. Others will be sent the testimonials by registered post after the convocation.



Rhetorix - the debate club organises **THE CICERO'S CHALLENGE** - The International Inter-School Debate competition every year at IIPM



1) Dr. M. K. Chaudhuri awarding the winner of the Cicero's Challenge '06 with a cheque of Rs.1 lac. 2) Winners of the Cicero's Challenge '07 with Prof. Arindam Chaudhuri and Cyrus Sahukar, MTV VJ and Master of the Ceremony 3) Finalists of Cicero's Challenge '07 with the winner 4) Gautam Bhimani, noted Cricket Commentator - Panelist at Cicero's '06

### Students' Committees/Councils

In order to promote self-administration and to encourage maximum students participation, while avoiding intergroup rivalry, coordinators for various activities are elected by the students during the first week after joining the institute (on the basis of individual student's description before the class of his/her interest and credentials in the past). Coordinators are changed at the end of each year. Senior students hand over the charge to junior students, as soon as they are elected.

Any demand by general body of students for change in any matter already incorporated in the Prospectus will be considered as violation of understanding between students and the Institute on the basis of which students are admitted. In all such cases, the current programme of the Institute will be declared as cancelled and students will be required to withdraw from the institute without any claim on refund of fees already paid (except caution deposits).

A nominee of the Director (preferably from amongst the recipients of Director's medals) acts as the Secretary of Alumni Association. His/her term is usually for one year. The term can however, be extended by the Director.

### IIPM's International Clubs

IIPM International believes in providing its students a plethora of choices in grooming their academic and extra-curricular skills through compulsory participations in various club activities. Through these club activities, students polish up their skills in management, leadership and team-building.

#### Academic Clubs

Seminars/Guest lectures/Industrial Visits

4Ps - The Marketing & Advertising club at IIPM organizes the annual Brand & Strategy Summit, wherein the biggest management authors and practitioners are invited from the world over to deliver lecture sessions on a diverse field in marketing. The club also organizes various discussion forums, seminars with marketing heads of various companies, who make themselves available to interact with the students and answer all their queries.

**Human Factor** - The HR club, organizes various seminars, workshops, HR Conclaves, team building exercises and lecture sessions by leading HR practitioners and consultants, wherein they share with the students case studies and new developments in the HR sector.

Xth Commonwealth Study Conference: Delegates from 16 Countries at IIPM Campus during CII's Young India Session





1) "Dr. Abhishek Manu Singhvi showers words of wisdom" 2) Mr. Gregory David Roberts with the winners of Parables '06 - National Story Writing Contest (Mumbai) 3) Mr. Pankaj Munjal - at a Seminar in IIPM 4) Mr. Suhel Seth - addressing a seminar for IIPM students

**Finex** - the Finance club, brings in industry stalwarts to address various issues in Finance – Banking, Insurance, Mutual Funds, Stock Markets and many more. Amongst other interesting activities, Portfolio Management Games are a special favourite with the students.

**E2** - The Economics and Entrepreneurship Club, organizes seminars on entrepreneurship by inviting entrepreneurs who have made it big, and even renowned economists from around the country. The club also publishes an Economics magazine – Economist – every alternate month.

**G-40** - The IT club, organizes quizzes, introduces the latest concepts in Information Technology, through a series of seminars/lecture and IT fairs organized at the campus.

**SMG** - The Placement and Career Counseling club, assists students during the placement season by organizing counseling sessions by leading career consultants. They also organize mock interviews, GDs and personality tests to help the students garner self-confidence.

**Rhetoric** - The Debate and the Case Study club, contributes to the IIPM case study journal – Strategic Innovators. The club selects the best debaters amongst its members and sends them to participate in various national/international level competitions and tours. Every year, the club organizes India's largest Inter-School Debate Competition- "CICERO'S CHALLENGE" - GREAT INDIAN DEBATE COMPETITION at our international campus.

**Some of the important SEMINARS organised by IIPM:**

- ROLE OF 'IMF' IN INDIA: Addressed by Mr. James Gordon, Senior Resident Representative (India) IMF; Apr 2002.
- Entrepreneurship Development in India: Mr. Natwar Singh
- WTO & Globalisation: The Indian Perspective; Dec 2002.
- Corporate Restructuring in the liberalized scenario: Dr. M.B. Athreya



In a never before initiative IIPM has roped in Super Star Shah Rukh Khan as the quiz master for the 4Ps Business and Marketing B-School Quiz Competition.



Participants of Global Student Exchange Programme at IIPM.



1) Dr. M. B. Athreya addressing a seminar on 'Corporate Restructuring in the Liberalized Scenario'. 2) Prof. Rohit Manchanda explains the philosophy of IIPM 3) Prof. Rajita Chaudhuri, Mr. Vivek Seigell (Country - Head Retail Consumer Finance HCL Infosystems), Mr. Prathap Suthan (National Creative Director, Grey Worldwide India) at a seminar on Advertising & Marketing



1) Mr. T.N. Seshan addressing a session on 'Changing the Education System', organised by IIPM's Centre for Human Development. 2) Mr. Vasant Sathe, during a seminar on 'Poverty Eradication of Indian Masses'. 3) Mr. Natwar Singh, during a seminar on 'Entrepreneurship Development in India'

- Knowledge Management: By Dr. Charles Savage, Father Of Knowledge Management; Sep 2003.
- Convergence: Financial Consolidation; June 2003.
- India's Management Dilemma: By Prof. Arindam Chaudhuri; Feb 2003.
- Good To Great: In Search Of Corporate Excellence. September 2004.
- Competency Mapping: By Mr. G.K.Sinha, Evp (Hr), Pepsico. July 2004.
- Corporate Governance: By Mr. S. K. Gupta, Vp, Dcm Ltd. October, 2004.
- Managing Employees Ideas For Performance. May 2005.
- A Paperless World: By Mr. David Ramsey, O' Neil Software Year 2007
- Entrepreneurship: Views And Avenues
- Making Of Maverick Entrepreneur
- Lifestyle Diseases & Cancer Awareness: Dr (Mrs) Ramesh Sarin (Apollo)
- Mba Students' Contribution To Society: Mr. Uday Raj
- Cii Young India Session: Xth Commonwealth Study Conference: 16 Delegates
- Retail Management In 21st Century
- The Smart Entrepreneur Seminar
- The Big 4ps Seminar
- Innovation In Corporate Lending & Managing Financial Risk
- What Do Companies Look For In Employees Now-A-Days?
- FirO-B: L P Rajan, Dean , Mba Of Mvit
- A Case Study Of Hr Initiatives In It Company; G V Suresh, Head Hr Of Continuous Computing India.
- The 21st Century And Our Search For Simultaneity : Subroto Bagchi, Coo And Co-Founder Of Mindtree Consulting
- Competitive Marketing Strategy – A Case Study On Sbi
- Turning Great Strategies Into Great Performances
- Pre - Budget Seminar '05 - Budget For Indian Economy And Release Of Report.
- Post -Budget Seminar '05 – Budget Analysis
- Vat Seminar - Implementation And AnAlYsis Of The Value Added Tax
- Post -Budget Seminar '06 – Budget Analysis
- Succession Planning
- Mapping The Mind Of The Modern Consumer
- Hr As A Strategic Business Partner - "The Myths And The Realities"
- Emerging Challenges In The Banking Sector
- The Chemistry Of Indian Retail; A Paradigm Shift
- Water Management



**Some of the important INDUSTRY VISITS organised for IIPM students:**

IIPM students get to attend industry visits from time to time, to help them get updated with a first hand process orientation in various industrial segments. Some of the industry visits include:

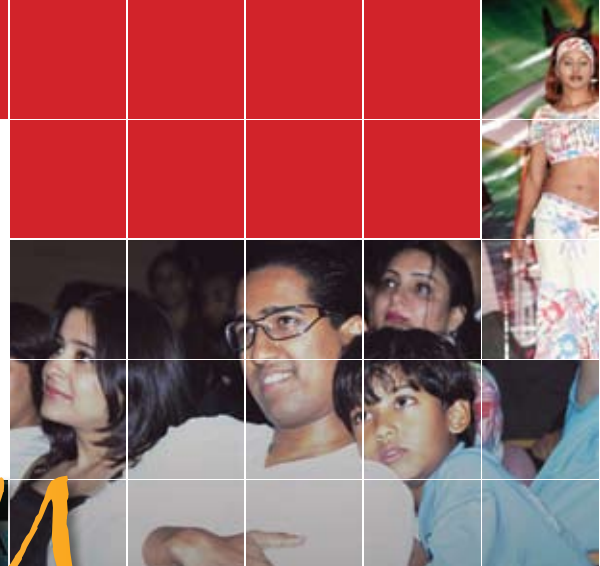
- Times of India, Ahmedabad
- GCMMF (Amul), Ahmedabad
- Airports Authority of Ahmedabad
- Divya Bhashkar, Ahmedabad
- Meghmani Organics, Ahmedabad
- Coca Cola India Ltd., Bangalore
- Reva Motors, Bangalore
- Toyota Kirloskar, Bangalore
- The Hindu, Chennai
- Sundaram Clayton, Chennai
- Ford India Pvt.Ltd., Chennai
- Royal Enfield Limited, Chennai
- EFA, Ministry of Defence, Chennai
- Coca Cola, Chennai
- Maruti Udyog Ltd., Delhi
- Mc.donalds training centre, Delhi
- LG, Delhi
- ITC Green Building, Delhi
- ITC Choupal, Delhi
- Indian Council for Cultural Relations, Delhi
- RBI, Delhi
- Seagrams, Delhi
- Times of India, Delhi
- Shri Lal Mahal Basmati, Delhi
- Nirulas, Delhi
- Coca Cola, Delhi
- Samsung, Delhi
- Parle, Delhi
- Escorts, Delhi
- Bata, Delhi
- Parle-G, Mumbai
- Canbara Industries, Mumbai
- Saicon India Ltd., Mumbai
- D K Jewels, Mumbai
- B.E.S.T, Mumbai
- Total Presentations Devices India Pvt. Ltd., Mumbai
- Sapphire Machines Pvt.Ltd., Mumbai
- Marvel Fragrance Pvt. Ltd., Mumbai
- Die- Craft Pvt.Ltd., Mumbai
- United Phosphorous Ltd., Mumbai
- Pratibha Pipes Factory, Mumbai
- Coca Cola, Mumbai
- TVS Logistics, Mumbai
- Forbes Marshall, Mumbai
- Tata Motors, Mumbai
- Thyssen Krupp, Mumbai
- Bajaj Auto, Mumbai
- Whirlpool, Mumbai
- LG India, Mumbai
- Electronica, Mumbai
- McDowell's (The UB Group), Hyderabad
- Mahindra & Mahindra, Hyderabad



**Non academic clubs:**

**Alchemy** – The Cultural Club is responsible for organizing **AMAZE**, the annual inter-college festival and **AAGMAN** (see below), the annual cultural evening at the institute. It also organizes T-30, the talent hunt to identify the best creative and academic talents who can represent the institute in various inter-college festivals. The club also throws a special welcome party for freshers, called the **MOONWALK** night.

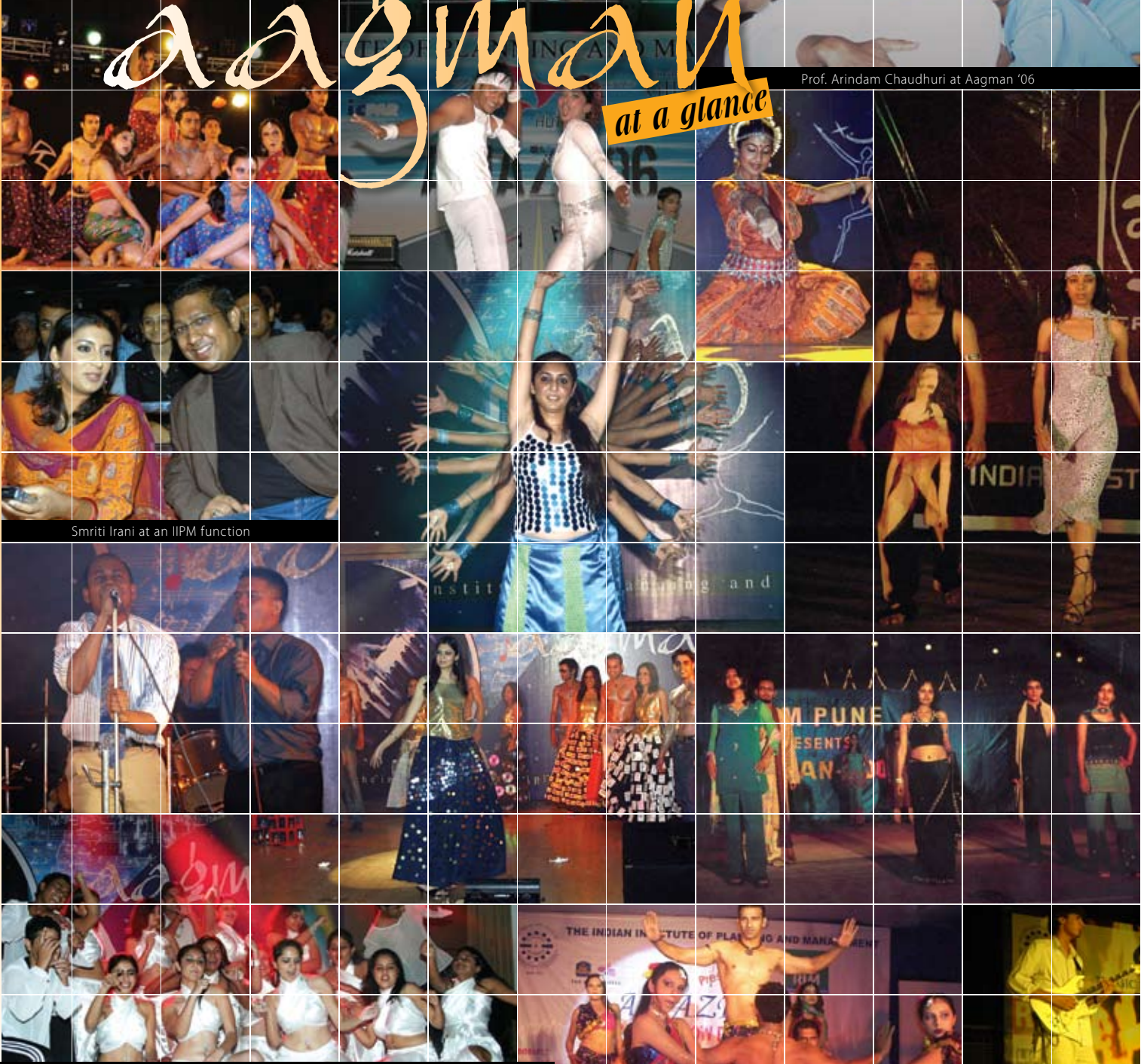
**AAGMAN** is a specially designed in-house event at the institute through which a new batch is welcomed to a whole new world at IIPM. Over the past years, Aagman has been synonymous with the Annual Cultural Evening at the institute, which witnesses participation of students from all batches along with members of the faculty.



# aagman

at a glance

Prof. Arindam Chaudhuri at Aagman '06



Smriti Irani at an IIPM function

# AMAZE

**Amaze** is the annual management festival organized by IIPM. It is a forum for the students to express their inner self through various interactive games and activities. Over the past years, this 3-day event has witnessed participation from all leading colleges and management institutes from all over India, and even some internationally...

*at a glance*

Participants from St Andrews University UK presenting their business plan at Amaze '06

Aman Verma at Amaze '06

Jatin Pandit at Amaze '06

Panelist for Fashion Show '06: Mr. Vikram Solanki-cricketer, England, Mr. Kabir Ali - Cricketer, England & Mr. Angad Bedi

Ms. Naina Balsawar-Ex- Miss India

**Events at Amaze include:**

- Debate
- Flip Back
- Just A Minute
- Face Painting
- Creative Writing
- Ad Zap
- Best Manager
- Dumb Charades
- Corporate Quiz
- Antakshari
- Choreography
- Fashion Show
- Mr. & Ms. Amaze
- Rock Show

@ Rock Show

# AMAZE



Biggest Campus Rock Shows!!



Jal



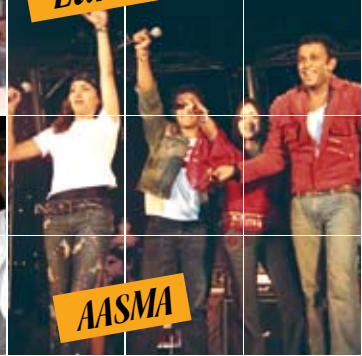
EUPHORIA



THE REDNEX



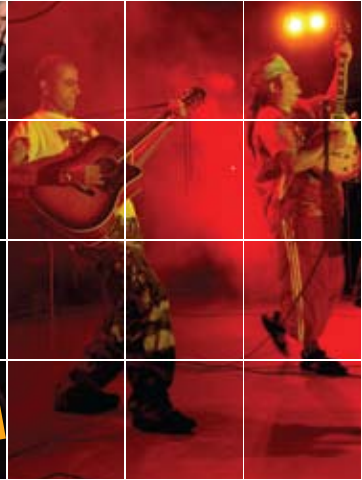
Bombay Vikings



AASMA



Boney M



Silk Route

## Branding during Amaze



DJ NIKHIL



Shaan



# GID CLUB

The social initiative club, is responsible for organizing various social sector development projects and activities towards the upliftment of the economically weaker sections of the society. It organizes blood donation camps, health check-up camps, slum education programs, social awareness campaigns/rallies, polio eradication drives and other important vaccination programs amongst others.



*Priceless smiles*

# AMAZE

and other club activities  
in media

### CityExpress

#### Leading the charge

...the Institute of Planning and Management (IPM) has been leading the charge in the field of education...

#### Electrifying Chennaiites on a Sunday evening

...the band Strings has electrified Chennaiites on a Sunday evening with their energetic performance...

#### Party Whirl

Students have a blast at DJ club

#### Ad-zapping Terrorism

...the anti-terrorism message is being spread through creative print ads, radio jingles and film clips...

#### an ad contest with a serious message: anti-terrorism

...colleges presented campaigns including print ads, radio jingles and film clips...

#### Rock to the rhythm

...the band Strings and Bombay Village live in concert at YVECA Ground, Begumpet, March 26...

#### Highly strung

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#### Highly strung

...the band Strings has electrified Chennaiites on a Sunday evening...

#### Party Whirl

Students have a blast at DJ club

#### Ad-zapping Terrorism

...the anti-terrorism message is being spread through creative print ads, radio jingles and film clips...

#### an ad contest with a serious message: anti-terrorism

...colleges presented campaigns including print ads, radio jingles and film clips...

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Euphoric crowd hears anti-reservation song

Students of the Indian Institute of Planning and Management (IIPM) in Pune, Maharashtra, have organized a song competition to mark the 10th anniversary of the institution.



Students of the Indian Institute of Planning and Management (IIPM) in Pune, Maharashtra, have organized a song competition to mark the 10th anniversary of the institution.

लोकसत्ता

महाराष्ट्रचा 'पल' खरी पत्रिका आहे. 'लोकसत्ता' ही पत्रिका आहे. 'लोकसत्ता' ही पत्रिका आहे.

An amazing event for city's B-schools

A group of students from various B-schools in Pune have organized a music and dance competition to mark the 10th anniversary of the institution.



A group of students from various B-schools in Pune have organized a music and dance competition to mark the 10th anniversary of the institution.

Bandra students stage roadshow to get kids to kick butt

Students of the Indian Institute of Planning and Management (IIPM) in Bandra, Maharashtra, have organized a roadshow to promote health and fitness among children.



Students of the Indian Institute of Planning and Management (IIPM) in Bandra, Maharashtra, have organized a roadshow to promote health and fitness among children.

ZEE TV Festomania



A group of students performing on stage during the ZEE TV Festomania event.



A group of students performing on stage during a music competition.



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A group of students performing on stage during a music competition.



A group of students performing on stage during a music competition.

ROCKING ANDHERI

A group of students performing on stage during a music competition.

Music: Strig along

A group of students performing on stage during a music competition.

Our music is unique

A group of students performing on stage during a music competition.

Playing Strings

A group of students performing on stage during a music competition.

Pak 'Jal' sets charts on fire

A group of students performing on stage during a music competition.

POWER OF VOICE IIPM Pune Rocks the party.

A group of students performing on stage during a music competition.

Culture carry

A group of students performing on stage during a music competition.

Fun with F zeal

A group of students performing on stage during a music competition.

TOWN TALK

A group of students performing on stage during a music competition.

A-Maze 's

A group of students performing on stage during a music competition.

Cross-Border BONDING

A group of students performing on stage during a music competition.

Corporate pros, aspirants put brains together

A group of students performing on stage during a music competition.

Playing Strings

A group of students performing on stage during a music competition.

From Pakistan!

A group of students performing on stage during a music competition.

Bandra picks up broom

A group of students performing on stage during a music competition.

Creativity rocks IIPM fest

A group of students performing on stage during a music competition.

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Jai a-maze IIPM

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Miss Universe, Natalie Glebova in IIPM Campus as a part of GIDF Club initiative



President of Global Operations Management, Avik Dutta gets global with REDNEX at an Amaze - GIDF Club initiative!

**Torque** - The Sports Club, is the most energetic club, as throughout the year, it keeps on organizing one or the other sporting activities. Some of the important sporting events organized by Torque are:

**The Aurobindo Chaudhuri Memorial Annual Cricket Tournament**

**GOAL - the annual soccer tournament**

**Week of the Gladiators - a dedicated week full of various competitive sporting activities.**

**RECALL** (Recreation & Exploration Centre for Accelerated Learning & Living) - The Adventure Club, is responsible to help its members unwind from the daily hustle and bustle. The club is completely a students' initiative & the institute takes no responsibility whatsoever. The club organizes nature trips through forest trips, rock-climbing, white water rafting, canoeing and other activities that help the students cope up with challenging situations and leads to self discovery.

**STAGE** - (Students for Theatrics and Generic Evolution) - The Performing

Arts club, helps the students bring out their best in various forms of performing arts. It organizes street theatres, musicals, choreographies, screening of plays/movies and many other forms of creative performances.

**HEAL** - The Health club, organizes periodic stress management programs through the art of yoga and meditation. The club also invites various philosophical preachers to deliver courses on Art of Living.

**CULT** - The Lifestyle club at the institute, organizes events that are offbeat. From food to cultural theme nights, Cult makes its presence felt in anything and everything it does.

**Other Professional & Special Interest Clubs:**

- Aurobindo Memorial Manav Seva Kendra
- Association for Democratic Socialism
- Africa Study Centre
- Australasia Business Unit
- Brand Management Club
- Communications & Media
- Club America
- Culture Society
- Centre for Human Development
- European Club
- Finance Club
- Food & Agribusiness Club
- Health Industry Club
- IIPM Wall Magazine Society
- International Business & Development Club
- Investment Club
- Leadership & Ethics Forum
- Business & Entrepreneurship Club
- SACK (Students Against Corruption & Kickbacks)
- SEED (Students for Ecological & Environmental Development)
- **Sports Clubs**
- B-School Cricket Champions
- Billiards Club
- Bull's Eye : Shooting Club
- Carrom Masters
- Golf Club
- Volleyball Club



### Trimester Project / Project Feasibility Report

Each student has to write a project to justify the award of testimonial/certificate/title. This should show that the student is capable of scientific analysis of a problem and can approach the solution for the same in a systematic manner. The projects must provide sufficient indication that the student is competent to assimilate skills acquired in various disciplines for successful application to solve a complex problem. Normally a student works in an organisation on a practical assignment for about three to nine months. He writes a project report connected with practical assignment. (See also placement service). Projects can also be completed on the basis of research materials available in libraries. Apart from the above, there are various other projects and training assignments, which are compulsory for all students at IIPM International, as will be clear in the following project distribution table.



Trimester : 1	Marketing (Basic)	Organisational Behaviour
Trimester : 2 - 3	National Economic Planning Advertising Financial Management Human Resource System Summer Training	Computer Packages Consumer Behaviour Sales Management Operations Research
Trimester : 4 - 5	Projects on Electives	Indian Eco. Development
Trimester : 6	Diploma Thesis	Entrepreneurship

All our students specialize in Marketing & IT. Additionally, they have a choice to specialise in Entrepreneurship/National Economic Planning/Finance or Personnel for added advantage.

### Finance

Advance Finance  
Portfolio Management  
Investment Analysis  
Forex Management  
Corporate Finance  
Leasing & Hire Purchase  
Institutional Finance  
Q.T. in Finance  
Mergers & Acquisitions  
Corporate Taxation  
Merchant Banking  
Project Appraisal  
Advanced Costing & Accounts  
Multinational Business Finance  
Mgmt. Control Systems

### National Economic Planning Area

Economic Analysis  
Economics of Village/Small  
Medium/Large Industries  
Corporate Economics  
Comparative Economic System  
  
Comparative Economic Development  
Income Distribution and  
Welfare Economics  
Economic Theory  
Indian Economic Development  
Economic Environment for Business  
Regulatory Environment for

Large Scale Industries  
National Economic Planning  
Indian Economic Planning  
Comparative Planning & Management  
Regional Planning

### Marketing

Sales  
Consumer Behaviour  
Market Research  
Research Methodology  
Advertising  
Industrial Marketing  
International Marketing  
Q.T. in Marketing  
Strategic Marketing  
Brand Management  
Distribution Management  
India's Foreign Trade  
Export Procedure & Doc.  
Rural Marketing  
Services Marketing  
Direct Marketing  
Social Marketing  
Public Relations  
Marketing Communications  
Digital Marketing

### Entrepreneurship Area

Entrepreneurship Theory & Practice-I  
Indian Business Environment

Preliminary Scanning of Business Ideas  
Business Plan and Project  
Implementation  
Family Business Management  
Support Systems for New Enterprise  
Creation  
New Enterprise Identification &  
Selection  
Enterprise Establishment and  
Management  
Agri-entrepreneurship Environment  
Enterprise Development and  
Management  
Emerging trends in Agri-  
Entrepreneurship

### Personnel

Advanced Personnel  
Group Dynamics  
Labour Law  
Industrial Psychology  
Orgn & Manpower Planning  
Q.T. in Personnel  
Salary & Wage Administration  
Mgmt. of Training Programmes  
Advanced Industrial Relations  
Human Resource Development  
Transactional Analysis  
Managing Across Cultures

## INFORMATION TECHNOLOGY

### Microsoft Office

Word, Excel, Power Point, Access

### Networking and Internet

Introduction, OSI, Layers, LAN, MAN & WAN, Network Securities

### Web Applications

HTML, Java Script, FrontPage

### Enterprise Computing

ERP, Data warehousing, Data mining

### E-Commerce

Introduction to E-Commerce, EDI, E-Commerce and Internet, Payment Mechanism, Firewall

### Project Management

Information Technology Projects, Conceptualizing & Initializing the IT project, Developing Baseline Project Plan, Defining & Managing Project Scope, Project Estimation, Project Scheduling & Budget, Project Risk & Communication, Project Quality Management, Project Implementation, Closure & Encapsulation.



### Method of Teaching

The Institute uses case study methods (no overemphasis) along with class lectures to encourage active participation of the students in the total process of learning. Trimester Projects/ Research Projects/Project Feasibility Reports are essential parts of the curriculum with the aim to acquaint students with practice so that not only do the students have a sound theoretical background, but also have a relevant experience in application of theory to practical situations.

### Lecture Hours

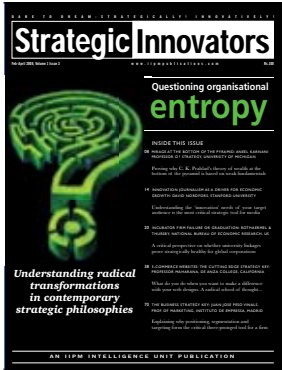
No method is a substitute for a rigid academic schedule. To create an atmosphere of the pressure found in the competitive environment and long hours of work, the average IIPM full-time

student has to attend a cumulative of more than 1250 contact hours, in addition to trimester projects (on-the-job training) etc. This is much more than what is prescribed for any M.B.E. programme.

### Attendance

Failure to attend any class results in an automatic deduction of 2 marks per class from the marks awarded in the trimester examination. However, 100% attendance is rewarded with 5 additional marks.

A fine of Rs. 25/- per class (of 45/50 minutes) will be imposed on students if their attendance is less than 80%. The same will be collected at the time of handing over Attendance Certificate/Final Marksheet/Testimonial.



## Research & Publications

As an institution which believes in serious academic pursuits that have practical implications, the Indian Institute of Planning and Management has always been a forerunner in academic endeavours, setting benchmarks in education and industry. Inspired by the research and talent bank of the institute, Prof. Arindam Chaudhuri envisioned the idea of publishing journals. Consequent to that, IIPM has started 4 academic journals: 'The Human Factor' (HRM), 'Need the Dough' (Finance), 'Strategic Innovators' (Case Study and Strategy Journal) and 'India Economy Review' (Economy) in respective specialized areas of Management. As a part of our academic endeavors, these journals aim to integrate academia and industry to create intellectual capital; and thereby, to contribute towards the economy by creating quality leaders, entrepreneurs and managers.

Apart from the Research and Publications cell at IIPM, the following centres of academic excellence also are present.



### Centre for Executive Development

Executive Development Programmes in the areas of Planning and Management of National Economy, Corporate Planning are conducted.

### Regional Centres of Studies & Research

The Institute is likely to open centres of Studies and Research in Bangalore and Shimla very soon. Whenever such centres start functioning, students living in the Institute's accommodation will have to abide by the Institute's decision to enrol themselves in different centres to enhance the effectiveness of teaching by having small groups in each centre.

### Centre for Human Development

The objective of the Centre is to initiate discussions, seminars and research on sustainable and ethical needs of man and woman (physical and psychological) and on how to plan and manage a society, which ensures full growth of human capabilities avoiding dehumanizing process of industrial civilization.

### Art of Living

The Centre intends to organise weekly lectures by renowned personalities from various walks of life apart from business in order to inculcate the finer aspects of human sensitivity in students.

### Centre for Leadership Training

The Center intends to train social/political workers, trade union leaders etc.

### Centre for Comparative Planning & Management

The Centre intends to study problems of planning and management of production units as well as social affairs in different socioeconomic settings (e.g. USA, China, South Korea, Taiwan, Germany, Israel, etc.) and to draw appropriate conclusions for India.

### Centre for Entrepreneurship Development

The objective of the Centre is to teach how to write bankable project reports and to give theoretical as well as practical guidance in setting up and running industries/organisation.

### Centre for Foreign Languages

To facilitate a career in export-import organizations, the Institute reimburses 50% of fees of foreign language course (conducted by the embassies) to students on successful completion of such courses.



Film stars Hrithik Roshan, Preity Zinta, Saif Ali Khan during a Valentine's Day event organised for disabled children in association with CRY



IIPM's Rural Development Programme workers cleaning the dirty streets and drains of Gaya



Dr. Malay Chaudhuri addressing the rural workers of Manav Seva Kendras while (below) they listen attentively

### Rural Development Programmes

IIPM's rural development programmes are carried out from **Manav Seva Kendras** in various villages of India. The programme has about 250 rural schools as well as many rural medical camps. It runs ambulances for village India, puts newspaper boards in strategic points in villages to spread socio-economic awareness amongst villagers, organises rural entrepreneurship programmes, works for upliftment of women in rural areas, organises relief camps during national calamities amongst a plethora of committed social activities under the personal and passionate guidance of **Dr. M. K. Chaudhuri**, the Director of IIPM.



A rural entrepreneurship lecture in progress



An IIPM flood relief camp



Children in IIPM rural schools do their daily drill



An IIPM flood relief camp



A rural newspaper board to spread literacy



A rural womens education camp



*It aims at doing everything possible  
in order to achieve  
The Great Indian Dream of making  
India an Educated and Healthy  
nation, free of poverty and its inhuman  
indignities...*

Aurobindo Chaudhuri

The Aurobindo Chaudhuri Memorial 'Great Indian Dream Foundation' was launched on 28th March, 2000. It is a collaborative effort between IIPM and Planman Consulting. Aurobindo Chaudhuri was a bright student of IIPM's batch of '92. As a part of IIPM's rural development programmes, on 21st October, 1994, he had gone to the IIPM campus in Gurgaon to take classes for a batch of rural students. An unfortunate accident during the lunch break took him away from all of us. His spirit of working for a better India lives on through the Great Indian Dream Foundation (GIDF).

GIDF aims to empower the vulnerable sections of the society by building up their capacities through education, health and skill-based development. The foundation is working for the cause of human development focusing on the less privileged sections of the society in the rural & urban areas of our country.

1. Mrs. Shyama Chona, Prof. Arindam Chaudhuri, Shri Narendra Kumar, Shri Salman Khurshid, The then President of India Shri A.P.J. Abdul Kalam, Chief Minister of Delhi Smt. Sheila Dikshit during the first ever child conference organised by DPS Society, The Great Indian Dream Foundation & Hindustan Times. 2. Shri A.P.J. Abdul Kalam. 3. Shri Arun Jaitly. 4. Shri L.K.Advani



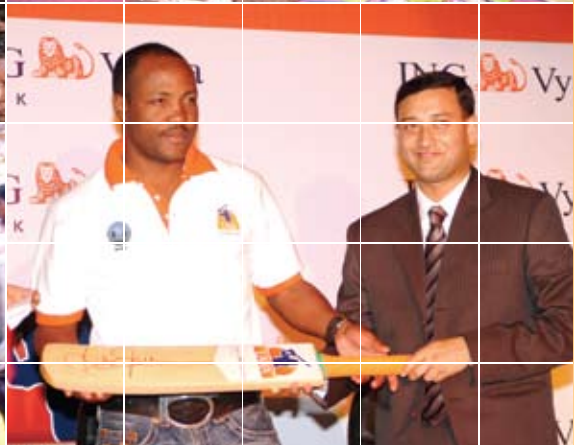
"You may say I'm a dreamer... Let me not be the only one. Let's work towards a healthy, educated and poverty free India by 2025!  
You must be the change you want to see!"

Sachin Tendulkar  
Brand Ambassador, GIDF

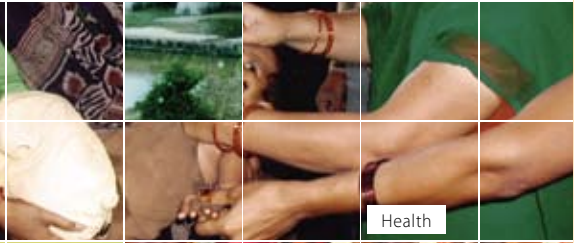
COME  
SHARE  
DREAM ...



Education



Cricketer Brian Lara with GIDF's Arindam Paul during a GIDF event



Health



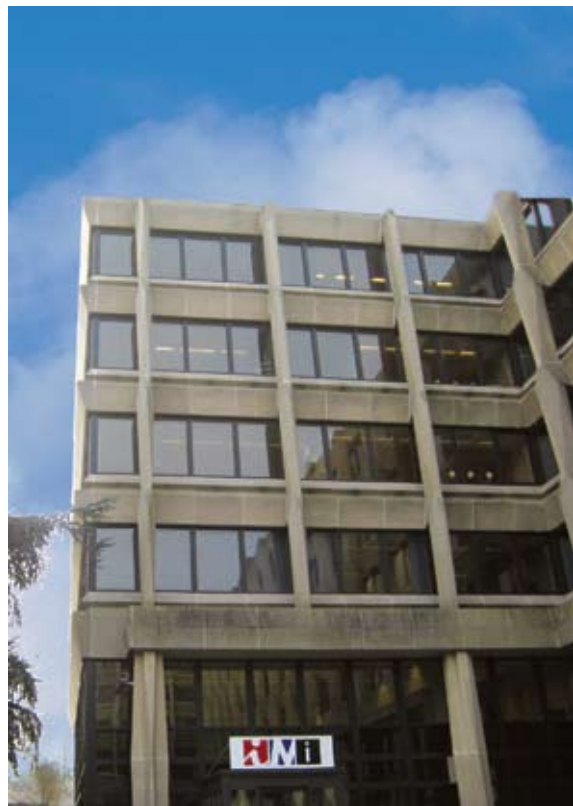
Miss Universe 2005 Natalie Glebova promoting the cause of GIDF, with Prof. Arindam Chaudhuri

Employment



Sourav Chatterjee, Deepak Kaistha, Sandeep Ghosh (Dean Admissions, All India) & Amit Saxena

Students joining IIPM International go abroad for GOTA (Global Opportunity and Threat Analysis) programme. During their stay abroad, they have the opportunity to interact with Professors/Associates of International Management Institute, Europe. IMI awards its MBA/BBA degrees [Post-Graduate Degree in Management (P.G.D.M.) & Undergraduate Degree in Management (U.G.D.M.)] in recognition of the excellence of IIPM International's programmes. These degrees do not come under the purview of AICTE, UGC or other acts.



The Hony. Dean of IIPM with the Dean of IMI, after a meeting

These Degrees are awarded by IMI in recognition of IIPM's excellent standard of education and training in entrepreneurship. IIPM teaches only its own programmes and does not teach IMI's programmes. These Degrees also do not come under the purview of AICTE, UGC or other acts.



Professors of IMI on a visit to IIPM campus in Delhi.



Ms. Arundhati Banerji, Mr. Luc Van Mele, Dr. Malay Chaudhuri & Mrs. Ratna Chaudhuri at the IMI Campus in Belgium



The two teams of IIPM & IMI in IMI headquarters, Belgium



Shri Adi Godrej at the Mumbai Launch of CYCBTH

**Arindam Chaudhuri, Student of class of '92...,  
Faculty & Fellow IIPM '96..., Dean - IIPM '2000...**



Social Activist, Ms. Nafisa Ali at the Delhi Launch of CYCBTH



Former Prime Minister of India, Shri H.D.Deve Gauda at the Bangalore Launch of CYCBTH



President of the Congress Party, Ms. Sonia Gandhi receiving the first copy of The Great Indian Dream.



Shri Vasant Sathe at the Delhi Launch of CYCBTH



**Glimpses from the launch of Prof. Arindam Chaudhuri's books "Count Your Chickens Before They Hatch" - the genuine record breaking #1 Management best seller!! - and "The Great Indian Dream" - coauthored by Dr. Malay Chaudhuri (Director IIPM), the #1 Economics best seller!!**



Professor Chaudhuri satisfying his fans!!



Lord Swaraj Paul launching IIPM's other best seller, 'The Great Indian Dream' in London



Media Guru. Tarun Tejpal, launching The Great Indian Dream in Delhi

A few scholarships of a value up to Rs.3,000/- each per month are available to economically weak yet meritorious and social service oriented students. Director's Gold (gold plated/gold in the centre) and Silver Medals are awarded for excellence in all spheres of life as perceived by the Director. Rank holders in trimester examinations are awarded merit scholarships of Rs.2,000/- to Rs. 5,000/- in each trimester. Besides these, some other prizes have been instituted by IIPM, as well as by individuals and organizations for excellent performance by students in various subjects. To carry on the tradition and pay respect to all those who have contributed to IIPM's success, IIPM International will also continue with the same awards and recognition.



- Pranabendra Kishore Chaudhuri Memorial Award of Rs. 5,000/- for best performance in Social Service Projects.
- Dorothea Chaudhuri Memorial Award of Rs. 5,000/- for best performance in National Economic Planning Area.
- Dhirendra Kishore Chaudhuri Memorial Award of Rs. 5,000/- for best performance in Rural Dev. Programme.
- Aurobindo Chaudhuri Memorial award of Rs. 5,000/- for best performance in Comparative Planning and Management Area.
- Aurobindo Chaudhuri Memorial Award of Rs. 5,000/- for best performance in OB&OD Areas.
- Aurobindo Chaudhuri Memorial Award of Rs. 5,000/- for best performance in Beyond Principles of Mgmt. and Economics Project.
- Aurobindo Chaudhuri Memorial Award of Rs. 5,000/- for best performance in Extra Curriculars, specially in the field of performing arts.
- Aurobindo Chaudhuri Memorial Award of Rs. 10,000/- for the IIPM bright star.
- Aurobindo Chaudhuri memorial award of Rs. 5,000 for the best expression of musical talent.
- Dr. N.R. Chatterjee Award of Rs. 500/- each for best performance in Advanced Personnel Mgmt. and Industrial Psychology.
- Dr. M. Adhikari Award of Rs. 1,000/- for best performance in Managerial Economics.
- Amitabha Kar Memorial Award of Rs. 1,000/- for best performance in Welfare Economics.
- Mridula Kar Memorial Award of Rs. 1,000/- for best performance in Industrial Relations.
- Hiran Devi Dhanda Award of Rs. 500/- each for best performance in Marketing and in Organisational Behaviour.
- Blanche Shukla Award of Rs. 500/- each for best performance in Business Law and Company Law.
- Prof. M.C.Shukla Memorial award of Rs. 500 for best performance in Industrial Law.
- Col. H.S. Subba Rao Memorial Award of Rs. 500/- for best performance in Quantitative Techniques Area.
- Prof. S. S. Srivastava Memorial Award of Rs. 500/- for best performance of Corporate Information System Area.
- Prof. B. Bhandari Memorial Award of Rs. 500/- for best performance in Written Executive Communication Area.
- Col. B.N.Malhotra Memorial Award of Rs. 500/- for best performance in Manufacturing process.
- Prof. K.C.Dhanda Memorial Award of Rs. 500/- for best performance in Sales and Distribution.
- Mamta Memorial Award of Rs. 2,500/- for best performance in Introduction to Market Management (Intregrated Programme)
- Prof. P. C. Bagga Memorial Award of Rs. 5,000/- for the most passionate IIPMite of the batch.



Left: Mamta Nanda, one of the most loved students and the then faculty and administrative member of IIPM fraternity. Right: Students receiving various awards.



### Examination/Re-examination/Re-evaluation

Examinations are held at the end of each trimester. Periodic tests and quizzes are held to assess continually the achievement of students. Written examinations may be supplemented by oral tests, whenever necessary. Marks obtained by candidates will be sent to parents/guardians with remarks on general behaviour of the candidates.

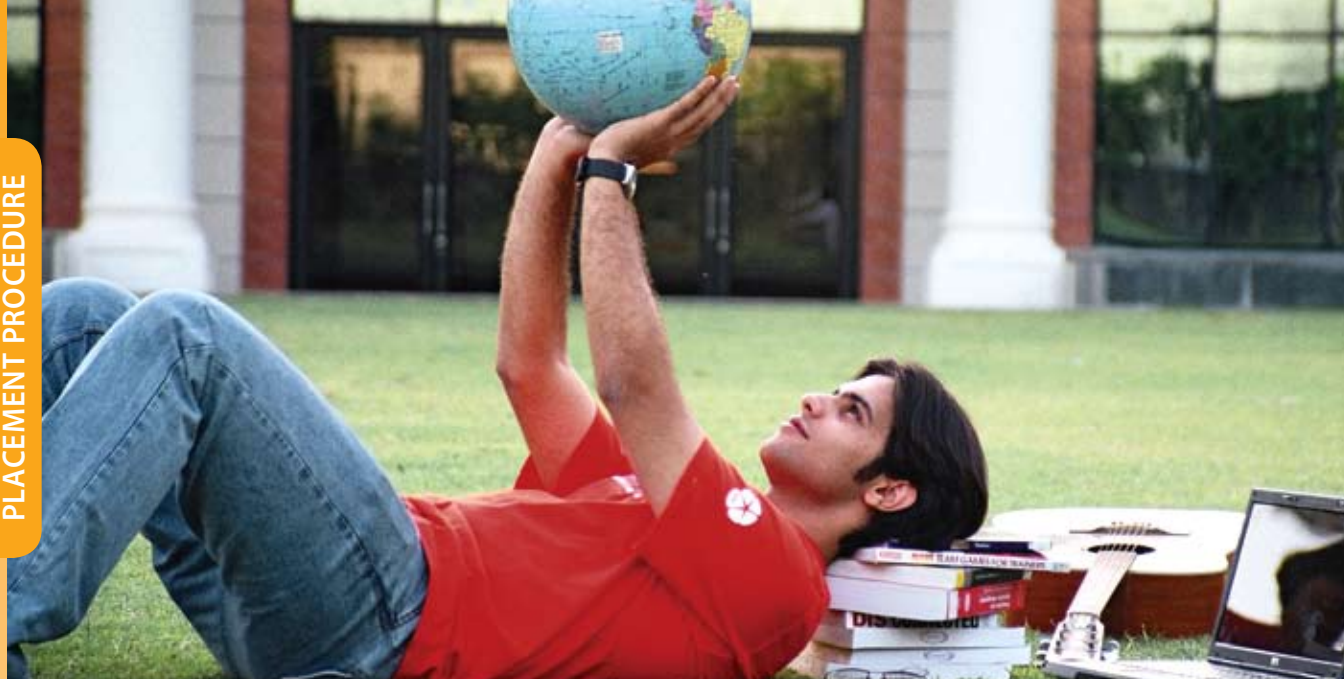
Course content of papers for re-examinations will be as per the latest syllabi followed at the Institute. Students will be given the opportunity for re-examinations (to be held one month after final examination) in the subjects they have failed or, if they so desire, to improve upon the marks already

obtained. A fee of Rs. 50/- per credit will be charged for all re-examinations.

Students who secure an average of 60% and above will be placed in the first class. A student who fails to secure an average of 50% and who does not pass in all the papers will only be awarded the trimester marksheet and not the certificate/testimonial.

To be eligible for such testimonials, one has to pass at least 100/120 credits inclusive of core subjects and has to acquire relevant experience (2/3 years) as an executive.





Each year, more than 700 companies come to campus to make presentations and to interview students. For the same purpose, IIPM has offices in Delhi as well as in Gurgaon, Mumbai, Bangalore, Chennai, Kolkata, Pune, Ahmedabad, Hyderabad, Toronto, London, Dubai & Singapore.

Last year too saw a record of more than 700 companies visiting the IIPM campus for placements (see **ALUMNI & PLACEMENTS** page for further details). All the eligible students who required placements got placed from the campus itself. It has been observed that more than 70% of each class usually accepts offers from companies that recruit on campus. Many students use IIPM resources to conduct networked job searches, targetting smaller companies, entrepreneurial ventures, and not-for-profit organisations.

The Institute's Strategic Management Group (SMG) assists eligible students in securing suitable jobs/trimester projects. For this purpose, the office keeps effective contacts with firms all over India, as well as globally maintaining and performing liaison work between possible employers and the Institute's students. **Students must, however, note that the Institute is a place for serious academic pursuit and not an agency to provide employment.** No fee is charged for the service and no binding obligation to find a job/trimester project for any student is accepted by the Institute.

Attractive stipends/scholarships are paid to students during

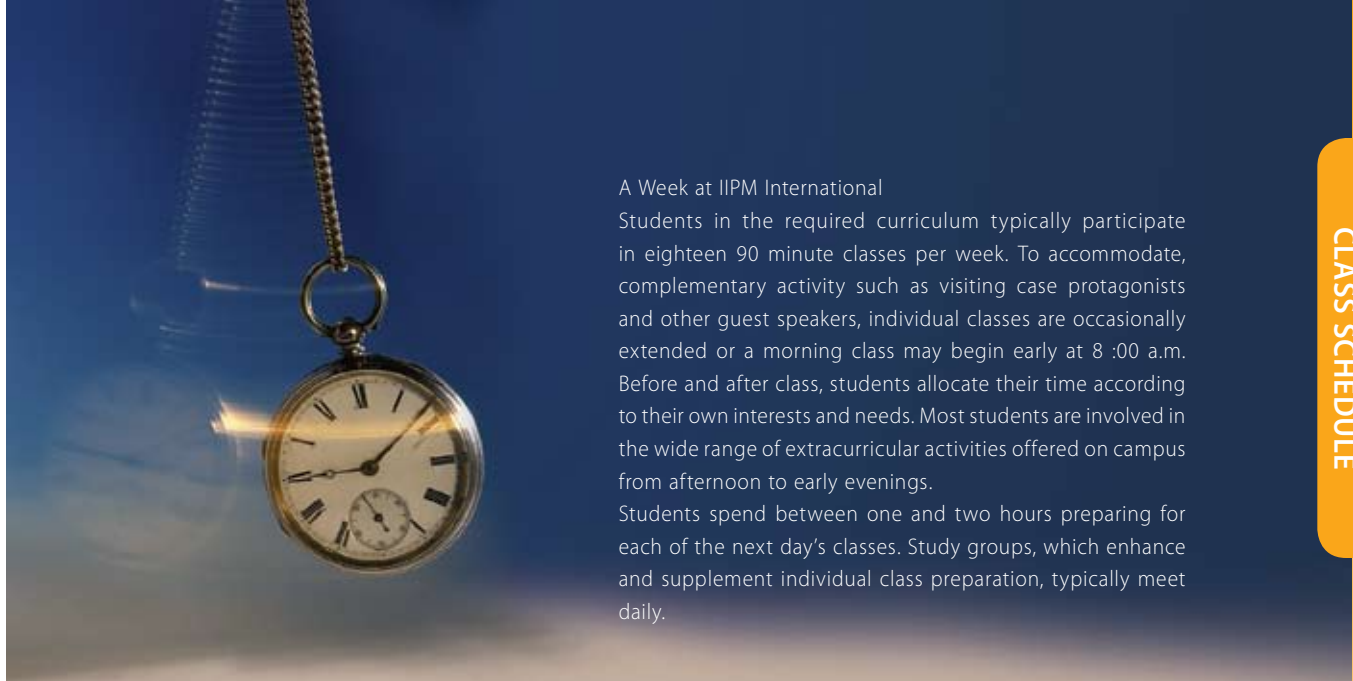
trimester projects. Depending on the recruitment policy of organisations, students are usually absorbed as Junior Executives in appropriate pay scales with allowances if their performance is found satisfactory during the period of trimester projects.

To be eligible for Trimester Project/Placement Service of the Institute, a student has to satisfy the following criteria : (a) he/she has to secure an average of 50% marks; (b) he/she has to obtain 55% marks in oral as well as in written executive communication; (c) he/she has to pass 90% of the papers examined; (d) he/she has to clear all fees due to the Institute; (e) he/she has to attend 80% of all classes.

Students failing to qualify for placement service/trimester projects or unsuccessful in obtaining trimester projects have to write project feasibility reports based on library research, market research and surveys.

#### **Job & Career Opportunity**

IIPM students complete the programme at a relatively younger age (21/23). After about 5/4 years' experience as Executives, their gross salary compares well with students of the same age (26/27) coming out of other national Institutes, which select mostly engineering graduates, many of them having 2/3 years' previous work experience. Students opting to become entrepreneurs afterwards are entitled to consultancy service of the Institute at a nominal cost throughout their active life.



A Week at IIPM International

Students in the required curriculum typically participate in eighteen 90 minute classes per week. To accommodate, complementary activity such as visiting case protagonists and other guest speakers, individual classes are occasionally extended or a morning class may begin early at 8 :00 a.m. Before and after class, students allocate their time according to their own interests and needs. Most students are involved in the wide range of extracurricular activities offered on campus from afternoon to early evenings.

Students spend between one and two hours preparing for each of the next day's classes. Study groups, which enhance and supplement individual class preparation, typically meet daily.

	Monday	Tuesday*	Wednesday	Thursday*	Friday
7:15 a.m.	← Study Group →				
8:00 a.m.					
8:30 a.m.	Class	Computers	Class Communication	Executive	Class
10:00 a.m.	Class	Computers	Class Communication	Executive	Class
11:30 a.m.	Class	Case Study Presentations	Class	Projects	Class
01:00 p.m.			← Lunch Break →		
01:30 p.m.	Class	Sports & Special Interest Activities	Class	Sports & Special Interest Activities	Class
03:00 p.m.	Class	Sports & Special Interest Activities	Class	Sports & Special Interest Activities	Guest Speaker Session
04:30 p.m.	← Club Meetings, Open Forums, Sports, Faculty - Students Open Sessions →				
06:00 p.m.	← Individual Class Preparation →				
09:00 p.m.	← Study Group →				

\*Small Group Classes  
\*\* Some classes begin at 8:30 a.m. while others begin at 1:30 p.m.



### **E-PAT: The Real Test of Aptitude in Entrepreneurship**

IIPM International's Admission test E-PAT (Entrepreneurship & Planning Admission Test) is based upon a written test, group discussion and interview. Unlike CAT, IIPM International's admission test E-PAT is based more on parameters pertaining to EQ (Emotional Quotient) and overall personality mapping since it has been globally observed that high IQ often takes a backseat to high EQ when it comes to Entrepreneurship, Management and dealing with human beings. Thus, the total scores of the written test, group discussion and personal interview are compiled together to compose the final score. Success in E-PAT is more likely to make you a better future leader than success in any other exam focused on IQ. E-PAT is conducted throughout India in more than 15 centres.

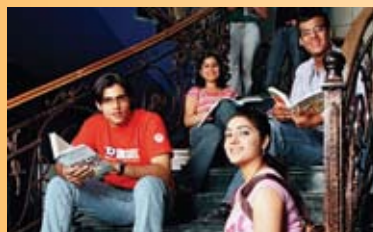
### **Full-Time Programme in Planning and Entrepreneurship**

Being an entrepreneurship course, the emphasis is on practical learning to improve entrepreneurial skills and not on formal

completion of any degrees or board examination. Though students may join after graduation, the minimum qualification for this programme is education till IXth standard. The minimum age for the programme participants is 20 years & above. IIPM considers mature students with or without formal qualification. Life experience and job experience through paid or voluntary work is considered.

### **3 Year Full Time Integrated Programme**

Being an entrepreneurship course, emphasis here too is on practical learning to improve entrepreneurial skills and not on formal completion of any degrees or board examination. Though students may join after 10+2, the minimum qualification for this programme is education till IXth standard. The minimum age for the programme participants is 17 years & above. IIPM considers mature students with or without formal qualification. Here too, life experience and job experience through paid or voluntary work is considered.





### Fee

First installment of tuition fee along with the admission fee and refundable caution deposit for library etc. must be paid at least six months before the beginning of the programme.

All other fees are to be paid in three more installments (due two, five and eight months after the beginning of the session). Provisionally admitted students are refunded fees only in the event of their failure in qualifying examination and if the result is known before 1st September. In all other cases, fees once paid are not refundable under any circumstances.

Annual (three trimesters) seat rent, annual establishment fee and refundable caution deposit must be paid along with the first installment of tuition fee etc. at the time of admission, if residential accommodation is required. Students are allowed to stay in the institute's accommodation up to a maximum duration of 3 trimesters. If they are required to vacate early, proportionate seat rent only is refunded.

Male students making their own arrangements after opting for the institute's accommodation will not be refunded seat rent etc.

### Mode of payment

All fees are to be paid by Bank Drafts payable at New Delhi. Cheques/Cash will not be accepted.

### Caution Deposit

Caution Deposits (including deposit for hostel) are refundable not earlier than three months after the withdrawal from the Institute.

### Fine for late payment

The institute reserves the right to impose a fine on late payments on defaulters after the due date in the following manner

- late by one week: Rs. 1,000/-
- late by two weeks: Rs. 2,500/-
- late by three weeks: Rs. 5,000/-
- late by four weeks: Rs. 10,000/-

Thereafter, the student's name will be removed from the register of the institute and parents/guardians will be informed about it with a request to remove the ward from the Institute.

Re-admission may be considered only on request from parents/guardians and after payment of fines and re-admission fee.

No application for waiving fine for late payment/re-admission fee will be entertained under any circumstances.

**Note :** For details of fees refer to the attached fees sheet.



The Institute has been started by the Planman Consulting Group as an independent private institution. The Institute is neither affiliated to any University nor has sought de-jure recognition for its Academic Programmes from any statutory body. **Hence, the Institute is an academically independent & self-financed autonomous body. Acceptance/Recognition (de-facto) of the Institute's academic programme is indicated by the list of companies which have so far offered placement/Summer/Trimester projects to IIPM students.** The Institute is known for its unique programmes in Planning and Entrepreneurship and the placements its students get and the kind of research work it does, is the tremendous market recognition that IIPM International is proud of.

IIPM International conducts its own programme in Planning & Entrepreneurship (a non professional course). Because of inclusion of subjects related to National Economic Planning / International Planning and our effort to integrate them with various functions of an entrepreneur (who has to lead a team of executives specialized in diverse fields), our two-year programme's de-jure recognition as equivalent to any degree is superfluous for any judgement on academic standing of the Institute. **Students, who are concerned about statutory recognition, need not apply for the programme.** The Institute reserves the right to emphasise this difference in approach and maintain its academic independence.

The Institute reserves the right to change the requirement for admission, graduation, content of courses, fees charged or to make any other suitable modification should these be deemed necessary in the interest of the Institute. All disputes are to be settled in Delhi Courts only.

The Institute also reserves the right to drop any programme on account of administrative and other constraints. If a course is dropped before commencement of the programme, students will be refunded all fees paid by them. If a course is dropped in the middle of the programme due to circumstances beyond the control of the Institute, students will be refunded (after

one year) fees paid in advance for the remaining part of the programme. If a course is however, dropped in the middle of the programme due to students' agitation, etc. fees paid by the students will not be refunded.

The Institute will, however, try to help innocent students to complete interrelated courses (equivalent to at least 66 credits) through correspondence material (and, if possible, through occasional contact programmes) in order to avoid disturbance of academic atmosphere by unwanted elements. Any concession achieved from the management under coercion will not be regarded as binding on the Institute.



"It is my pleasure and privilege to state that I have been associated with The Indian Institute of Planning and Management (IIPM) since its inception. I have myself grown with the Institute, as a teacher, as a friend and philosopher to Prof. Chaudhuri and various batches of students over the years since 1973. Based on my long association with IIPM, I state that the courses taught at the Institute cover not only regular MBA curriculum, but also additional inputs of Economics with special emphasis on macro level planning and National Economic Management, which have bearing on corporate management... At the current state of environment, when we talk about global business management, students are thus exposed to a variety of subjects in greater detail. In view of this. I have no hesitation in admitting that the IIPM course is superior to any regular Post Graduate Diploma/Degree Course exclusively focussed on just MBA curriculum."

**Dr. M. Adhikari, 6th of March 1995 (when he was Dean, Faculty of Management Studies, University of Delhi)**

"...IIPM covers all the subjects normally taught in MBA course in addition to 31 credits course in Economics... the IIPM programme in Planning and Management is considered superior to standard MBA courses."

**Dr. P.K.Jain, 20th of August 1995 (when he was the Head, Department of Management Studies, Indian Institute of Technology, Delhi)**

"...The course content of the Planning and Management Programme of The Indian Institute of Planning and Management covers all the subjects taught in MBA course in the Indian



Universities. In addition, the course content of IIPM included 16 and above credit courses to integrate the management programme with specialization in National Economic Planning. I have no hesitation to say that IIPM's two year programme in Planning and Management is superior to standard MBA courses..."

**Dr. N.R.Chatterjee, 10th of July 1980 (when he was Dean, Faculty of Management Studies, University of Delhi)**

"The course content of the Planning and Management Programme of IIPM covers all the subjects normally taught in MBA courses, in addition to a 32 credit course in economics to integrate the programme with specialization in National Economic Planning... The IIPM programme in Planning and Management may be considered superior to standard MBA courses..."

**Dr. Utpal K. Banerjee, 12th November 1996 (Renowned Consultant and Advisor on Information Technology and Ex-Advisor to A.I.C.T.E.).**



Shri. Gurcharan Das, Shri. Bibek Debroy and Former Prime Minister Shri. I.K.Gujral, Shri. Vasant Sathe & Shri. Manmohan Singh (who became the Prime Minister of India in '04) during a seminar organised by IIPM in association with FINCUN



# THE GURU WITH THE PONYTAIL

He's 29 and dives his own BMW. He's the boss of the corporate world. **Possess God, meets management** **vishal Arindam Chaudhuri**



Arindam Chaudhuri is a 29-year-old MBA graduate who has become a sought-after management consultant. He is the founder of Planning and Management (P&M), a management consulting firm. He is also a frequent speaker at various management conferences and seminars. He is known for his practical approach to management and his ability to connect with students and professionals alike.



Arindam Chaudhuri, left, addresses management workshops (clockwise) for the CEOs and presidents of the corporate world. He is seen interacting with various industry leaders, providing insights and advice on management practices. His sessions are highly interactive and focus on real-world challenges faced by corporate executives.

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Being totally focussed on academics and research, IIPM has constantly made news due to the right reasons. More than one thousand articles on IIPM/ quoting IIPM have come out in the print media and faculty of IIPM have made hundreds of appearances in the electronic media. Every year the Director of IIPM Dr. M. K. Chaudhuri presents budget alternatives before the actual budget is declared. IIPMs original research work has been time and again quoted in various articles. Rarely an article on management education/ magement consulting comes out in the media which does not quote the Dean of IIPM, Prof. Arindam Chaudhuri ! He has been a columnist with various newspapers and magazines including The Hindustan Times apart from regularly contributing for The Times of India as well. He is regularly invited to participate in various programmes in the electronic media and has been featured in programmes like Movers & Shakers. His views on the budget every year are exclusively telecast on ZEE NEWS on the day before the

## IIPM talk focusses on IT in knowledge management



Arindam Chaudhuri, Dean of IIPM, addressed a seminar on 'IT in Knowledge Management'. He discussed the importance of integrating IT into organizational processes to enhance knowledge management. He highlighted the role of IT in creating a knowledge-rich environment and the challenges associated with it.

## Back to the future

Arindam Chaudhuri's workshop on 'Theory T Management' drew parallels with history to illustrate the ideas of a true Indian leader. The workshop focused on the principles of 'T-Management' and how they can be applied in the Indian context. Chaudhuri emphasized the importance of leadership and management in driving organizational success.

## RECRUITERS LINE-UP AT IIPM

Over 60 blue chip corporate firms visited the Indian Institute of Planning and Management (IIPM) for undertaking campus recruitment this year. Some of the prominent recruiters were PricewaterhouseCoopers, Electrolux, LG, Hyundai, Escorts, NIT, Panacea Biotech, Godrej Appliances, HSBC, GE Capital, Coke, ITC Wills Sport, Asian Paints, JM Morgan Stanley, Agram Convergence, STG, ICICI-Prudential, and Alliance Capital among others. Around 20 per cent of the companies that visited the campus were first time recruiters. IIPM has traditionally been strong in marketing and this was reflected in the fact that it accounted for another 55 per cent of the jobs offered.

## A Belgian connection

IIPM has tied up with IIM to offer a unique global MBA. The program is designed to provide students with a global perspective and is highly interactive. It focuses on developing leadership and management skills in a global context. The program is a joint venture between IIPM and IIM, offering students a unique learning experience.

## Rewriting the theory of success, India's way

Arindam Chaudhuri's workshop on 'Theory T Management' drew parallels with history to illustrate the ideas of a true Indian leader. The workshop focused on the principles of 'T-Management' and how they can be applied in the Indian context. Chaudhuri emphasized the importance of leadership and management in driving organizational success.

## 'If you think you can, you are right'

Arindam Chaudhuri's workshop on 'Theory T Management' drew parallels with history to illustrate the ideas of a true Indian leader. The workshop focused on the principles of 'T-Management' and how they can be applied in the Indian context. Chaudhuri emphasized the importance of leadership and management in driving organizational success.

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## To Europe and back

UPENDRA TANONKA catches with F. A. Sanjeev, Dean of Indian Institute of Planning and Management who / that things don't look very bright / indigenous industry... Arindam Chaudhuri, Dean of IIPM, discussed the challenges faced by the indigenous industry in India. He highlighted the need for government support and the importance of innovation and entrepreneurship in driving the growth of the industry.

## THE ECONOMIC TIMES NEW DELHI

Arindam Chaudhuri's workshop on 'Theory T Management' drew parallels with history to illustrate the ideas of a true Indian leader. The workshop focused on the principles of 'T-Management' and how they can be applied in the Indian context. Chaudhuri emphasized the importance of leadership and management in driving organizational success.

## THE LEARNING CURVE

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**IIPM TOWER, NEW DELHI**

IIPM International Delhi is the largest management centre in the country with the highest intake of students every academic year.

IIPM Delhi has been separately ranked ahead of many of the IIMs on several criteria, by various business and current affairs magazines, time and again. It has three academic campuses within the city, which individually, are architectural wonders.

The faculties at the institute comprises experienced individuals from the world of academics and business. They bring with them real life case studies of their experience, enlightening all the attendees. The institute is also known for the lighter side of student life, which provides the best of sporting, recreational and relaxation facilities.



Prof. A. Sandeep  
Dean, All India



Dean Academics, All India  
Prof. Praseon Majumdar

### **Infrastructure:**

IIPM International in Delhi provides students with over 150,000 sq. ft. of built-up infrastructure. It operates from two facilities, one in Saket and one in Mehrauli. The IIPM International Campus at Satbari in South Delhi is the institute's third campus in the city. Spread across acres of lush green, this campus draws resemblance to any European campus, which provides a perfect



setting for academic pursuit in the laps of nature, away from the hustle and bustle of the city. The landscaped greens all around add to the beauty and serenity of the campus.

All the IIPM International campuses are Wi-Fi enabled, allowing students free access to the World Wide Web or data servers from any corner of their campuses. With over 30 fully air-conditioned classrooms, all equipped with the latest A/V equipments, IIPM Delhi by far outnumbers any other business school in the country in terms of total number of classroom space offered.

All the campuses have specially designed auditoriums with the best of acoustics, which can accommodate up to 500 students, conference halls for business presentations and group discussions, recreation centres to rejuvenate oneself and spacious canteens that offer the finest dining experience at a subsidized rate. In the 3 campuses combined, there are 5 computer dromes and two spacious libraries covering over a lakh titles from the world of business and management, apart from over 50 different journals and magazines from the world over. IIPM International libraries also have an online indexing and title search facility, enabling students to locate a specific title and its availability, thereby speeding up the search process.

Additionally, the International Campus offers separate sporting facilities in the form of Billiards, Swimming, Golf, Lawn Tennis, Table Tennis, Volleyball, Badminton, Cricket amongst many indoor games like Chess, Carrom, table soccer, etc.





## IIPM NEW DELHI CAMPUS

### Faculty

Faculty at IIPM International in Delhi constitutes a heady mix of youth and experience. With over 75 visiting faculty members and over 100 permanent teaching staffs, the Delhi centre boasts of a strong faculty team, rarely seen in any other management school in the country. The visiting faculties at IIPM International on an average, possess around 20 years of academic experience in established institutions all over the country. Many of them also bring along a first-hand practical experience of 20-30 years in various organizations, thereby enabling them to communicate to the students their own experience in their field of discussion.

Most of the faculty members at IIPM International regularly contribute to the exploration and dissemination of knowledge through various national and international forums in the form of lecture sessions, training workshops and round-tables. At the same point of time, they have also expanded their intellectual horizon by contributing in various forms of print media – newspapers, magazines and journals, on various issue based topics, close to their heart. Faculties at IIPM International in Delhi also engage in numerous consulting assignments of national and international importance. From the formulation of an Alternate Budget every year to providing consultations





to the Planning Commission, from representing FICCI for the development of the entertainment industry to assisting World Bank the right way to fund developmental projects in the country, faculty at IIPM International have been associated with considerably many other projects. During all these projects, IIPM students are also recruited to assist the accumulation

and assimilation of the right data.

The student-faculty relationship at IIPM reaches a new pinnacle beyond the classroom, when they get together in organising key events at the institute, rivalling each other in sports meets or grooving and jiving together at rock shows.

## Faculty list

A J C Bose - M. Phil(Economics)  
 A.K.Sengupta - FDP from UCLA  
 A.Kanda - M.E., Ph.D.  
 A.P. Goyal - Msc.(Stats.),MA(Eco.),Mphil.  
 A.S. Sharma - M.Tech.  
 MNVVK Chaitanya - MBA  
 A.Sandeep - M.Com. P.G.D.M.(IIM-C) ;  
 A.F.I.I.P.M. **(Dean-All India)**  
 Aanchal Gupta - MBA

Abhimanyu Ghosh - P.G.D.M., ;  
 A.F.I.I.P.M. **(Dean - Centre for Marketing Management)**  
 Abhimanyu Rai - MBA  
 Abijit Joshi - MBA  
 Ajay V Narula - PGD(Logistics)  
 Alok Kastia - MBA-USA, CA  
 Alok Kumar - MBA  
 Amar Cheema - MBA

Amar Pal Singh - MBA  
 Amim Ahmed - MBA  
 Amit Bagga - PHD(Commerce), FCA,  
 AICWA, CA, M.Com  
 Amit Saxena - M.B.A. **(Dean - Administration, Delhi)**  
 Amit Sood - MBA  
 Amita Tondon - BA, BED  
 Anil Sarin - Ph.D





Aniruddha Banerjee - MBA  
 Anirudh Sharma - P.G.D.P.M.; A.F.I.I.P.M.  
**(Dean -Centre for Mentorship, All India)**  
 Ankit Jhamb - MBA  
 Anu Gulmohar - MBA  
 Anubhav Saxena - MBA  
 Anuj Ahuja - MBA(IIM B.),Mtec.(IIT Delhi),Btec.  
 Aparna Jain - MBA  
 Arindam Chaudhuri - H.D.I.E., P.G.D.P.M., M.A.(Econ.), F.I.I.P.M. **(Dean, Centre for Economic Research & Advanced Studies)**  
 Arjun Bhimwal - MBA  
 Arnab Dam - P.G.D.P.M.; A.F.I.I.P.M.  
 Arundhati Banerji - M.A.(Econ.), P.G.D.P.M.; A.F.I.I.P.M. **(Dean Administration, IIPM)**  
 Ashok Kumar - M.A., Ph.D.  
 Ashok Malhotra - Fellow Chartered Accountant  
 Asif Ahmed - MBA  
 Attam Prakash - Masters in Economics, Degree in Law  
 B.K.Dhup - MBA,M.Tec.,diploma in Labour Laws  
 B.P. Bandopadhyay - M.E., Ph.D.  
 B.R. Seth - M.A., Ph.D.  
 Bindra Prasad - M.Com., Ph.D.  
 Bipul Singh - MBA  
 Brinda Balakrishnan - M.Phil.,Pursuing Ph.D.  
 C.S.Sharma - Ph.D (Commerce), MSC.

(econometrics)  
 Chanda Mehra - MBA  
 Chhaya Chauhan - MBA  
 Deepak Tandon - MBA  
 Devdeep Singh - MBA  
 Dhruv Khanna - MBA  
 Dimple Gupta - MBA- Mumbai(MMS)  
 Dr. Swaroop - MDPA-IIPA, PHD- Management  
 G.K. Kapoor - M.Com., Ph.D.  
 G.S. Sekhon - M.E., Ph.D.  
 Gaurav Sachdeo - MBA  
 Gaurav Thapar - MBA  
 Gopika Kumar - B.Com,M.Com,NET  
 Gyanendra Kumar Kashyap - Hari Parmeshwar - MBL(NLSUI,Bangalore), PGDM (HR,XLRI),B.Com.(Hons.)SRCC  
 Harinder Bawa - MBA- Indore Univ.  
 Harpal Singh - B.Com, M.Com, LLB, DLL-Supreme Court  
 Harshita Singh - MBA  
 Indranil Das - B.E., MBA (NUS)  
**(Dean- International Alliances)**  
 J.M. Mahajan - M.E., Ph.D.  
 Jayant Bose - PGD(IIM Kolkata)  
 Jayapriya - BCS,M.Com.,Pursuing Ph.D.  
 Jaydip Dutta Gupta - P.G.D.M., ; A.F.I.I.P.M. **(Dean - Academics, Delhi)**  
 Jitin Kumar Chaudhari - MBA  
 K K Nigam - MBA  
 K.C. Kapur - B.E.  
 K.K.Srivastava - MBA  
 K.P.Ramakrishnan - LLB,CAIIB

Kanchan Kumar Das -  
 Kanika Pasricha - MBA  
 Kaushal Mishra - MBA  
 Kiran Bhatia - MBA **(Dean Admissions, Delhi)**  
 L. Raghavan Iyer - MS in Management  
 M. K. Chaudhuri - M.Sc., Ph. D., D.Sc. **(Founder Director IIPM)**  
 M.C. Kapoor - M.Com., Ph.D.  
 Madhu Bahl - BE (Electronics and Telecommunications)  
 Madhusudan Chauhan -  
 Malabika Chatterjee - PGD in PM&IR  
 Maninder Singh - BE.,MBA  
 Manjeer Gupta - BSE -Computer, MBA  
 Manjira Sinha - MBA  
 Mansi Ghosh - MBA  
 Mashkur zafar - B.Tec, MBA,Pursuing Ph.D.  
 Mohit Dubey - MBA  
 Monika Gupta - M.Com., AICWA  
 Mridu Singh Jhala - MBA  
 N.K. Gupta - M.Com., M.Phil., Ph.D.  
 N.K. Kalra - M. Com., Ph.D.  
 Namita Chetri - P.G.D.M.; A.F.I.I.P.M.  
 Naved Yusufzai - MBA  
 Naveen Chamoli - M.A.(Econ.), P.G.D.P.M. **(Dean - Centre for Leadership & Strategy)**  
 Neeta Tripathi - MA-French, M.Phil-French. **(HOD - GOTA)**  
 Neetu Nirjal - B.Com, M.Com, LLB  
 Nitin Ralhan - MBA  
 Nomita Kapoor - Masters in Economics





P.K. Jain - M.Com., Ph.D.  
 P.K. Katiyal - MBA  
 Pathikrit Payne - MBA  
 Prashanto Banerji - P.G.D.P.M.; A.F.I.I.P.M.  
**(Dean, Centre for Undergraduate Studies - Delhi)**  
 Prasoon Majumdar - P.G.D.P.M.; A.F.I.I.P.M. **(Dean- Academics, All India)**  
 Puja Katara - MBA  
 R K Singh - M.Com, M.Phil  
 R.C.Ashra - M.Com.,LLB,M.Phil  
 R.K. Pandey - M. Com., Ph.D.  
 Radha Gupta - Fellow Chartered Accountant  
 Rahul Chaudhary - MBA  
 Raj Lakshmi - MBA  
 Rajat Shukul - MBA **(Dean - Placement All India)**  
 Rajeev Talwar - MBA IMT Ghaziabad  
 Rajendra Prasad - MBA  
 Rajita Chaudhuri - H.D.I.E., P.G.D.P.M., M.A.(Econ.), A.F.I.I.P.M. **(Dean, Centre for Undergraduate Studies and Executive Communications - All India)**  
 Rakesh Malhotra - P.G.D.P.M.; A.F.I.I.P.M. **(Dean-Placements, Global)**  
 Raman Deep Choudhary - MBA  
 Ranjan Paul - MBA,B.Com.  
 Ratna Chaudhuri - M.A., B.Ed., P.G.D.P.M.; A.F.I.I.P.M. **(Registrar, IIPM)**  
 Rohit Manchanda - P.G.D.P.M.; A.F.I.I.P.M. **(Dean - Centre for HRD, Delhi)**

Rohit Sharma - MBA **(Associate Dean International Placements, All India)**  
 Ruby Rabinder Singh Johar - MBA  
 Ruddar Dutt - M.A., Ph.D.  
 S K Gupta - ME(Hons.) IIT Roorkee  
 S. Chaudhuri - M.A., P.G.D.P.M. (FMS), LL.B  
 S.Hajra - M.A.; F.I.I.P.M.  
 S.K. Khandelwal - M.Com., Ph.D.  
 S.K.Moitra - MA economics, DRM  
 S.Kaimal - MBA  
 S.N.Ghosh - FCS,ACIS(U.K),AICWA,LLB  
 S.Nag - MA (Natural Sciences)  
 S.Sampat - M.Com., F.C.A.  
 Sandeep Ghosh **(Dean, Academics Gurgaon)**  
 Sachin Katityar - MBA  
 Sanjana Sapra - MBA  
 Saroj Kaushal - MA (Psychology)  
 Satish Kumar - MBA(Stanford University),MA(Sociology)  
 Saurabh Jain - MBA  
 Seema Dogra - M.Com.,M.Phil.  
 Shikha Singh - Masters in Computer Management  
 Shimonti Paul - MCA- Merut  
 Shivalee Kaushik - MBA  
 Shyam Sunder - M.Com., M.Phil.  
 Siddharth Nambiar - MBA  
 Simrat Gulati - MBA- Ignou, Master in Mass Comm  
 Sourav Chatterjee - P.G.D.P.M. **(Dean, Centre for Planning & Entrepreneurship, Delhi)**

Steven Philip Warner - MBA  
 Subroto Ganguly - MBA  
 Sudhir Saxena - Diploma in Export and International marketing  
 Sudip Kumar Ganguly - MBA  
 Sumanta Sarmah **(Dean, Administration Gurgaon)**  
 Sumit Choudhary - MSW Diploma in T&D, LLB, Diploma in Personnel Managen - MBA  
 Supriya Mitra Majumdar - MBA  
 Susheela Chamoli - MBA  
 Swapan Dasgupta - MS from BITS Pilani  
 Swati Hora - MBA  
 T.K. Nagpal - M.Com., Ph.D.  
 Tanaya Bose - MBA  
 Tannu Aneja - MBA  
 U.C.Tiwari - B.E.  
 V.K. Batra - M. Com., Ph.D.  
 V.K. Chopra - M.B.A., Ph.D.  
 Vandana narula - MBA  
 Vareen Ray - MBA  
 Veena Kumar - MBA  
 Vigya Garg - PhD.in OB,MA(Psycho.)  
 Vipul Talwar - MBA  
 Viraj Kalra - MBA **(Dean, Centre for Executive Communications, Delhi)**  
 Virat Bahri - MBA  
 Vishal Mehra - MBA  
 Vishal Salgotra - MBA  
 Zubair Ahmed Salroo - MBA

*This is a partial list of faculty members. The list is indicative of the exceptionally talented and nationally renowned experts who have been associated with IIPM*





## IIPM MUMBAI

Situated in the quaint suburb of Bandra and Khar, the IIPM International Centers in Mumbai are at the heart of Mumbai's bustling activity. The Mumbai chapter of IIPM, started in 2002 by Planman, helmed the growth of IIPM across the country.

The academic focus of IIPM International Mumbai draws its strength from IIPM's core belief - 'What we teach today, others adopt tomorrow'. In accordance with this belief, the IIPM International Mumbai faculty are not only great academicians but are also forerunners from the industry, ensuring students not only get principle based learning, but are also exposed to practical industry experience. This learning is further coupled with regular Workshops and Out Door Training Programs conducted by strategic heads of various business houses. The students are also given a wide range of practical exposure through guest lecture sessions, seminars, industry visits, live projects, industry research and summer training with leading corporate houses.



Dean Administration All India  
Prof. Shouvik Dutta

### Infrastructure

The IIPM International Mumbai campuses are designed to support the wide array of initiatives and activities undertaken by the institute. The eight storey campus situated in Bandra is completely wi-fi enabled, ensuring students have constant access to online information and current news across the globe. The building also houses a computer drome, conference room and a cozy canteen on the ground floor. The library encompasses more than 8,000 books on management and other titles. The second spanking-new seven floor tower located in Khar has a roof top swimming pool, and a grand library spread across the entire floor. The building also has a game floor with table tennis, carom and snooker and pool facilities. This building is also Wi-Fi enabled, giving students internet access throughout the campus. The swanky cafeteria located in the basement is a great outlet for the students to recharge their energy while debating and ideating on the global economy.

### Faculty

Faculty forms the core of IIPM International's pursuit in ensuring our students receive the best management education in the country. The faculty of IIPM Mumbai consists of a perfect blend of academic scholars and industry leaders to ensure that students get the best of theory and practical based education.



## Faculty list

A.K.Majumdar - MA-(Eng Literature, Sociology, Public Administration) Master Industrial Relation & Personnel Mgmt, DBM, LLB  
 Abhik Mukherjee - B.Sc. Hon, PGDPE  
 Anant Amdekar - B.COM, LLB, ACS  
 Anita Mandrekar - MA (Economics), DBM  
 Anu Dalal - B.Com, PGDPE  
 Anup Munshi - B-Pharm, DMS  
 Anupama Nerurkar  
 B.K. Mukherjee - BE (Chemical), DMS, PHD  
 C.M. lakshmanan - B.Com, CAIIB,  
 CD Shreedaran - MA (Economics), BSc. Math, CAIIB,  
 Chetna Vasisth - BA. MBA  
 Chitra Munshi - B.Sc, MA (Psychology), M.Phil (Psychology)  
 David Selvanathan - MBA, Masters Degree (Law and Social Work)  
 Deepak Shah - PGDM, AFIIPM  
 Girish Hisaria - B.Com, MBA  
 Hansel Dsouza - MMM, PGDM  
 Indu Niranjana - M.Com, Diploma in Management Accounting, PGD-Industrial Management, Masters Finance and Management  
 K.V. Ganapathi - B.A. (Economics). PGPM  
 L.N.Chopde - M-COM PGDM Business Management, Master (Philosophy, Accounts and Finance)  
 Lesille Rebello - B.Sc, LLB PGDM

M.D.Madlani - M Com (Marketing)  
 M.P.Rege - BA Hon's, MASSEX, IES (Retd)  
 Madhusudan Sohani - MSC, MBA, PGDM  
 M.A.Ganachari - M.Com, Diploma Management Accounts, PGD (Industrial Management), Masters Finance & Management  
 Meena Dsouza - PGD (PR), B.Sc -Chemistry  
 Meghna Thakur - Master Clinical Psychology, DHRM, N.E.T  
 Melissa Pinto - HDPE, PGDPE. **(Asst. Dean, Academics, Mumbai)**  
 Mohina Kulkarni - M.Com, ACS, ICWA  
 N Muthuram - MBA  
 Nandita Roy - PHD (English Literature)  
 Nikhil Rao - B.E, MMS (Marketing)  
 Nilesh Vedi - BE (Chemical), PGDPE  
 Pallavi Rege - M.Sc. (Stats, Research Social Sciences)  
 Payal Ashar - B.Com, MBA  
 Prabuddh Banerjee - M.Sc, MMM, PGDM (Advt.), PGDM (Journ.)  
 Pracena Varghese - B.Com, MBA  
 Priya Kenkre - DHMCTA, BA. Hon's, MMS, PGDM  
 R.C.M.Pendyala - BCOM, MBA, AICWA  
 R.P.Singh - BE-(Mechanical), MAM  
 Rajesh Arora - PHD, MMM, Trainer for society of HRM  
 Rohini Kelkar - MA (Economics)  
 S Sengupta - BSC, BBM, MIMA  
 S.Krishnamurthy - BSC& SCA

Sandeep Chopde - BSC, PGDBA, MA, M.Phil  
 Sangeeta Pandit - B.Com, CA  
 SD Vora - M.Com, DMS, M.Phil  
 Shouvik Dutta - BA. PGDM, AFIIPM **(Dean, Administration All India)**  
 Smita Vijay Kumar - B Com, DSS, MBA, CAIIB  
 Sonal Pandey - BBA, MBA **(Dean, Centre for Mentorship, Mumbai)**  
 Souvik Banerjee - B.Com Hon, PGDPE **(Dean, Placements Mumbai)**  
 Souvik Roy - B.Com Hon (Accounts), PGDPE  
 Subho Shekhar Bhattacharya - PGDPM, AFIIPM, **(Dean, Centre for Planning & Entrepreneurship, IIPM)**  
 Sudhir Karambelkar - B.Com FCA, GRAD, CWA,  
 V Chandrashekhar - B. Sc, LLB, ACS, DBM  
 Venkat Krishna Iyer - MFC, DCM, DORM, MPhil  
 Viplav Kambli - B.Com MCA, MSC, PGDIT,



Shri Sanjay Nirupam at an IIPM - 4Ps event in Mumbai





## IIPM AHMEDABAD

IIPM International's centre in Ahmedabad is one of the youngest centres amongst all the IIPMs. It was set up in the year 2004 by Planman. Being a part of the IIPM family of institutions, which have earned nationwide reputation for academic excellence, IIPM International in Ahmedabad strives hard to maintain international standards in all of its academic endeavors.



Dean : Prof. Dipankar Sarkar

IIPM in Ahmedabad is highly credited by the academic fraternity for its strong corporate outlook and starkly different academic curriculum. The institute draws its strength from its focused approach in various economic subjects as a core curriculum in management, which is ignored by many of the management institutes today. It has also shown a new dream to the students – a dream to think big. This has simultaneously made students join the institute as they have also realised the fact that they need to develop employable skills to get ahead in their careers. The institute is located in the heart of the city, off C G Road, which is easily accessible by one and all. The distinct blue glass IIPM Tower is visible from quite a distance.

### Infrastructure:

IIPM International in Ahmedabad operates out of its 5 floor IIPM Tower – a landmark structure by all definitions, which provides around 20,000 sq. ft. of built up infrastructure, comparable to any of the IIPM Towers around the country. The basement of the IIPM Tower has the cafeteria and the recreation zone for the students. The classes and other academic centres are spread across in the top four floors of the building while the administrative block is in the ground floor. The entire tower is Wi-Fi enabled, making internet access easy for the students from any corner of the campus. The computer drome, conference room with latest presentation gizmos, well stocked library with over 10,000 management titles are amongst other facilities available.

IIPM believes that an energized body can recharge the mind to think beyond the obvious. Hence, it has enough arrangements to boost the spirits of the students through its recreation centre in the basement. Sipping through hot chocolate milk from the cafeteria, the students can either gather around a game of checkers or chess or unwind themselves over a game of pool or table-tennis. There are some more indoor games available at the centre for student recreation.



## Faculty:

Faculty forms the core of any institute's growth. Great teachers can lead their students to achieving greater goals. And IIPM International, Ahmedabad, takes this attitude to a benchmark high by choosing world class teachers for their students.

## Faculty list

A.B.Raju - B.Tech (mech), PGDRM-IRMA  
Amit Saraswat - B.E. (Elect) IIT Roorke,  
MBA Marketing  
Anjali Gokhru - M.A.Economics, MBA  
Finance  
Arun Verghese - B.SC (IT), PGDPE  
Arvind Rajshekar - BA (English  
Literature) and Post Graduate Diploma  
In Management Consultancy  
Asit Acharya - MBA(Finance),  
LLM(Criminology),LLB (Taxation),  
C.A.I.I.B, DoT, B.Com  
B. R. Narielwala - B.E Mechanical  
Bharati Bindrani - M.COM  
Catherine Christian - B.COM, PGDPE  
Dipankar Sarkar - B.Pharm, PGDPM,  
**(Dean - Academics, Ahmedabad)**  
Diti Vyas - MPhil (Eng Literature)  
Gaurang Gandhi - LLM,LLB,B.com  
Himanshu Vaidya - BE Mechanical,  
MBA Marketing  
Kaushik Das - M.COM, PGDPE  
Kaustubh Mishra - PGDM, IIM  
Lucknow,B.Sc Biology  
Leena Dey - B.COM, PGDPE  
M.J.Singh - MBA

Manishkumar .B.Thaker - Phd., M.Sc  
Stats  
Mayank Joshipura - PhD in Mgmt, MBA  
FINANCE BE, Diploma in Taxation and  
LAW  
Minal Joshi - M.Phil statistics, M.sc  
Statistics  
Mini Mathur - Phd., MBA  
Naishadh Prahaladrai Mankad -  
M.Com, LLB, Certified Associate of  
Indian Institute of Bankers(CAIIIB)  
Nandini .N.Bhatt - B.A English,  
French,Diploma in Personal  
Secretaryship  
Nasheman Bandoorkwala -  
MA.Economics  
Neha Patel - MBA, B.Com  
Pabitra Ranjan Chakravorty - B.E  
(Mechanical), PGDPE  
Paresh P. Shah - M.Com. LLB, DBM,  
PhD (Finance)  
Pradip Desai - Phd, IIFT, B.E  
(M.S.University), LLB  
Pramod Yadav - Fellow programme in  
Management in Public Systems - IIM  
Ahmedabad, B.E. Civil Engg

Rakesh Bhavsar - B. Pharma, MBA  
Robin Thomas - B.A, Economics,PGDPE  
Sandeep Mishra - MCA,B.Sc  
Sanjay Chakraborty - M.Sc(Business  
Administration), PGDMM, PG Diploma  
in Export Marketing Mgmt.  
Snehal B Desai - B. Tech from CEPT,  
Ahmedabad, MBA (Finance)  
Soumya Deb Hazra - B.E (Electronics  
and Communication), PGDPE  
Sudhir Yadav - B.E (Civil),  
MBA(Marketing), IIFT, LLB  
Tarak Shah - B.COM, PGDPE  
Tejpal Sheth - ACS, Ahmedabad,  
General course in Intellectual Property  
Right of WIPO - Switzerland  
Uma Kant Srivastava - Ph.D.  
Economics), Post - Doctoral  
(Agricultural Economics)  
Usha Venkatesan - M.A Economics  
Vasudha Tummala - Ph.D.,  
Mathematics  
Vibhuti Bankim Bhatt - MBA,BSc





## IIPM BANGALORE



Dean (Administration)  
Prof. R. Jayachandran



Dean (Academics & All India  
Student Affairs)  
Prof. Vikram Tanwar

IIPM Bangalore was started in 2003 by Planman. This was the institute's first centre in the Southern part of the country, outside Delhi and Mumbai. Within a short span of time, the centre has grown from strength to strength and has received rave reviews from both student and corporate communities as a centre of excellence for management research and entrepreneurial studies.

In 2008 IIPM acquired a 3.5 acre campus in the Electronic City in Bangalore. Located within 500 meter radius of the landmark Infosys campus it promises to be one of the most beautiful educational campuses in Bangalore. Some of the classes will get shifted to the new campus by May 2009. IIPM also has an IIPM Tower, in the heart of the city's commercial district – Koramangala. It is just a 30 minutes drive from the city centre and 25 minutes from the airport.

The huge infrastructure, best of facilities and world class intellects form the pillars of the rapid success of IIPM Bangalore.

### Infrastructure:

The IIPM Tower in Koramangala is a five storey glass building, which offers a built up space of around 40,000 sq ft. The distinct blue structure helps one identify the campus from a distance and makes it stand out from other buildings. The huge basement of the building has enough space to park around 200 two-wheelers, making it convenient for students and faculties.

IIPM International in Bangalore provides an ideal study environment with state-of-the-art infrastructure facilities. It houses 10 air conditioned class rooms, an extensive library, two computer labs, meeting rooms, restaurants and an auditorium which can seat up to 300 people. The library also stocks a range of international business and management journals, IIPM's business journals, corporate and business databases, economic & business reports, case studies, training manuals, etc.

The infrastructure is also fully designed to meet the basic recreation needs of the students. The fourth floor houses a games room which is equipped with facilities for Table Tennis and Carrom among other indoor games. It is frequented by the students during class breaks or after classes.

### Faculty:

Faculty at IIPM International Bangalore comprises visiting lecturers with an experience of 10 or more years in academic or professional domain, along with home-grown internal faculties, with 3-5 years of post-MBA experience. While the visiting faculties bring along with them the knowledge base that is required to create intellectually stimulated global leaders, the internal faculties help in grooming the overall personality of the student making them presentable in front of a global audience.



## Faculty list

Aanchal Dua - LLM

Andy V - PGDPM

Anju Jain - M Phil (DU) M Com

Amrita Saxena - PHD, PGDHRM

B K Kumar - MBA (IIM A)

Bhairav Shanth - PGDPE, BE

D R Rao - MA

Divya Kshatriya - MBA

H V Dinesh - PG in Statistics

J P Tiwari - MBAAnil N - B Tech

J Paul Watson - PGDPE, BE

Jagadish Rajan - M Com (PhD)

Joy Chakrabarti - MA

Jaisree Desai - MBA (HR), PhD

K Ashok Anand - M Com

K Gururaj - BE(hons), C Eng, AMP(harv), FICA

Kesava Rao - MBA B Sc LLB CS

Kiran Bindu - M Com

Kislay Kanth - PGDBM (IIMC)

L P Rajan - PhD

M D Rao - MBA, IIM-A and B Tech, IIT-Chennai

Madumita Chatterjee - MA, PHD

M M Gupta - Ma (Eco)

Madhwaraj R - M.A, LLB

Mohd Zakriya - PGDPE, BE

Mukund Srinivas - MCA (IMT Ghaziabad)

Ninfa Chacko - PGDPE, BSc

Pankaj Choudhary - PGDPE, Bcom

Pansy Parmar - MBA

Pavan Soni - MBA (Symbiosis)

Prachi Seth - B Tech IIT Roorkee

Prosenjit Ganguly - PGDM XLRI (Jamshedpur)

Pushpa K - MBA

R Dorai - B Tech (Production) - IIT

R Jayachandran - PGDPM, MSc (**Dean - Administration, Bangalore**)

R Sathish - M.S (Manufacturing) – BITS Pilani

R Srinivasan - PGDM (IIFT, New Delhi)

Rahul Sharma - PGDPE

Rajarshi Chakraboty - PGDPE

Ramakrishna Srinivasan - LLB (Hons.), Pg Diploma In Media Laws - Pg Diploma In Cyber Laws

Ramaswamy Narayanswamy - M Com, MBA

Ranjana Madan - MA B Ed

Ranjith Thomas - PGDBM (IIMB)

Rashmi Gambhir - MBA(IMT)

Ratneshwar Bannerjee - PGDPE, BA

Ritu Talwar - MA, PhD

S Bhattacharya - BA French). PG(French)

Saisree M - MsC Statistics, B Sc Mathematics

Sarabjeet K - MA (Economics)

Shubha Ganesh - CA, PG Diploma in Equity Research (ICFAI)

Sona Bannerjee - MBA

Sonali M - M A (Economics)

S Duggal - PHD, M.Com

Stanley Simon - PGDPE, BSc

Sudhir SK Jaiswall - MBA, IIM-A

Sunil Pevekar - MBA (IIM-A)

Surabhi Jain - MBA

Tareque Laskar - PGDPE, BSc

V Krishnan - MA

V Prakash - PhD

Venu Gopal Sharma - BA (Eng. Lit.), PG in Mass Communication and Journalism

Vijay Ranga - MCom

Vikram Tanwar - PGDPM (**Dean - Academics, Bangalore**)





## IIPM PUNE

IIPM Pune centre was started by Planman in 2003. Since its inception, it has carved a niche for itself as a centre of excellence for research and advanced studies in management, national economic planning and entrepreneurial studies. IIPM International Pune provides an adequately large infrastructure, exceptional courseware and effective industry orientation to its



Dean (Administration)  
Prof. Satyabrata Dutta Gupta

students. It is steadily moving towards benchmarking itself as the best management institute in Pune. It has already set a trend amongst all the management institutes in terms of its quality courseware and internationalized faculty interface.

### Infrastructure:

The IIPM Tower in Pune stands tall and proud in the heart of the city. It is surrounded by other institutes of academic excellence like the Ferguson College, Symbiosis Institute and others. Spread over 12,000 square feet of prime area and covering three floors, the IIPM Tower has all that is required at a modern educational institute. The campus is fully Wi-Fi enabled and the classrooms have extensive arrangements for digital projector (LCD projectors) and over-head projectors.

It hosts various seminars and workshops for students and corporations round the year. The building also has a computer drome and a roof-top cafeteria. The library at IIPM International in Pune stocks over 10,000 management titles, various magazines and journals covering various fields of management, industrial engineering and entrepreneurship. The library is accessible from 9 am in the morning till 9 pm at night and is open on all 7 days, allowing the students to come back for reference work even on a Sunday. When students get stressed out after classes and series of presentations, they move into the specially designed recreation zone of the institute, which helps them freshen up and get rejuvenated. The recreation centre has facilities for pool, carrom, table tennis and other indoor games.



## Faculty

IIPM International in Pune delivers the courseware to the students through a unique blend of internal and external faculties. This combination helps to effectively shape the students into completely new individuals. The selection process of the faculty members is very in-depth and goal-specific and standard-oriented.

### Faculty list:

A.k. Chadha - BSc. M.B.A. (Mkting) & LLB.  
A.P. Ghosh-B.COM, M.B.A. & Phd.  
Ashish Suri - B.COM(HONS.), PGDPE  
Ashish Tavarkar - B.com, MBA  
Avinash Vagha - MBBS, MBA HR  
Balasubramaniam - B.A., MBA - HR  
Bindiya Chodankar - M.A. (Eco.) - PGDPE  
D.L. Limaye  
D' Souza - M.A. (PM&IR) LLB.  
Deepak Tilak - B.Com LLB. & LLM.  
Dilip Purandare - B.com, C.A.I.I.B.  
Dimakh Sahasbudhe - B.com, M.B.A (I.T.),  
Jayachandran Gadgil - B.A. (French) - Fergusson, M.A. (French) - Pune University  
K.V. Mysore - B.E., MBA Prof. Hiren Malani - B.E. Comp.Sc. , C.F.A.  
Kalidas - B.com, C.A.I.I.B.  
L.H. Bhagalkot - M.A.(Economics) Doctorate - Manpower Planning

Gaurav Gupta - BCS, MCS, PGDPE - IIPM Pune  
Lt. Col. U.V.Deshpande - B.A. English (Hons) MBA - Personnel Management  
Manoj Rawal - B.com,C.A.  
N.G. Athalye-B.E.(Mech.),PGDBM-IIM(A)  
P.K. Rajgopal - B.com, C.A. & C.S.  
PNN Iyer - B.COM(Hons.), PGDI  
Pramod Jain - B.com, M.com, CFA,  
Pushkar Phadkare - B.E(Mech), MMS(Fin), MMS(Marktg), LL.B  
R. Raman - BE (Mech);MBA, M.phil, PHD.  
R.R. Tirthkar - B.com I.I.b.; M.S.W.  
Radhi Nair - BA(Hons)English, MA(Hons)  
Rajesh Zapke - PGDCA, M.C.M.  
Rajiv Sathe - B.com, Diploma in Export Management  
S.R. Phadke - B.E. (Mech) MMS (Operations) & (Finance)  
S.S. Dhanorkar - B.com, PGDM , LLB  
Sandeep Sinha - BSc.(Physics) MBA,

P.G.Dipoma Psychological Counseling  
Sanostree Rath - M.A. Economics  
Satyabrata Dutta Gupta - B.COM (HONS.) PGDM (**Dean Administration, Pune**)  
Shirish Bagewadi - B.E. Mech., P.G.D.M.  
Shree Lahiri - M.A. (English) -Calcutta University  
Simantee Sen - B.COM, PGDBM  
Sujoy Madhok - B.A. ( Hons.), Diploma in Advertising Mgt.  
Sunil Kumar - B.A.(Economics), M.B.A. (Mktg. & Fin.)  
Suresh Krishna Vaze - B.SC., . C.A.I.I.B  
V.V. Nathan - M.A,M.B.A,M.M.S,L.L.B, Diploma in Labour Laws, Diploma in Social Work, Bachelor of Journalism  
Vaishali Apte - B. Com, M.Com;  
Vivek Vaman Divekar - B.Com., . A.C.S.  
Y. Ramakrishna Rao - M.Sc (Statistics) from Pune University





## IIPM CHENNAI

IIPM's Chennai campus was started in the year 2003 by Planman. It is located in the central business district of the city, in the vicinity of leading corporate establishments on Marshall Road. The Chennai centre reflects the essence of IIPM standardization, which is maintained in all the IIPM International centres across the country, with acute detailing in its infrastructure, student relations, curriculum,



Dean (Academics)  
Prof. R. Krishnan

faculty, evaluation process and co-curricular activities.

IIPM Chennai's location in the heart of the city in Egmore not only makes it conducive for academic pursuit but also takes the institute closer to the corporate and student community. The campus is within 3 kilometers from Chennai Central Railway Station and about 3 kilometers away from the famous Marina Beach.

### **Infrastructure:**

The IIPM Tower is a four storey Wi-Fi enabled building, offering over 20,000 sq. ft of total built up space for academic and research purposes. The roof top cafeteria is a major draw amongst the students, offering sumptuous South Indian and North Indian recipes. The IIPM tower has 10 Wi-Fi enabled classrooms, a 120-seater auditorium and a 50-seater computer lab, which forms a part of the main academic block. The campus has facilities for indoor games like table tennis, chess, carrom amongst others. The IIPM International library is a treasure trove of management titles from all over the world. The library currently stocks up to 15,000 leading titles covering various fields of management. There is also a sizeable collection of journals, magazines and case-studies from the world over.



## Faculty

The Institute has a balanced strength of faculty resources that include people with rich and varied experience in academics and industry. The faculty of the Institute possesses expertise in teaching, research, training and consultancy that signifies learning at the Institute to be a right mix of theory, application and practice that is in tune with the industry needs.

### Faculty list

Abesh Guha - BE, MBA (HR)

Amita Nair - BSW, MSW

Bhaskar Reddy - B.Com, MBA

Chandrasekar Pandyan - Bachelor in  
Computer Science & Engineering

Debojit Choudhary - Bsc Economics  
(Hons), MBA (**Dean Placements,  
Chennai**)

Gowri Kailasam - B. Tech., MBA, M. S.  
(Chemical Engg.)

Hema Raman - BA, MA, LLB

J Syed Ahmed - B SC Comp Science,  
MBA (Finance)

Jayanthi Thanigan - B.E., MBA

K. R. Srinivasan - B. Tech, MBA

Louissette Singarayyar - MA, M.Phil  
(French)

M.A.Srinivasava Ayyar - Grad. Life  
Sciences,I.S.T.D. Dip in T & D (currently  
pursuing )

Madhava Priyan - MBA (HR), Masters In  
Fin & Eco, Dip In ISTD

Mohanchandralal T S - MBA,Phd

N.Thyagarajan - MA, BT, ML, MBA, IRTS,

Nalini Ravindran - PG In Russian  
Language, M.Phil in Psychology

P. Ravi Lochanan - M.A.,M.Com.,M.B.A.,  
Ph.D.

Priyanka Mohta - MBA, Cost  
Accountant, NCFM

Prof. Satheesh Krishnamurthy -  
M.Com, MBA

R Krishnan - BE, MBA (**Dean  
Academics, Chennai**)

R. B. Easwaran - B.Sc., Masters in  
Marketing Management

R. J. Devi - B.Sc, M.Phil, M.B.A,  
PGDPMIR, PGDFM

R. Srinivasan - MA Economics, M.Phil,  
Ph.d

R.Kasthuri Rangan - MBA, PGDM, BSC  
Rajagopal Sudharshana Chari -  
B.Com,C.A

Ravi Nagarajan - MSc., MBA

S. D. Ravikumar - BBA, MCom, MBA

K. Srinivasan - B.E. , DIIT, DISI, MBA

S.Devi Swapna - BE, MBA (HR)

S.krishnamurthy - B.E., MBA

S.T.Sivaram Kumar - MBA (HR)

Satish Rajamani - Mech. Engg. + M.S.  
(Mfg.)

Shanthi Srikant - B.Com, MBA  
(gold Medalist DU-FMS)

Sriram.M - M.S. Mathematics,MPhil  
Mathematics, PG Diploma in  
Operations Research

Sundaramurthy Reddy - B.Sc.  
Chemistry, MBA

Susheela Nirmal - M-Phil, M.A.English,  
B.A.Eng,

Suvira Das - M A Economics, Fellow of  
Insurance Institute Of India

T.Krishnan - B.E., F.I.E.,F.I.V.

U. V. Bhanu - B. E. (Mech), MBA

U.Sudhir Kumar - B.Com, MBA

V. Alagesan - B. Sc. Agriculture, MBA -  
Finance, M.Phil

V.S.Kumar - B.E – Mech., M.Sc.

Vijay Kumar Jayaram - MBA, Ph.D





## IIPM HYDERABAD



Dean (Placements)  
Prof. Nishchal Mahajan



Dean (Administration)  
Prof. Shyam S. Pujala

IIPM Hyderabad was started by Planman in 2004. Since its inception, IIPM Hyderabad has witnessed a meteoric ascent in establishing itself amongst the best institutes in Hyderabad. It has also made a mark of itself as the number 1 choice amongst students and faculties, for its course in entrepreneurship and applied economics.

IIPM Hyderabad has always stood for its leadership qualities – as an institute, leading the way in taking various academic initiatives. Its students have made the institute proud by making their presence felt in every competitive forum in South India. The interest that it has generated among the youths in Hyderabad is well reflected by the large number of students happily and rapidly associating themselves with the IIPM family. The institute has always stood for excellence in its courseware, its faculty and student development initiatives and its industry orientation.

The signature IIPM Tower at Hyderabad is located in one of the most prime localities in the city on the Banjara Hills, adjacent to Hotel Taj Krishna. The campus, nestled amongst some of the most premium addresses in the city, provides a conducive environment for education and higher research studies. Moreover, the campus is in the proximity of the central business district, making the institute accessible to the corporate houses as well.

### **Infrastructure:**

The IIPM International, Hyderabad building is an exquisite example of architectural beauty and all of its infrastructural facilities are better than the common industry standards. The IIPM Tower rises up to 5 floors, covering a total of about 25,000 square feet of area for academic purposes. An additional 13,000 sq. ft of parking space is also available in the campus.



The entire campus is Wi-Fi enabled with the classrooms, library and the canteen being online at all times, empowering students with easy access to the internet from any place at any time. The campus houses a well equipped computer laboratory with 50 workstations, which a student can access from 8 am till 10 pm. There are 12 huge classrooms spread over the multi-floor campus with one spacious seminar hall and a lavish auditorium (200-seater) with the best audio-video support systems. The games room has facilities for table tennis, carrom, billiards, chess, checkers, ludo and many other indoor games. The IIPM library is well stocked with the latest titles in management and economics from the world over. It remains open round the clock for over 14 hours daily. There are over 10,000 titles on display. It also stocks almost all the reputed business journals and magazines.

## Faculty:

IIPM International in Hyderabad has some of the best available faculty members in the city teaching at the campus. While the visiting faculties enlighten the students through various real life case presentations, the internal faculties dedicate a considerable amount of time to them to groom them to become complete individuals in the future. The institute commits to get the best faculties to teach its students and hence, spends a considerable amount of time to identify and select the right faculty for its students. This helps in maintaining the superior and world-class academic curriculum at the institute.

## Faculty List

A. K.Mukherjee - M.B.A, M.Sc

A. M. Rao - M.A.(IRPM), Ph.D

A. Narasimhacharyulu - M.Com, LLB

A.K.Subramanian - M. Tech

Archana Gandhi - MBA (Finance & Marketing)

Aroop Mukherjee - M.Sc, MCA

B. Suryanarayana - M.E., LLB

D. Hanumantha Raju - MBA,LLB,FCS

D. Majumder - MBA (HR & Marketing)

Eshwar Prasad - M.A.(Econ.)

G. Haragopal - Ph.D.

G. N. Jayanthi - MBA, M. Tech

G.K.Mitra - P.G(Statistics)Ph.D

G.Surya Prakash Rao - MBA

G.V. Rao - FCS, ACA, AICWA, BL

K. Bhavanarayana - MBA

KVSSN Murthy - M.Sc.

M. Sreekant - MBA (HR & Marketing)

M.Narasimham - MBA,LLB, M.Com,CS

M.V.S. Ra - PGDCA

Murali Krishna - M.Sc.(Statistics)

N.R. K. Shastry - F.I.C.W.A

Nischal Mahajan - MBA (**Dean**

**Placements, Hyderabad**)

P.Ramakrishna - M. Tech

Pramod Mantravadi - PGDBM (IIM-C)

R. Pushpavathi - Ph.D.

Raj B. Agarwal - PGDBM(XLRI)

Ranjita Gupta - MBA

Ravi Kumar - MBA

Ravinder Tiwari - PGDIB

S.Nandakumar - B.Tech (IIT-M)

S.V. Rama Krishna - LLM

Sandeep Nath - PGDBM(XLRI)

Sapna Singh - Ph.D.

Saumya Baruah - MBA (HR & Marketing)

Shyam S. Pujala - MBA (**Dean**

**Administration, Hyderabad**)

Tarang Vaish - B.A (Hons) Eco

Umakanta Panda - MCA

V.V. Satyanarayana - Ph.D.

Y. Ramakrishna - MBA, M.Phil





## IIPM GURGAON

Not long ago simply a sleepy suburb of Delhi, Gurgaon now is presently an emerging and prominent industrial, outsourcing and offshoring hub in South Asia. Thus, it is within this context that it becomes an economic and managerial imperative for IIPM to place its newest campus in this 'Millenium City'.

**Being in the close proximity of Delhi, the Gurgaon Branch shares the same faculty and placement facilities as those of IIPM Delhi.**

### FACILITIES

IIPM Gurgaon consists of two towers (Tower-I and Tower-II) spread over 75,000 sq. ft. Located strategically, the campus is in the institutional area in Gurgaon. The campus is well laid out with aesthetically designed landscapes and provides a highly conducive environment for academic pursuits. Both towers feature air-conditioned lecture halls, dining halls, faculty and administrative departments, a state-of-the-art computer lab, and World-Class business libraries.



Dean : Prof. Sandeep Ghosh





If You Think You Can...  
You Are Right!!

IIPM  
INTERNATIONAL

WORLD-CLASS IN INDIA

**NEW DELHI**

IIPM Tower, NBCC Plaza, Sector 5, Pushpa Vihar, Saket, New Delhi-110017

**GURGAON**

IIPM Tower - 1, Building No.29, Sector32, Gurgaon-122001.

IIPM Tower - 2, Building No. 79, Sector32, Gurgaon - 122001

**MUMBAI**

IIPM Tower, Plot No. E-781, S.V. Road, Khar (W), Mumbai - 400052

IIPM Tower, Junction of 32nd Road & S.V. Road, Bandra (W), Mumbai - 50

**BANGALORE**

IIPM Tower, 419, 100 ft. Road, Koramangala, Bangalore.

**HYDERABAD**

IIPM Tower, 6-3-252/2, Erramanzil, Banjara Hills, Hyderabad.

**AHMEDABAD**

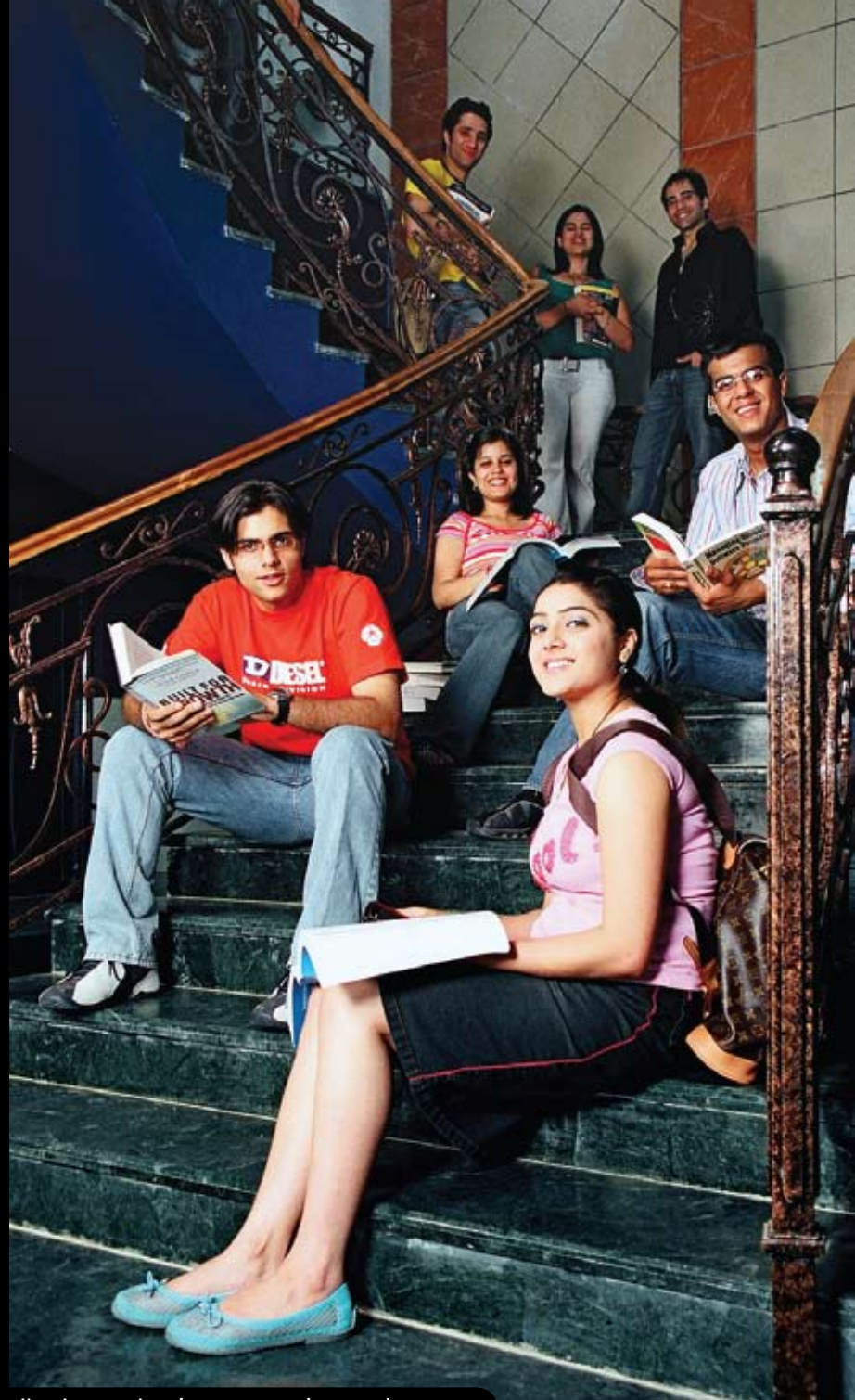
IIPM Tower, 19, Inqulab Society, Opp. Sears Tower, Gulbai Tekra, Off C.G.Road, Ahmedabad.

**PUNE**

IIPM Tower, 893/4, Bhandarkar Road, Deccan Gymkhana, Pune.

**CHENNAI**

IIPM Tower, 145-146, Marshall's Road (Rukmani Lakshmi pathy Salai), Egmore, Chennai-8.



[www.iipm.edu](http://www.iipm.edu); [www.iipminternational.com](http://www.iipminternational.com); [www.planmanche.com](http://www.planmanche.com)

  
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