



International Institute of Management Studies (IIMS)

Yes You Can...

NAAC Accredited



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ABOUT US

Our Vision.....

To mould students into physically fit, mentally robust and professionally competent individuals, who are capable of assuming their rightful place as leaders in the industry and in the society of tomorrow.

Our Mission.....

- 1) To impart holistic and global management education to the students from all sections of the society.
- 2) To facilitate Contemporary student-centric approach and innovative teaching pedagogies for nurturing technofunctional, managerial and leadership skills amongst the students to create value for the Industry, Society and the Nation.
- 3) To foster ethics, integrity and social sensitivity amongst the students and faculty members through inclusive growth.

Our Values.....

"True Character has the delicate fragrance of a just blossomed flower, it emanated from within the person by te propulsion of his own self chosen ideals of life".

Keeping this ideal in view, we at SBES, apart from academics, we firmly believe in building a culturally oriented character, this is done by giving personal and timely inputs regularly.

"Coming together is beginning, remaining together is progress and working together is success" this has been our motto all along.

IIMS, SBIIMS & IIMHRD(W) are B-School with difference - institutions that believe in working 24x7x365 to procreate dynamic student manager. We at SBES firmly believe in making a student fathom the granularities of the corporate world.

SAIBALAJI GROUP OF INSTITUTES

International Institute of Management Studies (IIMS)

SaiBalaji International Institute of Management Sciences (SBIIMS)

International Institute of Management & Human Resource Development (IIMHRD (W))

R.B. Mundada College of Arts, Commerce & Science

SaiBalaji Junior College

SaiBalaji Public School

Bumblebee Kids Pre School

GOVERNING COUNCIL

Governing Council

| Chairman, BOG | Prof. Manish R. Mundada | President, SaiBalaji Group of Institutions |
|---|--|--|
| Trust Nominated Member | Mr. S. Shrinivasan | Vice President – SBES |
| Trust Nominated Member | Brig. (Retd.) Dr. R. C. Pathak | Professor Emeritus, Author |
| Trust Nominated Member | Dr. Amarendra Sahoo | Industry Expert |
| Trust Nominated Member | Mr. Raj V. Verma | Former Chairman, National Housing Bank Whole Time Member - Pension Regulatory & Development Authority |
| Trust Nominated Member | Dr. Sudhir Kumar Goyal | IAS (Retd.), Former Additional Chief Secretary - Govt. of Maharashtra |
| Trust Nominated Member | Mr. Rajpal Arya | Chairman, MRC Logistics |
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| Trust Nominated Member | Mr. Manish Khandelwal | CEO, Unitherm Engineers |
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| Trust Nominated Member | Dr. Raghuveer Singh | Vice Chancellor, Teerthankar Mahaveer University |
| Trust Nominated Member | Dr. Parimal Vayas | Vice Chancellor, Auro University, Surat |
| Ex Officio Member AICTE | Regional Officer, Western Regn. Office, AICTE | Ex. Officio Member, BOG |
| Nominee of Regional Committee, AICTE | Name Awaited from AICTE | |

Academic Advisory Board

| Member Secretary | Dr. Lokesh Arora | Director — IIMS | |
|------------------|---------------------|------------------------------------|--|
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| Member | Dr. Mayanka Sharma | Director - IIMHRD (W) | |
| Member | Dr. L. K. Tripathi | Director - SBIIMS | |
| Member | Mr. Miniocher Patel | International Motivational Speaker | |
| Member | Prof. Manish Bhalla | Former Asstt. Director - AICTE | |



"We all have dreams, but in order to make dreams come into reality, it takes an awful lot of determination, dedication, self discipline & effort"

--Jesse Owens ...1936 Olympics

"Your beliefs become your thoughts, your thoughts become your words, your words become your actions, your actions become your habits, your habits become your values, your values become your destiny."

-Mahatma Gandhi

With a vision of imparting value based education and creating future corporate leaders, we established SaiBalaji Education Society (SBES), in the year 2005. At SBES, we not only follow international academic practices, innovative teaching methodology but also focus on all round development of students.

Holistic development is ensured by year round academic events and placement calendar. Organizing various cultural, sports, academic and corporate events like Business Conclave, Startup Conclave, Corporate Football League, Rotaract club activities etc. enables to enrich the experience of students enhancing their personality thereby improving their decision making and interpersonal skills.

Our internship program, winter field work, summer internship project, social and entrepreneurship projects are all designed keeping in mind the expectations of industry from the future corporate managers and aims at providing real world scenario.

I am happy to state that all the events at SBES are organized by student council, various students' cells like placements, e-cell, Rotaract club and various specializations like HR, Marketing and Finance.

With changing role of managers and leaders amidst various disruptions, we firmly believe that the future lies with individuals with strong Emotional Quotient, Social Quotient and Intellectual Quotient; we strive for inculcating these qualities in our students.

In my capacity as Founder President, SaiBalaji Education Society, I welcome you and assure that each individual would get equal opportunity.

Best wishes!

Prof. Manish R. Mundada Founder President, SBES

DIRECTOR'S MESSAGE



Dr. Lokesh Arora **IIMS Director**

Dear Students,

Congratulations for taking the first step towards changing your future by considering International Institute of Management Studies as your place to study. It gives me great pleasure and honour in extending my heartiest greetings and welcome you to one of the premier institutes in Management Studies in Pune. IIMS offering PGDM has a dynamic curriculum incorporating the contemporary issues. We have adopted 'learner' centric pedagogy where the focus is on the students, the faculty acting as facilitators. We impart skills of data based analysis of business situation and train students to develop problem solving skills with a bias for action. Our case based methodology simulates real life cases of experiential learning. In addition to acquiring domain knowledge of marketing, finance, HR, our students develop people management skills as team players. We tap the potential of each student and nurture them by peer learning and mentoring. Through our incubation centre, SBES provides the platform to our students to unleash the potential in them to become entrepreneurs.

I am confident, we faculty and students will jointly translate our vision of making SBES one of the outstanding group of institutions both in domestic and international landscape.

Wish you all the best in your chosen path! We look forward to see you soon.

REGISTRAR'S MESSAGE



Dr. Laxmidhar Biswal Registrar

Dear Students.

Welcome to IIMS Pune. You have chosen the right institute and course for your corporate employ-ability skills training. We are certain with the available faculty members, infrastructure, and help of the all staff your stay this place will be comfortable, fruitful and educative and it will help fine tune your hidden talent. It would be our endeavor to ensure that you pass out with flying colors and provide necessary leadership in years to come... We wish you all the best...!!!

Welcome to IIMS Pune, Learning once again takes center stage as we plan ahead for a better world. Young graduates are expected to provide economic value from a very early stage. This is only possible if students go through the right immersive experience. The Institute stands at the frontiers of excellence in curricular, co-curricular and extracurricular activities which ensures 360 degree growth and make education complete. I welcome you wholeheartedly to International Institute of Management Studies and look forward to partner you in your journey towards excellence.

DEPUTY DIRECTOR'S MESSAGE

Together, let's build a great future for our country and for ourselves.



Dr. Nitin Ranjan Deputy Director (Extracurricular Activities & Student Relations)



Dr. Ekta Joshi Deputy Director (PR, Branding, CSR &Rotract)

Dear Students,

Dear Students,

Welcome to IIMS Pune, Apart from academics we at IIMS believe in your all round development by imbibing the required skill sets through CSR, Rotract activities to make you dynamic, smart & employable.Our PGDM programme incorporates the necessary ingredients of social awareness, business environment in various domains complementing the academic ability of the participants in order to help them blend their career that suits them best as responsible citizens of the world.

ABOUT PUNE













Pune, the Oxford of the East, is fast emerging as the IT and educational capital of India. Pune is one of the very few places in the country, which has a great historical tradition and a wonderful geographical location. Located at an altitude of 2000 ft above sea level and partially hidden by the mighty ranges of the Sahyadri mountains, the place has witnessed spectacular advancement, tremendous growth and a rapid face lift yet retaining its ancient flavour and oriental character.

Pune as Education Hub

Students from varied locations of India and abroad, prefer studying in Pune. The educational institutes in Pune provide world-class infrastructure and living conditions at serene localities to attract students even from Europe, the US and Australia. Students with varied interests avail education facilities in Pune, in almost every stream. The majority of students opting for courses in medicine, engineering and management disciplines. Pune is also well known as a student town; there are 9+ universities in Pune, some over a century old (including Asia's third oldest engineering institute, the College of Engineering, Pune), so top students from all over the country flock to Pune. And with well-paying jobs readily available for the aspirants, many of them prefer to locate in Pune. The institutes have been intrinsic to providing a talent pipeline of students from the engineering and management streams to the different sectors.

Pune as Industrial Powerhouse

Numerous IT, automobile, manufacturers and ancillary companies have invested heavily to set up state-of-the-art production facilities in Pune. Maharashtra government has played a key role in attracting investment and widening the scope of industry. "Pune's strength in research and development, evinced by the presence of over 60 global multinational companies and R&D centers, and abundant availability of skilled manpower has consistently helped attract investments from domestic and foreign engineering companies. For any business to succeed, location has always been key. Its proximity to India's financial capital-Mumbai-is just one of the many benefits of setting up business in Pune. The city also has three inland container depots, which facilitate the import-export of goods and raw material. Pune is conveniently located near India's largest container shipping port, Nhava Sheva, operated by the Jawaharlal Nehru Port Trust (JNPT) and is well connected to major national highways for pan-India distribution.



Transport: City's infrastructure is excellent with public transport buses reaching every part of the city mainly from Swargate, Deccan Gymkhana, Shivaji nagar, Pune station, MG Bus Stand, Saras baug, Pune Municipal Corporation and kothrud. A city with a large two wheeler population, also has three seater rickshaws, rental cars as per an individual's budget. Local trains ferry passengers to various scenic spots like Lonavala & Khandala.

Connectivity: Pune is well connected by air, rail and an express highway to Mumbai, the commercial capital of India, as well as to other prominent metros and cities in India. Pune has three major bus stations viz., Railway station, Shivajinagar & Swargate Bus Stand. Many private airliners have their booking offices in Pune and also operate from here. They have commenced International flights to Dubai, Singapore & Frankfort.

Living in Pune: The city has an excellent cosmopolitan mix catering to the largest numbers of student population in India, coming from different states and backgrounds. With its safe and secure living conditions one does not feel apprehensive to enjoy the obedient nightlife available.

Post Graduate Diploma in Management (PGDM)

IIMS offers Post Graduate Diploma in Management (PGDM), two years full time program with triple specialization of choice.

Programs offered:

1. PGDM180 Intake2. PGDM (Retail & E-Commerce)60 Intake

Major would be offered from following options:

- 1. Marketing
- 2. Finance
- 3. HR
- 4. Supply Chain Management
- 5. Business Analytics

Minor would be offered from following options:

- 1. Supply Chain Management
- 2. Marketing
- 3. Finance
- 4. HR
- 5. Mass Communication & Media
- 6. Business Analytics
- 7. Information Technology
- 8. Agri Business Management

Note:

- Each paper of 100 marks is equivalent to 3 credits.
- Total program is of 108 credits across six semesters.
- New Minor options can be added based on Industry need and market conditions.
- In addition to the above academic syllabus, professional certificate program per trimester will be conducted.
- Workshops on various specialization topics from Industry Experts and International Faculty are offered.

Objective

- To equip students with conceptual and interpersonal skills for effective managerial decision-making
- To nurture standards for professional excellence, integrity, honesty and fairness

Key Features

- Two Years Full-time Residential Programme.
- Regular input by Industry Experts.
- International Exposure.
- · Regular Industry Visits.
- Incubation Center.
- Conclaves & International Seminars.
- · Corporate Mentorship.

Certification Program

- 1) Finishing School Program
- 2) Business Analytics
- 3) SAP
- 4) Digital Marketing
- 5) Foreign Language
- 6) Financial Modelling



Dr. Abhay Mishra, HoD - Marketing

"Marketing is not the art of finding clever ways to dispose of what you make. It is the art of creating genuine customer value"

- Philip Kotler

The world of Marketing is very dynamic. It is changing every day. It's imperative for marketing professionals to adapt these changes very quickly to be successful in the Corporate. At IIMS, we prepare the students to accept the challenges in the VUCA world of Marking by not only the classroom trainings but also through live projects, winter internship and summer internship, where they get exposures to real life challenges and learn to deal with it.

PGDM - Post Graduate Diploma in Management

2 Years Full Time

Year 1

Semester I

- 101 Principles & Practices of Management
- 102 Managerial Accounting
- 103 Managerial Economics
- 104 Information Technology
- 105 Statistics & Quantitative Techniques
- 106 Marketing Management
- 107 Organizational Behaviour
- 108 International Business I
- 109 Foreign Language I

Semester II

- 110 Cost Accounting
- 111 Marketing Management- II
- 112 Marketing Research
- 113 Management Information System & E-Commerce
- 114 Business Law
- 115 Consumer Behavior
- 116 Digital Marketing
- 117 Services Marketing
- 118 Integrated Marketing Communication

Year 2

Semester III

- 119 International Business -II
- 120 Marketing Analytics
- 121 Marketing of finical services
- 122 International Marketing
- 123 Sales and Distribution Management
- 124 Strategic Management
- 125 Corporate Communication-L
- 126 Product and Brand Management

- 127 Strategic Marketing
- 128 Business to Business Marketing
- 129 Marketing of Luxury Products
- 130 Entrepreneurship Management
- 131 Corporate Communication II
- 132 Brand Marketing
- 133 Customer relationship Management
- 134 Ruler Marketing
- 135 Direct Marketing



Prof. Kapil Kapdiya, HoD - Finance

Finance specialization at IIMS has a perfect blend of faculty members in-house and industry. The professionals from industry give exposure to our students on current industry scenario and the pace at which digitalization is growing in this industry, while the in-house faculty members help to keep students grounded with the required conceptual skills. We offer certifications like Financial Modeling, Financial Derivatives, Equity Research Analysis, Credit Rating Analysis, SAP etc.

Our finance specialization students have been placed with leading companies in into profiles like Research Analysts in areas of Equity/Derivatives/Technical/ESG/Security Markets, Investment Banking, Private Equity, Financial Planning, Financial Planner in Alternative Investments, Private Equity, PMS, Mergers and Acquisitions, Audit & Taxation and other profiles offering various financial services.

PGDM - Post Graduate Diploma in Management

2 Years Full Time

Year 1

Semester I

- 101 Principles & Practices of Management
- 102 Managerial Accounting
- 103 Managerial Economics
- 104 Information Technology
- 105 Statistics & Quantitative Techniques
- 106 Principles of Accounting
- 107 Organizational Behaviour
- 108 International Business -I
- 109 Foreign Language I

Semester II

- 110 Cost Accounting
- 111 Financial Management
- 112 Financial Markets & Institutions
- 113 Corporate Finance -1
- 114 Audit & Corporate Taxation
- 115 Management Information System & E-Commerce
- 116 Business Law
- 117 Financial Modelling
- 118 Security Analysis & Portfolio Management
- 119 Corporate Finance -2
- 120 Currency Derivatives

Year 2

Semester III

- 121 International Business -II
- 122 Equity Research & Analysis
- 123 Credit Rating & Analysis
- 124 Corporate Laws for CFOs
- 125 Strategic Management
- 126 Corporate Communication-I

- 127 SAP Training in FICO
- 128 Merger & Acquisition / Corporate Restructuring
- 129 Entrepreneurial Finance
- 130 Entrepreneurship Management
- 131 Corporate Communication II
- 132 Investment Banking
- 133 Fintech & Blockchain Technology





Prof. Ekta Joshi, HoD - HR

The role of HR has been constantly evolving. There is a paradigm shift in HR, an agile business partner in today's modern business organization, a strategic business partner having noteworthy contribution in business decisions, critical transformation and to develop employee values. Today's human resource professionals require to be strategic thinkers with an acumen to run business effectively in competitive world fostering innovation and creativity.

At IIMS, we ensure that the students opting for HR specialization are not only aware about the HR practices and HR laws but also get an opportunity to closely work with the Corporate to practice the concepts learnt in the classroom. Our key recruiters & trainers include Tata Technologies, Volkswagen, Jaro Education, Tech Mahindra to name a few.

PGDM - Post Graduate Diploma in Management

2 Years Full Time

Year 1

Semester I

- 101 Principles & Practices of Management
- 102 Managerial Accounting
- 103 Managerial Economics
- 104 Information Technology
- 105 Statistics & Quantitative Techniques
- 106 Basics of Marketing
- 107 Organizational Behaviour
- 108 International Business -I
- 109 Foreign Language I

Semester II

- 110 Cost Accounting
- 111 Human Resource Management
- 112 Recruitment & Selection
- 113 Management Information System & E-Commerce
- 114 Business Law
- 115 Competency Mapping & Leadership Development
- 116 Learning & Development
- 117 Labour Law -I

Year 2

Semester III

- 118 International Business -II
- 119 Labour Law II
- 120 Human Resource Information System
- 121 Performance Management System
- 122 Strategic Human Resource Management
- 123 Strategic Management
- 124 Corporate Communication-I
- 125 HR/Employee Manuals

- 126 Employee Engagement Practices
- 127 Global HRM
- 128 Talent Management
- 129 Entrepreneurship Management
- 130 Corporate Communication II
- 131 Live Project on HR
- 132 Organizational Development
- 133 Cases in HRM
- 134 Industrial Relations



Prof. Nishant Ranjan HoD - Business Analytics

In today's era, if we talk about any organization's success, the role, importance and contribution of Business Analytics can not be ignored, infact it is increasing day by day. Today data and derived information and knowledge from these data are playing a vital role and Mr. Geoffrey Moore rightly said once that "Without Data Analytics Companies are blind and deaf wandering out onto the web like deer on a freeway".

Business Analytics Program at IIMS Pune will enable you to know and understand the essentials of Business Analytics which can be applied into all business domains. The program is designed by top notch industry professionals and professors.

Come on, let's learn the concepts of Business Analytics!

PGDM - Post Graduate Diploma in Management

2 Years Full Time

Year 1

Semester I

- 101 Principles & Practices of Management
- 102 Managerial Accounting
- 103 Managerial Economics
- 104 Information Technology
- 105 Statistics & Quantitative Techniques
- 106 Basics of Marketing
- 107 Organizational Behaviour
- 108 International Business -I
- 109 Foreign Language I

Semester II

- 110 Legal Aspects of Business
- 111 International Business
- 112 Introduction to Business Analytics
- 113 Logistics & Supply Chain Management
- 114 Financial Management and Decision Making
- 115 People Management
- 116 Introduction to Data Base Management System (DBMS)
- 117 Introduction to Data Science & Data Analytics

Year 2

Semester III

- 118 Strategic Management
- 119 Project Management
- 120 Entrepreneurship Management
- 121 Technology for Managers
- 122 Basics of Business Analytics using Python
- 123 Programing Languages in Analytics
- 124 Cyber Security
- 125 Social & Web Analytics

- 126 Project Report
- 127 Project Report Viva
- 128 Business Plan
- 129 Business Plan Viva
- 130 Programming Languages for Analytics
- 131 Data Warehousing & Database Mining with Cases
- 132 Advance Research Methodology



"Supply Chain is like nature. It is all around us"

This course aims to provide a 360-degree perspective. It will equip students with the ability to identify opportunities and risks in global supply chains as well as the strategy, technology and analytics knowledge to manage them. The unique course has been designed to equip students with an overview of operations excellence and supply chain industry. It is created to meet the increasing need of technobusiness managers for the manufacturing and services sector along with adequate focus on core modules in the supply chain and operations domain.

We follow a balanced approach of up-to-date supply chain knowledge along with distinct understanding of related disciplines.

Dr. Anil Varma HoD - Supply Chain Management

PGDM - Post Graduate Diploma in Management

2 Years Full Time

Year 1

Semester I

- 101 Principles & Practices of Management
- 102 Managerial Accounting
- 103 Managerial Economics
- 104 Information Technology
- 105 Statistics & Quantitative Techniques
- 106 Basics of Marketing
- 107 Organizational Behaviour
- 108 International Business -I
- 109 Foreign Language I

Semester II

- 110 ERP & SAP
- 111 Services Operations
- 112 Total Quality Management & Six Sigma
- 113 Lean Management
- 114 Introduction to R & Tableau
- 115 Introduction to Digital Transformation with Cases

Year 2

Semester III

- 118 Strategic Management
- 119 Project Management
- 120 Entrepreneurship Management
- 121 Technology for Managers
- 122 Six Sigma
- 123 Supply Chain Analytics

- 126 Project Report
- 127 Project Report Viva
- 128 Business Plan
- 129 Business Plan Viva
- 130 World Class Manufacturing
- 131 Innovation & Technology Management
- 132 Service Operation

TEACHING METHODOLOGY





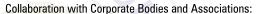
IIMS has collaborated with agencies to provide certification courses to students in respective domain, such as Technical Analysis, Financial Modeling, Financial Analytics, Job analysis, Competency Mapping, Payroll Management, Innovation Management, Personality Development and the like. Such workshops provide insights to students into various predictive tools which can be used in the conduct of work in industry.

Live/Field Projects with Industry Visits:

IIMS believes in the philosophy of "learning by doing". Students at IIMS are required to complete field projects within the industry according to the area of specialization and industry expectations.



IIMS students are encouraged to participate in Conference and Seminar organized by Top B-Schools. A judicious blend of theme seminars, panel discussions, conferences, guest lectures, CEO interactions, academic sponsorship of national and international corporate events, research activities & field studies are constantly a part of the curriculum.



IIMS has collaboration with bodies representing Industry and has successfully associated with them in various initiatives. Students through this platform, get an opportunity to attend various workshops, seminars and conferences which helps them connect with corporate leaders.



Corporate Guest Sessions:

Students in every trimester, get an opportunity to interact, learn and attend sessions from the stalwarts from Corporate. IIMS has continuously strived for the best corporate exposure to its students, as it firmly believes that a strong industry-academic interface plays a pivotal role in enriching the learning experience at a B-School.

Teaching Methodology Mix Pertaining to Industry Needs:

IIMS faculty ensures a thoughtful mix of teaching methodologies to be delivered in the classrooms, thus the teaching is not only limited to conceptual clarity but also giving practical exposure to the students by using techniques such as field assignments, marketing research, role plays, simulation, online modules, computer-based learning, case study analysis, presentations, MOOCs, Webinars, to name a few.



Incubation Cell:

Existing students with Business Plans identified with the potential to get converted to start-up companies find a conducive platform at IIMS at pre-revenue stage to get incubated in the Institute and develop their product prototypes and business models before they take it forward as a fully functional small enterprise. IIMS offers students the benefit of available infrastructure, active mentoring and guidance, access to business networks and other resources from the institute.

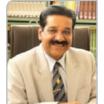


Dr. Lokesh Arora

Qualifications: Ph.D, MBA

Experience:

Dr. LokeshArora is having 20 years of professional expertise in the Industry and academics along with a quest for the research, She actively looking forward to pass on the practical knowledge along with theoretical concepts to management students. Along with teaching, She has passion for the research and his research papers are published in various national and international journals. Her areas of interests are Marketing Management and Retail Management.



Dr. Vilas Kulkarni

Qualifications: MBA, Ph. D (HR)

Experience: TOTAL 31 YEARS, Non Industrial - 15 Y

Dr. Vilas Kulkarni is an expert in the field of Management. He is Basically Electronics Engineer but being chosen field of Management he completed MA History, Diploma in Russian Language, Diploma in Business Management, Master of Management Science, Diploma in Labour Laws & Labour Welfare. He has received prestigious Pune University Doctorate (Ph.D) in "Total Quality Management [TQM] in 2007".

He is a renowned Management Consultant. He is having very good reputation in Industrial Establishments of Pune, Roha, Mahad, Satara Ahmednagar, Nashik, Chiplun, Ratnagiri, Sangli Kolhapur etc. in Maharashtra as well as at Ankleshwar, Vapi in Gujrat G.I.D.C for conducting 2189 Training Programmes on various 20 TOPICS ON BEHAVIOURAL SCIENCE.



FCMA (Dr.) Roop Kishore Singhal

Qualifications: Ph.D., ICAI-CMA., M. Com. **Experience**: **25Years Corporate & Academics**

He is first class in academics having Honours Graduate with Business Administration as particular, Post Graduate with University Gold Medal, Qualified Cost Accountant (ICAI-CMA).

He has earned his Doctorate in corporate Restructuring, to his credit also having around more than twenty research papers in presenting/publishing at national/international conference/symposium, in UGC approved journals besides conducting workshops/seminars.

Management Institute's teaching experience with 25+ years and industry too almost a decade. He has served at so many places across India and internationally Kigali, UAE.



Dr. . Tripti Sahu

Qualifications: MBA, Ph. D (Marketing), FDP (IIMA)

Experience:

Dr. Tripti is an alumnus of Symbiosis International University Pune, and IIM, Ahmadabad. She has 15 years of teaching and research experience. Her research area around Sustainable Management and fields of Marketing Management. Previous research projects and publications have addressed issues related to Green Marketing and Consumer Behavior. She has attended a large number of Seminars, Workshops, Conferences and Educational Programs. She has presented more than 25 papers in various National and International conferences and published many research papers in national and international journals and also contributed a chapter in a book on sustainable managements. She has recently won best paper award in the 2nd International Conference on Management, Finance and Economics organized by Innovative research publications in Thailand.



Dr. Abhay Mishra

Qualifications: M.B.A. (Marketing), Ph.D.

Experience:

Dr. Abhay Mishra has total 18 years of experience in industry and academics. His area of specialization is Marketing. He has served more than 6 years in the corporates with leading multinational companies in the field of Sales. He is having 12 years of rich experience in academics.

He has attended Faculty Development Program in IIM Kozhikode. He has attended large number of seminars, conferences and workshops in leading educational and corporates platforms. He is the author of Management Books.

He has attended International Immersion Program. His area of research in the field of E-business, M- commerce, Internet of Things, General Insurance, Consumer behavior, Technology Mgmt. & General Mgmt. The core subjects areas like Marketing Management, Sales Management, Consumer Behavior, Advt. & sales promotion etc.



Dr. Samrat Ray

Qualifications: PhD (Economics & Management)

Experience: Dr Samrat Ray has completed his PHD from global top 100 university according to QS ranking in St Petersburg Russia in the field of economics and management from Peter the Great Saint Petersburg Polytechnic University, Russia working under Russian government in various advanced fields of Neuro Marketing, Sensory Marketing, Behavioral Economics and big data innovations in top 10 Russian research framework laboratory in Moscow. His thesis is on improving innovation efficiency in start ups in emerging countries like Russia and India. He has completed three masters degrees with distinction from premier European and Indian Universities in advanced management sciences. He is a prolific author and researcher having more than 50 Scopus indexed publications in peer reviewed journals from reputed publishers like Sage, Elseiver, Frontiers, Hindawi, emerald and UGC Care 1 belonging to Q1 segment.



Dr. Nitin Ranjan

Qualifications:

Ph.D, MA (Economics), MBA (Marketing), Pursuing Ph. D. (Economics)

Experience: Teaching Experience - 10 years & Industry Experience - 1 year, Dr. Nitin Ranjan has attended FDP (Faculty Development Programme) at IIM (K) on Research Proposal Development.

Dr. Nitin Ranjan is a PhD in Marketing from Baba Saheb Bhim Rao Ambedkar University and has done his MA (Economics) from the same University. He has completed MBA Marketing from ICFAI University. He is currently imparting sessions on Managerial Economics. He has attended a large number of Seminars, Workshops, Conferences and Educational Programs and has presented more than 11 papers in various National and International conferences, and has published many research papers in national and international journals of repute, He is pursuing Ph.D. in Economics from Symbiosis International University.



Dr. Sangeeta Rajput

Qualifications: M.B.A. (Marketing) - Pune University, Advanced Diploma in JAPANESE language, N4, N3 (Japanese) Japanese Language Proficiency Tests with 92%.

Diploma in Computer Applications & Management, PhD Scholar

Experience: She has served in Corporate for 6 years at different levels & has 13+ years Academic experience in various renowned organizations. Her other areas of interest are in Marketing field and she also worked as a Pune University panel member of Marketing subjects paper setting for several years. She has published several research papers in referred journals and presented research papers in national & international conferences including Hiroshima, JAPAN & IIM Calcutta.

She has been awarded Best Employee in 2010 & Best Faculty for consecutive 3 years. She has been also awarded as 'Excellence in Foreign language Award in 2015.



Dr. Vijay Nimbalkar

Qualifications: BSc., MPM (Human Resource), Ph. D (Management) Experience :

He has BSC,MPM and pursuing PhD in Human Resource Management.

He has a vast experience in industry which comprises of Sales, Marketing, HR and Training of about 17 years and 11 years in Academics varying from teaching upto grooming and mentoring students.



Dr. Anil Varma

Qualifications:

B.Com, PGDCS, M.Com, MBA, PGDM, UGC NET Certified, PGDIBO, SAP Certified Business Associate, PhD (Management)

Prof. Anil Varma has a blend of industry and academic experience. His corporate experience of 19 years has been in the field of Marketing and Retail. His passion for academics led him to take up teaching assignment on full time basis. He went on to gain teaching experience of over 10 years. His area of expertise and interest is in the field of Marketing and Retail. He has to his credit 23 derivative books published. He has authored papers in the field of marketing, E-commerce and M-Commerce. His areas of research and teaching include Digital Marketing, Services Marketing, Sales and Distribution, Advertising and Media management, Retail Management, International Marketing and Rural Marketing.



Dr. Nidhi Tejpal

Qualifications:

Ph.D., MBA - Finance

Experience:

Dr. Nidhi is a faculty of finance and she has more than 15 years of experience.

She has attended various Seminars and Workshops.

She has published many research papers in national & international journals of repute.



Dr. Akanksha Taunk

Qualifications:

Qualifications: B.Sc (Industrial Microbiology), M.Sc (Biotechnology), MBA (Marketing + HR dual Specialization). Pursuing Ph.D. in Human Resource Management.

Corporate Experience: 2.5 years (As an HR Manager)

Institutional Experience: 10 Years (As Asst. Professor/Corporate Relations Officer)

Extra Qualification: ADCA (Advanced Diploma in Computer Applications). A seasoned Scholar having over 3 years of extensive experience in the areas of General Administration and Human Resource Management.10 years of experience as Assistant Professor and Corporate relations Officer.



Dr. Laxmidhar Biswal

Qualifications:

M.A., LL.B. MPM, PhD

Experience

Prof. Laxmidhar Biswal is having more than 12 years of Academic experience in various organization at various position in Education Sector, currently working as an Assistant Professor. He has around 4 Years Experience as a Practitioner lawyer in Orissa High Court.

He is a Post Graduate in Master of Arts (M.A.) from Utkal University, Orissa and Master in Personnel Management (M.P.M) from University of Pune. He is a Law graduate from Utkal University, Orissa. He is pursuing PhD in Management.



Prof. Nishant Ranjan

Qualifications:

MCA, PGDM, Pursuing Ph.D.

Experience:

An overall Experience of 15 years of which 13 years in Academics and rest in Software Industry. Served in MNC as Software Engineer, developed and designed several IT Applications, many of which are live and being used in the Industry.

His core subject areas are Database Management System, Management Information System, Web Technology and Digital Marketing. Handles various in house IT Projects and serving the organization as HoD - IT & Business Analytics.



Prof. Girish Naik

Qualifications:

MRΔ

Experience:

Prof. Girish R Naik is equipped with 20 plus years of work experience across private and education sectors. He has deep expertise in Client Relationship Management, Requirements Management, Business Development and Marketing centered for Human Resource functions. Girish is an outgoing, motivated team player eager to contribute to dynamic customer service supplemented by professional work ethics. He has graduated in Master's Degree in Management (MBA – Marketing and HR) from Savitribai Phule Pune University. He is currently holding the position of senior corporate relations and is actively involved in corporate relation, Training and Placements.



Prof. Kapil Kapadiya

Qualifications: MBA , M.Com Experience:

Prof. Kapil H. Kapdiya is associated with management studies since 2009, hence he has more than 10 years of work experience in academics. His area of interest is Financial Management. Prof. Kapdiya has published and presented several research papers in UGC CARE/Approved International and National level journals and conferences in India. He has proactively participated in various Faculty Development Programmes in numerous institutes and universities in India including the Indian Institute of Management, Bangalore. Prof. Kapdiya is currently pursuing Doctorate by Savitribai Phule Pune University, Pune. He is an MBA (FM) and M.Com degree holder. He has also cleared various MOOC's courses on "Academic Writing" and "Soft Skills"



Dr. Shekhar Verma

${\bf Q} ualifications:$

M.B.A. (Marketing), Ph.D.

Experience:

12 + years of Experience

Dr. Shekhar Varma has broad experience in corporate and academics. He is having total 12 years of experience. He has served 6 years in corporate in the field of sales and marketing. He has 8 years of experience in teaching and research. He has published number of research papers in National and International journals. His research lies in the area around Sales Management, Consumer behavior, Technology Management and General Management etc. He has attended various seminars, conferences and workshops.



Prof. Kshirod Chand

Qualifications:

B.Sc, PGDBM, MBA (Marketing)

Experience: 8 Years

An overall Experience of 12 Years

With 12 years of diverse experience in Corporate and Academics. Prof.Kshirod Chand is Asst.Professor in the faculty of marketing .He is having 4 years of industry experience and more than 8 years of Academic experience. Currently he is working in the Placement and Corporate Relations Department. Prof.Kshirod Chand competence has been mentoring and guiding students and he loves to be in this noble profession.



Prof. Jyoti Shukla

Qualifications:

M.Com (Accounts), MCA, PGDM

Experience

She has total 19 Years of experience. She has Teaching experience of 4 years as IT Faculty cum HOD (IT dept.) and also worked as a Trained Faculty for International Students (AUPP) Australian University Melbourne & Bellorat. She has awarded for 'Mrs. Beautiful Smile' in Mrs. M.P contest, Award for Best Performance Admission Team support, Award for Best outstanding women Personality in Education sector by Armicalgroup, women's Achiver Award.



Dr. Nalini Dixit

Qualifications: Ph.D. (Banking Sector Reforms), M.Phil, M.Com. B.Com

15 Years in Teaching and Administration. Dr. Nalini's areas of interests include Banking, Consumer behavior, etc. She has published several research papers in referred journals and presented research papers in national & international conferences, Seminars across the country. Following are some details.

2004 :- Paper presented in National Seminar organized by St. Thomas College, Bhilai Topic :- "Business Process Outsourcing"

2006 :- Paper presented in National Seminar organized by Shri Shankaracharya mahavidalaya sec-06, Bhilai Topic :- "Changing Pattern of India's Foreign

Trade as a result of Privatisation Globalisation"

2006 :-Paper presented in National Seminar organized by Shri Shankaracharya mahavidalaya sec-06, Bhilai Topic :- "Bharat mein Nijikaran evam

Vishwavyapikaran ki ek jhalaj"

2012 :- 13th National Conference on "Mapping For Excellence: Challenges ahead (Quality management In Higher Education) " Held on feb. 16,2012

2012 :- 1st International Conference On "Dynamics Of Practices in Management" Held on 22nd- 24th December 2012 at Maharaja Ranjit Singh College of

Professional Sciences, Indore And Many more...



Dr. Priyanka Rotey

Qualifications:

PhD (Management), MBA (HR), B.Sc.

Experience:

Experience: An overall Experience of 5 Years

Dr. Priyanka Rotey has near about 6 years of experience in academics. She has completed her Ph.D. in Management (Human Resources). She has taught human resource management, quantitative techniques, operations research, operations management etc. She has published several research papers in referred journals and presented research papers in national & international conferences. She has attended various seminars and workshops. She has handled many portfolios as an in charge. She has into her credit publication of 34 research papers at National and International level refereed journal and conferences. She has published four case studies and one video based case study on leadership skills of M.S. Dhoni with Humming world publishers.



Dr. Megha Upadhyay

Qualifications: MBA (Marketing and Finance), PhD (Marketing)

Experience: Dr. Megha is having experience in academics and corporate world. She has attended various Seminars, Workshops and Conferences and has presented papers in various National and International conferences. Her research papers are published in national and international journals.



Prof. Neha Agarwal

Qualifications:

MBA, Research Scholar

Experience: 10 Years +

Prof. Neha Agarwal is currently working as HOD-Center for Life Skills. She is a skilled Academician with demonstrated history of working in the Education Management Industry. She has 10+ yrs of rich experience in Industry as well as Academics. She holds Masters Degree in Management and currently pursuing PhD. She has presented papers in National and International Conferences and published books on Communication. She has attended many Seminars and Workshop.

She has provided coaching to people from diverse walks of life on Effective Communication Skills, Presentation Skills, Image Management, Business Etiquette, Positive Attitude, Self Motivation etc. She is skilled in mentoring management students for Campus to Corporate transition.



Prof. Poonam Soni

Qualifications: MPM, PGDM

Experience:

An overall Experience of 12 Years

Prof. Lalwani holds Masters in Personnel Management degree and work in Corporate Relations and Placements Department.



Prof. Aparna Malik

Qualifications:

MBA (HR)

Experience: 8 Years

Prof. Aparna Malik is a Professional Speaker, and she specializes in coaching corporate executivesand students to become Confident Presenters, Expert Communicators, Skillful Influencers, Artful Persuadersusing the Expert Speaking System. she developed this methodology from the techniques of Mentalism, Observational Intelligence, Neuro-Linguistic Programming (NLP) and Conversational Hypnosis.

VISITING & ADJUNCT FACULTY

| Sr. No. | Name | Qualification | Ехр | Subject |
|---------|-----------------------------|--|--------|--|
| 1 | Dr. Bhooshan B. Agalgatti | DCPL DOA , DLL&LW , PGT&D , PGDHRM , DBM , DPMIR , B.Sc (Electronics) ,MBA PhD, | 30 yrs | International Business - I |
| 2 | Dr. Pranab Deb | M Tech, MMS, PhD | 25 yrs | Business Ethics & CSR |
| 3 | Dr. Shubro Banerjee | M Sc, MBA | 35 yrs | Rural Marketing |
| 4 | Prof. Amey Pangarkar | PGDM | 4 yrs | Digital Marketing |
| 5 | Prof. Amit A. Gursale | MBA (P.T.) – (HR & Behavioral Science), B.E. (Mechanical) | 18 yrs | Organisational Behaviour/ Recruitment Strategy |
| 6 | Prof. Arvind D. Navagire | M.A. (English), Certified Advanced Instructional designer, Certified in M- Power | 13 yrs | Business Communication/ Corporate Communication |
| 7 | Prof. Hemant Kale | Advance Program in HRM (IIM, Lucknow) | 30 yrs | Logistics & Supply Chain Management |
| 8 | Prof. Bindu P. Narayanan | MBA- Finance, Level 4 Directive Communication Psychology Trainer | 11 yrs | Business Communication / Corporate Communication |
| 9 | Prof. G V Subba Rao | MBA, CAIIB,PG.Dip. IRPM, DCB | 54 yrs | Intro. to Banking & Financial Services/ Financial Markets & Institution |
| 10 | Prof. Gurudutta Dhanukar | B.E Civil, Interior Designer At – BSE BIL | 32 yrs | Currency Derivatives |
| 11 | Prof. Ayushi Shrivastava | MBA | 5 yrs | Business Analytics |
| 12 | Prof. Minakshi Vaishampayan | M.Sc. (Virology), LLM, DCIPR Partner at MSJ ASSOCIATES Trademark Agent & Patent Attorney | 11 yrs | Legal Aspects of Business |
| 13 | Prof. Niraj Satnalika | B.Tech,Post Graduation Diploma in Management | 8 yrs | Introduction to Credit Rating |
| 14 | Prof. Pallavi Sakharkar | Bachelor's Degree in Mathematics, Higher Diploma in Software Engineering, MBA | 17 yrs | HR Analytics |
| 15 | Prof. Piyush Nathani | CA | 10 yrs | Taxation/ Financial Moudling |
| 16 | Prof. Pooja Mimrot | MBA, Pursuing PhD | 10 yrs | Marketing Research - II |
| 17 | Prof. Rajesh PJ | b. Sc (Chem) MBA (Mktg)-PUMBA, Phd | 23 yrs | Retail Operations & Merchandising |
| 18 | Prof. Rajiv Taneja | PDGBM | 41 yrs | Consumer Behaviour |
| 19 | Prof. Rakesh Pathak | BE, MS, PGPEX- VLFM | 28 yrs | Project Management |
| 20 | Prof. Ravi Chhabra | B.E., M.B.A. | 57 yrs | Marketing Management-II/ Principles of Marketing |
| 21 | Prof. Rohitesh Gidwani | PGDBA, Advanced Course in Management, Pursuing PhD | 29 yrs | Sales & Distribution Management |
| 22 | Prof. Ronak Shah | BE, MBA | 20 yrs | Aptitude Test |
| 23 | Prof. Rupali K. Somani | B.E (E & T C) , OCA,IBM Certified Designer - Cognos 10 BI Reports. IBM Certified Developer - Cognos 10 BI Metadata Models | 15 yrs | Business Analytics |
| 24 | Prof. Sandesh Banger | BE, PGDM (Indian Institute of Management, Kozhikode), NET (IIM Kozhikode) | 6 yrs | Equity Research |
| 25 | Prof. Suja Shaji | B.Com , Masters Diploma in HRM & HRD , Train the Trainer | 25 yrs | Competency Mapping & Leadership Development |
| 26 | Prof. Tarun Bothra | BE Computer Science, MBA Finance | 15 yrs | Financial Modeling |
| 27 | Prof. Vikas Atri | BE, MBA (PGDM) – IT Systems & Marketing | 16 yrs | Six Sigma |
| 28 | Prof. Vikrant Sukhtankar | B.Tech in (Electronics & Instrumentation) | 12 yrs | Aptitude Test |

EVALUATION PROCESS



Prof. Deepti Wanjale HOD - Examination

Evaluation Process

The Institute proposes CGPA (Cumulative Grade Point Average), for assessing the students. This system is used worldwide. In this system a student is awarded a grade point on scale of 1 to 4. As mentioned earlier, 50% passing marks is mandatory. The Grade Table is given below.

| Marks | GPA | Grade |
|-------------|-----|-------|
| 50 to 60% | 1 | D |
| 61 to 74% | 2 | С |
| 75 to 87% | 3 | В |
| 88% & above | 4 | А |

The average of the GPA obtained in 9 subjects per semester would be the CGPA of the student for that semester.

Similarly for each semester we would be calculating the CGPA & the average of all the four semesters will be taken for the final result.

We follow semester pattern, each semester is of 16 weeks. In 4 Semesters Total PGDM Program is of 108 Credits with total 3600 marks for various theory, projects & Practical assignments. each paper of 100 marks is graded in the ratio of 60:40 as per the evaluation parameters

Evaluations Parameters

- 1. Test
- 2. Mid Term Examinations
- 3. Final Examinations
- 4. Subject wise viva
- 5. Subject wise Presentation
- 6. Case Study Analysis
- 7. Assignments
- 8. Social Projects
- 9. Industry Projects
- 10. Research Projects

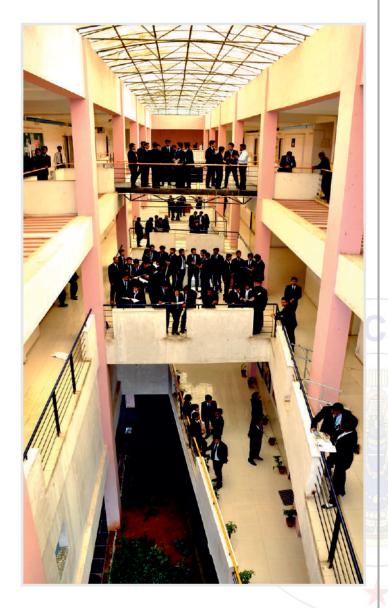
Eligibility for examination

- 1. 80% attendance for classes in mandatory to be eligible for examination.
- 2. Class participation and timely submission of assignments mandatory to be eligible for internal marks.
- 3. All projects mus be submitted before deadline and should be under guidance of assigned faculty.
- 4. No dues certificate from the account department for fees mandatory.

Dean's List

A student obtaining above 3.5 CGPA would be awarded the Dean's List Certificate.

INFRASTRUCTURE



Our three campuses are located at stones throw distance from Rajiv Gandhi Infotech Park Hinjawadi, Pune, which provides a perfect environment for management education amidst industrial leaders like Infosys, Wipro, KPIT Cummins to name a few.

Our fully residential campuses spread across acres of land, which includes modern world class amenities, providing a globally competitive academic environment to the students.

The ambience and picturesque environment makes it a perfect management "Gurukul" for a learner and a future manager.

The campuses have modern, well lit and airy classrooms with latest teaching aids like, LCD, OHP, T.V & on campus ATM facility.

There are state of the art Libraries with several books and e journals periodicals in various fields of management, information technology and other disciplines along with a reading hall.

Each institute has well equipped conference rooms, auditoriums and I.T LAB connected with a LAN.

The entire campus including hostels are Wi-Fi enabled.









INFRASTRUCTURE



Basketball Court

Football Ground





Gym

Library

The library has one of the best collections of information sources in Management, Science & Technology disciplines. It has a large collection of Text Books, Reference Books & Multimedia, which is continuously updated with the latest editions. It subscribes many national & international periodicals, databases & journals. It has a digital library which provides access to latest management information & faculty publications.





HOSTEL FACILITY







Our campus is residential hence modern residential facilities are available for the students. There are 4 separate well-furnished and well designed hostels for girls & boys with all best facilities for the students. It is mandatory for boys & girls to stay in the hostel for First year, Local students or students who wish to stay with local guardian must seek necessary NOC from the Director-IIMS. Hostel accommodation is available on twin and triple sharing basis. Allotment of accommodation for the boys students is on first come first served basis.

| FE | ES | S | ΓR | UC | TU | RE |
|----|----|---|----|----|----|----|
| | | | | | | |

| Sr. No. | Facilities | Details | Sr. No. | Туре | Amount |
|---------|---------------------|---|---------|-------------------------|--|
| 1 | Occupancy | 3 Sharing | 1 | Hostel Charges | Rs. 55,500/- PA |
| 2 | Electricity Back up | 17 Hrs from 6 am-11 pm only (During this time only) | 2 | Hostel Security Deposit | Rs. 5,000/- (at the time of hostel admission) |
| 3 | Hot Water | Yes | | | |

4 Wi-Fi Yes 5 TV In Common Room **Drinking Water** RO, Water Cooler 6 7 Bed Yes 8 Cupboard For Each Student 9 Study table & Chair For Each Student 10 Washing Machine Common per Hostel 11 Microwave Common per hostel 12 Yes, 24 X 7 Security 13 House Keeping Yes 14 Common per hostel Iron Press

MESS:

- Mess Fees Rs.40,500/- (Inclusive All Taxes) to be paid in full at the time of admission
- Private Mess options are also available inside & outside the campus. Students can choose as per their taste.

HOSTEL PAYMENT DETAILS

DD in favour of "SaiBalaji Education Society" NEFT / RTGS Details :

Details Of Bank Account:

Name Of Bank: - Punjab National Bank

Branch: - Kalyani Nagar, Pune

Ifsc Code: - PUNB0464400

Account Name: - SaiBalaji Education Society

Account Number: 4644002100000160

Notes :-

- 1. The allotment of hostel rooms will be done on first come first served basis.
- 2. Hostel fees must be deposited at the time of admission in single installment.

ADMISSIONS TEAM



Prof. Nishant Ranjan



Prof. Jyoti Shukla



Dr. Shekhar Verma



Prof. Israr Ahmed



Prof. Sonali Kshirsagar



Prof. Tukaram Telange



Prof. Kshirod Chand



Prof. Rahman Khan



Prof. Priti Dewangan

ADMISSIONS

Graduate from any statutory university with 50% of marks and 60% in 10 std. and 12 std. is desirable.

Candidates passing degree examination by part time/distance Learning / correspondence / open school / externally or in one sitting are not eligible.

On completion of interviews, we compare the performance of all candidates appearing for the interview and generate a final merit list based on their overall performance. Weightage is given to written test score, academic performance, work experience, group discussion score and personal interview score.

Additional weightage will be given to those candidates who have completed / pursuing a four year degree or any other professional qualification such as CA / CS / ICWA etc.

SaiBalaji Education Society has been approved for educational loan schemes from PNB, Central Bank of India, HDFC Credila & several others. All students who get admitted in any of our institutes can approach these banks for availing educational loan. However students have the liberty to approach any other bank as per their convenience.



DOCUMENTS REQUIRED FOR ADMISSION

The following documents are required to be submitted at the time of admission:

- Attested true copies of all Mark-Sheets and Certificates of 10th std., 12th Std., and Graduation.
 Incase of those who are still in final year of the degree course they should submit mark sheet of the previous years.
- b. Work-Experience Certificate. (If applicable).
- Certificates related to Extra-Curricular Activities (If applicable).

Submission of CAT/ MAT /C-MAT Result/ Score

Candidates should submit the application form with the photostat copy of CAT/MAT/C-MAT scores which will be verified during Personal Interview. The latest MAT score which is available with the candidates can be submitted. It may be noted that we are not going to do our short listing based on the CAT/ MAT/C-MAT score alone, although weightage is allotted for the same.

SELECTION PROCESS

The selection process consist of Group Discussion followed by Personal Interview.

Following Is The Weightage Of Marks For Admission Process

Entrance Test (CAT / MAT / CMAT / GMAT / CET / XAT / ATMA)

Score - 40 %

GD/PI Score - 35 %

Past Academic Record (10th & 12th level & Graduation) - 15 % Sports / Cultural / NCC / NSS Merit - 10 %

GD/PI CENTERS

Pune, Mumbai, Nagpur, Nashik, Goa, Hyderabad, Vijaywada, Chennai, Kerala, Bhopal, Indore, Gwalior, Raipur, Surat, Ahmedabad, Udaipur, Jaipur, Kota, Patna, Muzaffarpur, Ranchi, Jamshedpur, Gorakhpur, Guwahati, Darjeeling, Kolkata, Shillong, Dehradun, Shimla, Bhubaneswar, Allahabad, Lucknow, Varanasi, Kanpur, etc.

FEE STRUCTURE

IIMS

| Courses : | | | | |
|--|--------------------------------------|--|--|--|
| PGDM Regular Payment Schedule | | | | |
| Installment | Date | Amount | | |
| At the Time of Admiss | ion | Rs. 1,00,000 | | |
| First Installment | 15th June 2023 | Rs. 3,50,000 | | |
| Second Installment | 1st Dec 2023 | Rs. 2,25,000 | | |
| Third Installment | 1st June 2024 | Rs. 2,25,000 | | |
| Fees | for 1st Year - Rs. 4,50 | ,000 | | |
| Fees | for 2 nd Year - Rs. 4,50 | ,000 | | |
| | | | | |
| PGDM (Retail & E-Com) Payment Schedule | | | | |
| | om) Payment Schedu | ıle | | |
| Installment | om) Payment Schedu Date | lle Amount | | |
| <u> </u> | Date | | | |
| Installment | Date | Amount | | |
| Installment At the Time of Admiss | Date ion | Amount Rs. 1,00,000 | | |
| Installment At the Time of Admiss First Installment | Date ion 15th June 2023 | Amount Rs. 1,00,000 Rs. 3,50,000 | | |
| Installment At the Time of Admiss First Installment Second Installment Third Installment | Date ion 15th June 2023 1st Dec 2023 | Amount Rs. 1,00,000 Rs. 3,50,000 Rs. 2,25,000 Rs. 2,25,000 | | |

| Refundable Security deposit to | be paid at time of Reporting |
|--------------------------------|------------------------------|
| Hostel | Rs. 5,000/- |
| Lab | Rs. 3,000/- |
| Library | Rs. 2,000/- |
| Total | Rs. 10,000/- |

PAYMENT DETAILS

| InstituteName | Bank Name | IFSC Code | Bank Account Number | DD, Payble at Pune |
|---------------|----------------------|-------------|---------------------|--------------------|
| IIMS | Punjab National Bank | PUNB0464400 | 4644002100000179 | "IIMS, Pune" |

Note: Above fees does not include any international study tour, student exchange program etc.

FEES REFUND POLICY

Fees Refund Policy...

| SR.NO. | SITUATION | REFUND |
|--------|---|---|
| 1. | Request Received before date of start of session. (1st July 2023) | Entire fee less Rs.1000/- Process Fees. |
| 2. | Request received after commencement the course & Seat could be filled by the Institute. | Entire fees collected after a deduction of the processing fee of Rs.1000/- and proportionate deductions of monthly tuition fee and hostel rent. |
| 3. | Request received after commencement the course & seat could not be filled. | No Refund. Only Security Deposit (if any) will be refunded. |

As per AICTE Guidelines

| SITUATION | REFUND |
|---|---------------------|
| | \ CD |
| On request received before the date of | Entire fee |
| start of the academic session & seat | less by Rs 1000/-* |
| could be filled by the Institute before the | |
| cut off date | |
| | |
| On request received on / after the beginning | Entire fee less the |
| of academic session & seat could be filled by | Seat Cancellation |
| the Institute before the cut off date. | Charges on pro |
| | rata basis** |
| | |
| On request received before/after the start of | No refund |
| the academic session & seat could not be | (except security |
| filled by the Institute. | deposit if any) |

Note:

- * Entire amount of Security/ Caution Money Deposit will be refunded to the candidate.
- ** For calculation of the Cancellation Charges on the pro-rata basis, one month shall be treated as one unit
- ***Legal Jurisdiction Pune only

PLACEMENTS & CORPORATE RELATIONS



Dr. Akanksha TaunkDirector Placements & Corporate Relations

Dear Students.

At the outset, we extend our warm welcome to you all. The Placements and Corporate Relations Cell is dedicated to create higher degree of Corporate Exposure in scenario of VUCA (Volatility, Uncertainity, Complexity and Ambiguity) variables to conduct business, make profits and achieve long-term sustainability. PGDM Program offers various avenues for the student to engage with the industry, through Industry Visits, Business Conclave (HR, Marketing, Finance and International Business), Startup Conclave, CEO Conclave and Talk Shows with Corporate Leaders which helps in broadening their vision and purpose. Institute's 5 months (Winter 2 months, Summer 3 months) faculty guided industry internship program, Live Projects, are all designed keeping in mind the expectations of industry.

Institute has maintained stellar placement record, diversity of the companies like Mondelez India Foods, Infoedge, Zomato, Panchshil Realty, Nestle India, Times Legend Travel (Africa and Dubai), India Bulls Real Estate, Hamilton, Federal Bank, Reliance Brand, BOSE Corporation, H & R Johnson, Berger Paints etc. are testament to the conviction of industry in our brand. Every year 15- 20 new companies are added in the pool of existing 150+ companies offering excellent packages.

We would like to thank all the recruiters for their continued patronage in placements and campus engagements for the last decade.

It would be our endeavor to ensure that you pass out with flying colours and provide necessary leadership in years to come.

PLACEMENTS & CORPORATE RELATIONS TEAM



Prof. Girish Naik



Prof. Ekta Joshi



Prof. Kshirod Chand



Prof. Poonam Soni



Prof. Shipra Kanhere

PLACEMENTS

Rules for Campus Placement

Eligibility Criteria for Placements:

A) Academic Eligibility:

- Student should have 80% attendance in III Semester.
- Student should have minimum 60% marks in every semester (I, II, & III Sem) of PGDM with no backlogs.
- Student should submit their all presentations and assignments to the respective faculty.
- Student should sign their summer Project completion certificate from Head of the Department.
- Student should submit their updated Curriculumvitae (CV) to the Placement Cell.

B) Discipline Related:

- Student should be regular, should have 80% attendance in III Semester.
- Students staying outside the Hostel should be in touch with institute for placement processes.
- Students staying outside the Hostel should appear for Campus interviews by their own. Unless and until institute is participating in Pool Campus drive.
- Misconduct or misbehavior of student during interviews (IN/Off Campus) will be blacklisted.
- Maximum 5 Attempts will be allowed. ATTEMPT here means upto final personal interview round in 5 companies.
- Every student has to sign undertaking I (UND -I).
- Student opting out of Placements should sign Undertaking II (UND-II).

C) Finance Related

Student should pay all 3 installments i.e. complete PGDM course fees with NO dues of Hostel and Mess etc.

 The Placement facility is available to- all the students registered with the Training and Placement Department by filling the Online/Offline registration form. any student who does not register within the stipulated date will not be permitted to participate in the process.

- Acquisition & managing the latest data of the-students is the combined responsibility of the Placement cell & the students themselves. Hence every student is required to check the status of his/her latest data with the Placement cell
- Once the placement Process is initiated the students may attend
 the presentations given by the companies and make their
 decision to attend the selection process. once they have opted
 for attending the process of the company they will not be
 permitted to drop out at any stage of the process.
- Students are required to have their Identity cards with them at the-time of appearing in the selection process and shall produce the same on being asked for by either the selection team member or the placement cell team.
- Any student who has been selected by the company through a close campus will not be permitted for attending the next close.
- Students are advised not to contact directly the selection team members at any circumstances for placement purposes without seeking permission of Placement Department.
- Placement office takes the responsibility of centrally receiving offer letters, distributing and dispatching the acceptance letters to the companies
- The offer letters need to be sent to the Placement office for handing over to the students. Offer acceptances (from the students) received, will be sent to the company by the Training & Placement Cell.

Code of Conduct For Students

All students attending interviews are requested to keep in mind the following points without fail:

- Report at the placement centre 15 minutes before the interview starts
- Keep an updated copy of your resume with you.
- Keep sufficient number of your documents certificates/ photographs (with spare copies) ready and arranged in order.
- Unless specifically asked to report later, students waiting for their turn should wait patiently at the placement centre and not loiter about. You alone will be responsible if you miss your interview.
- Present yourself in neat and ironed formal dress and polished formal shoes. Nails ought to be clipped.
- If a candidate who has forwarded his resume for a particular company decides not to appear for the test/interview, he/she should inform the placement center as soon as possible.

OUR RECRUITERS



























































































RECRUITER'S TESTIMONIALS

Deloitte.

We are delighted to see the hospitality and management of IIMS and we are happy that the entire process is managed by the students seamlessly. The quality of students is very good and they are confident and suitable as per the requirements. Glad to recruit four students. Looking forward to come back next year.

-Deloitte



Really appreciate the efforts taken by the institute in making their Management students employable & industry ready, got very talented pool of candidates in the recruitment drive.



"We are very impressed with the batch and wanted to take more but tough luck that most of them were already placed by then"

- ICICI Securities



"We would like to come here again and again!"

- Indusind Bank



"Excellent hospitality and wonderful batch profile"

- Staples



"Excellent Quality of students"

- Infosys



I have found that the PGDM students from the SBES year after year come with an eagernes to learn and a strong desire to contribute. They are high calibre students who have a professional attitude and solid work ethic. While on their work term with us, they truly become part of our educated team."

-99acres.com

* REDINGTON

Mr. Anupam Kumar has been great to have on board as an intern. His attitude cannot be faulted - he is always up to any task allocated to him and does it to the best of his abilities. He is also fairly street-smart and is able to cope up with all sorts of exigencies that a typical work-day usually throws up. He is quite pleasant to work with and likely to be a great asset for any organization that he eventually chooses to work with.

- Redington

SHOPPERS STOP

START SOMETHING NEW

The Candidates are doing a good job so far. Her grasping power and analytical abilities are commendable. They have given a formal presentation to the entire HR team on their project and learning's.

- Shoppers Stop Ltd.



Their Attitude are Friendly, Obedient and Hard Working.

- Matrix Zero One Pvt. Ltd.

YES BANK

The Candidates have Learned about banking sector from scratch and has been able to apply the same. But the knowledge still needs to be widen. So the remark I can give is Very Good and very focused on their work. They have a sense of belonging and an excellent bonding among his colleagues.

- Yes Bank

nielsen

They have shown great enthusiasm and a craving to gain more knowledge along with that has, in a way been able to keep your institute's name at its best.

- Nielson



We have been hiring the students of SBES and it has been a wonderful experience training them and they are willing to learn the new technology and excel in it. They are not just excellent in numbers but also are professional in handling the new clients.

- Markets and Markets



Recruiting students of IIMS Pune has been a very good experience. Students are excellent & have eagerness to learn and grow.































































ONGOING PLACEMENTS BATCH 2021-23



Mr. Aashay Deshmukh Mondelez International



Mr.Prins Suman Mondelez International



Ms.Garima Nayyar Mondelez International



Ms.Shraddha Bhosale Mondelez International



Ms.Renuka Rawat Mondelez International



Ms.Khushi Joshi Deloitte



Mr.Mohit Sonthalia Deloitte



Ms.Khushi Gothi Deloitte



Mr.Abhishek Pillai Deloitte



Ms.Jasmeet Kaur Deloitte



Ms.Anjali Suman Deloitte



Ms.Soumya Singh Deloitte



Ms.Rajeshwari Dasgupta Deloitte



Ms. Khushboo Thawani Deloitte



Ms. Shruti Bhingare Deloitte



Mr. Anagh Mishra Deloitte



Mr. Sahil Dwivedi Deloitte



Ms.Apurva Jaiswal Mondelez International



Mr. Jharaneshwar Singh Storia Foods



Mr.Shivank Saxsena Weikfiled



MS.Ekta Weikfiled



Ms.Riya Meshram Jaguar and Land Rover



Ms.Shekhar Sharma Deloitte



Ms.Nihsa Deloitte



Mr.Trivendra Raikwar Deloitte



Ms.Jasleen Kaur Deloitte



Mr.Sushant Bisht Deloitte



Mr.Aman Dixit Deloitte



Mr.Hrithik Jajoo Deloitte



Ms.Priti Yadav Deloitte



Ms.Lipika Chauhan Deloitte



Ms.Akriti Tiwari Deloitte



Mr.Swaraj Singh Deloitte



Mr.Shubham Pani Deloitte



Mr.Abhishek Nehete Deloitte



Mr.Nilesh Kamble Deloitte



Mr.Vishal Kadam Deloitte



Ms.Pratiksha Karpe Deloitte



Ms.Megha Raut Deloitte



Mr.Vivek Upadhyay Deloitte



Mr.Anshul Ramteke Deloitte



Mr.Ashish Satao Deloitte



Mr.Aditya Lahudkar Deloitte



Ms.Shreya Kulkarni Deloitte



Mr.Suyash Shirole Deloitte



Mr.Mantah Moyje **BNM Business Solutions**



Mr.Ankit Mapari **BNM Business Solutions**



Mr.Hrishikesh Mehere **BNM Business Solutions**



Ms.Shreya More NielsenIQ



Mr.Kunal Iljankar



Mr.Manish Bagul Data Bridge Market Research Data Bridge Market Research



Mr.Prakash Singh Chauhan Data Bridge Market Research



Mr.Gitesh Ghosh Primecity Realty



Mr.Saumya Chaturvedi K Rahej Corp



Ms.Kajal Dhapke Tek Systems



Ms.Manisha Jadhav Neeyamo Enterprise



Ms.Vidhi Afre Neeyamo Enterprise



Ms.Suhani Gupta Indegene



Mr.Shreyash Borade Indegene



Ms.Anamika Indegene



Ms.Rudrani Sapate Indegene



Ms.Tanya Priyadarshini Indegene



Ms.Sakhsi Kondawar Indegene



Mr.Varnit Jain Zycus Infotech



Mr.Jayesh Pandya Zycus Infotech



Ms.Suhani Gupta NielsenIQ



Ms. Ayushi Chudasama Deloitte



Mr.Neeraj Gyanchandani Deloitte



Mr. Richik Raha Deloitte



Ms.Namami Dudey Deloitte



Mr. Prem Kumar Raikar Deloitte



Mr.Avinash Sahu Mondelez International



Mr. Kapish Kaith Deloitte



Mr. Sagar Raghuwanshi Deloitte



Ms. Pranita Sapre Deloitte



Mr. Sagar Pathak Deloitte



Mr. Pratik Bhonde Deloitte



Mr. Vaibhav Jasudkar Deloitte



Ms.Aathira Nair Deloitte



Ms.Silky Sah Deloitte



Ms.Snigdha Harinkhere Deloitte



Mr. Saquib Alam Vivo (BBK Electronics Corporation)



Mr. Mayur Baban Tamhane. Vivo (BBK Electronics Corporation)



Mr.Akshay Mhalaskar Deloitte



MsArminta Parija Deloitte



Ms.Sakshi Kothari Deloitte



Mr.Shubham Kumar Deloitte



Mr.Sumit Jaswal Deloitte



Mr.Dattatreya Pise Deloitte



Ms.Namrata Mishra Deloitte



Ms.Chandrani Ghosh Deloitte



Mr.Siddharth Birari Deloitte



Ms.Sharvari Dani Deloitte



Mr.Harsh Sharma Deloitte



Mr.Samvid Jadhav Wantstats Research And Media Pvt. Ltd.



Mr.Jaykant Singh MorningStar



Ms.Pihu Chandra SBI General Insurance



Ms.Sanjyot Singh SBI General Insurance



Ms.Shivani Shahare SBI General Insurance



Mr.Swapnil Dhane SBI General Insurance



Ms.Shruti Singh Xogene Solution Pvt. Ltd.



Mr.Parikshit Milindrao kohale. IndiaMART

PLACEMENTS



Mr.Liladhar Datir IndiaMART



Mr.Narayan Motiram Gaikwad IndiaMART



Mr.Sonu Kumar Gonju IndiaMART



Mr.Aditya Singh Team Computers Pvt. Ltd.



Mr.Atharav Sharma Team Computers Pvt. Ltd.



Ms.Himanshi Team Computers Pvt. Ltd.



Ms.Rajeshwari Gaikwad Team Computers Pvt. Ltd.



Mr.Arif Parvez Vardaan Realty



Ms.Prachi Kharate Jaro Group



Mr.Avinash Shivare HCL



Ms.Harshali Gade DataBridge Market Research



Ms.Pihu Chandra NoBroker.com



Mr.Karthik Vidhate Berger Paints



Mr.Chandan Singh UGAM Solutions



Mr.Aman Gupta
UGAM Solutions



Ms.Nisha Tiwari UGAM Solutions



Ms.Arisha Bhuyan UGAM Solutions



Ms.Saakshi Gupta UGAM Solutions



Ms.Sanjyot Singh UGAM Solutions



Ms.Sanora Sawant UGAM Solutions



Mr.Ishan Singh UGAM Solutions



Mr.KaranVedi UGAM Solutions



Ms.Simran Sharma UGAM Solutions



Ms.Ashana Chouksey UGAM Solutions



Mr.Ayush Pandey UGAM Solutions



Ms.Sakshi Sao Catenon



Ms.Raveena Naikar Catenon



Mr.Tanmay Jadhav Phone Pay



Ms.Shivani Padmakar Phone Pay



Ms.Aishwarya Diwate Neeyamo



Mr.Rohit Yadav JioMart



Mr.Devendra Shevade JioMart



Ms.Rashika Londhe JioMart



Ms.Vaishnavi Dhole Avira Insights



Mr.Chinmay Ganwar Avira Insights



Ms.Ashwini Gole Avira Insights



Ms.Savitri Mishra FIS Global



Ms.Ankita Moharir FIS Global



Ms.Anjali Upadhya FIS Global



Mr.Debasis Dash FIS Global



Mr.Pranit Shinde FIS Global



Mr.Abhay Lal Keshri TATA AIG



Mr.Rajednra Gaikwad TATA AIG



Ms.Arna Dutta Fujitsu Consulting India Pvt Ltd



Ms.Leena Dewangan 99 Acres.com



Ms.Reyasha Anand Avira Insights



Ms.Sanya Srivastava Prime Asset Realty



Mr.Anitya Prime Asset Realty



Ms.Sharmila Shaik Persistent



Ms.Aswini Patil



Ms.Sushmita Rai



Ms.Bhumika Rajdev



Mr.Rishabh Chouksey Extramarks



Mr.Sadashiv Parab Extramarks



Mr.Janak Potdar Extramarks



Mr.Rushikesh Khaldakar Extramarks



Mr.Ganesh Narwade Phone Pe



Mr.Nikhil Serwade InvestoXpert



Mr.Joel Fernandes Vivo (BBK Electronics Corporation)



Mr.Manohar Phadtare Satguru Travels



Mr.Jitendra Patil Satguru Travels



Mr.Shinu Philipose Satguru Travels



Mr.Anant Jaiswal Satguru Travels



Ms.Jagriti Gupta Extramarks



Mr.Suyash Pawar Extramarks



Mr.Nikhil Serwade Extramarks



Mr.Shivam Umare NoBroker.com



Ms.Anjali Vaishnav Allied Market Research



Ms.Prerna Dubey Satguru Travels



Mr.Chinmay Talwekar TATA Consultancy Services



Mr.Jaykant Singh TresVista Financial Services



Ms.Bharti Joshi TresVista Financial Services

PLACEMENTS



Ms.Ananya Singh NeoSoft Technologies



Mr.Piyush Murarka Earnst & Young



Mr.Shyam Sharma ITC



Mr.Vikram Pawar ITC



Mr.Abhishek Dagor UpGrad



Ms.Nikita Sharma UpGrad



Mr.Gouranga Dash UpGrad



Ms.Priscilla Gaikwad UpGrad



Ms.Janhvai Bhagwat Neeyamo



Mr.Amit Kumar Giri Satguru Travels



Mr.Sanket Patil Satguru Travels



Mr.Sourabh Chavan Satguru Travels



Mr.Rohit Yadav Satguru Travels



Ms.Suhana Quadri PWC



Ms.Aarti Singh **PWC**



Ms.Sonali Gupta **PWC**



Ms.Sayali Khodke PWC



Ms.Prajakta Joshi PWC



Ms.Shivangi Murarka PWC



Ms.Nikita Khairnar **PWC**



Ms.Dhanashri Mankar PWC



Ms.Purva Galphade **PWC**



Ms.Jenifer Jacob **PWC**



Ms.Afrin Rehaman PWC



Ms.Nidhi Singh PWC



Ms.Sarika PWC



Mr.Harsh Mehta PWC



Mr.Vishvesh Kant Shukla Mr.Govind Madhukar Mane **PWC**



PWC



Mr. Yash Chandankhede PWC



Ms.Komal Kumari **UTI Asset Management**



Ms.Apoorva Yadav **UTI Asset Management**



Mr.Vishvesh Kant Shukla **UTI Asset Management**



Mr.Dhirendra Jaiswar **UTI Asset Management**



Mr.Anitya VTP Realty



Mr.Ankit Meena IDFC First Bank



Mr.Rishi Jha IDFC First Bank



Mr.Soumya Khandelwal IDFC First Bank



Mr.Akshay Jadhav IDFC First Bank



Mr.Tushar Bharadwaj IDFC First Bank



Ms.Kiran Sharma IDFC First Bank



Ms.Maitriyee Kulkarni Xoriant



Mr.Hitesh Torawane ITC



Mr.Karmajit Barik i0CF0



Mr.Pranay Lambate Accenture



Mr.Abhishek Dagor Accenture



Mr.Jitendra Kumar Dalai Accenture



Mr.Rohan Kumar Singh Accenture



Ms. Srushti Wathre Accenture



Ms.Nikita Sharma Accenture



Ms.Anjal<mark>i Vaishnav</mark> Accenture



Ms.Swasti Jain



Mr.Gaurav Mishra Accenture



Ms.Leena Dewangan Accenture



Ms.Naina Dash Accenture



Mr.Ganesh Narwade Accenture



Mr. Ashwary Verma Accenture



Ms.Harshita Jadon Accenture



Ms.Mrunal Nandawar Accenture



Ms.Janhvi Bhagwat Accenture



Ms.Riyasha Anand Accenture



Mr.Aditya Mune Accenture



Mr.Nihal Kumar Baishya Accenture



Ms.Madhav Mundra Accenture



Mr.Hrishikesh G. Jaulkar Accenture



Mr.Darshan Bhosle Accenture



Ms.Nidhi Awaze Accenture



Mr.Pratik Dombale Accenture



Ms.Kirti Raikar Accenture



Mr.Dipak Patil HDB Financial Services



Mr.Akshay Jadhav Satguru Travels



Ms.Aastha Pandey ICICI Bank Ltd



Ms.Ninki Roy ICICI Bank Ltd



Mr.Aurnab Kumar ICICI Bank Ltd



Mr.Rohan Kumar Singh ICICI Bank Ltd



Ms.Aditi Jain ICICI Bank Ltd



Ms.Pranjali Shukla ICICI Bank Ltd



Mr.Debasish Panigrahi ICICI Bank Ltd



Mr.Abhijeet Kumar ICICI Bank Ltd



Ms.Harman Kaur ICICI Bank Ltd



Mr.Pratik Farse ICICI Bank Ltd



Ms.Shruti Shimpi ICICI Bank Ltd



Ms.Pooja Sawarkar ICICI Bank Ltd



Ms.Snehal Gawande ICICI Bank Ltd



Ms.Namrata Dhargawe ICICI Bank Ltd



Mr.Aman Gill ICICI Bank Ltd



Ms.Akank<mark>sha Ec</mark>hkar ICICI Bank Ltd



Ms.Rishita Jain ICICI Bank Ltd



Ms.Nikita Bodhe ICICI Bank Ltd



Mr.Prasad Karke ICICI Bank Ltd



Mr.Tushar Kumar ICICI Bank Ltd



Mr.Jitendra Dalai Edelweiss



Mr.Akash Patankar Edelweiss



Mr.Nihal Kumar Baishya Edelweiss



Ms.Rishita Jain HDB Financial Services



Ms.Ankita Nagrale Accenture



Ms.Rishita Jain ICICI Prudential MF



Ms.Prajakta Nagarale HDB Financial Services



Ms.Apoorva Kapale Mphasis



Ms.Anjani Manucha Mphasis



Ms.Kirti Chendekar Mphasis



Ms.Pratima Bansode Wolters Kluwer



Ms.Usha Sharma RS International



Mr.Rohit Singh Rawat Ernst & Young



Mr.Pranay Lambate Ernst & Young



Mr.Madhav Mundada Ernst & Young



Mr.Sujit Birari The Guardian Group



Ms.Aditi Bajpai The Guardian Group



Mr.Rishi Jha Lead School



Ms.Aditi Jain Lead School



Mr.Harshal Bhivgade BDB India Pvt Ltd



Ms.Pranali Paunikar BDB India Pvt Ltd



Mr.Shivnand Dubey Collabera



Ms.Priya Motilal Oswal



Mr.Pranay Lambhate Motilal Oswal



Mr.Nihal Kumar Baishya Motilal Oswal



Ms.Kajol Pandey Motilal Oswal



Ms.Harsha Mahshwari Motilal Oswal



Mr.Amol Kandhare Motilal Oswal



Mr.Sanket Patil Motilal Oswal



Mr.Vikram Deshmukh Mantra Properties



Mr.Pranay Lambate



Ms.Vaishnavi Kumari Peoplefy



Ms.Akshata Katkar Peoplefy



Mr.Saiyam Jain Indigo Paints Ltd



Mr.Vishal Mehta Indigo Paints Ltd



Mr.Vishal Shrivastava Indigo Paints Ltd



Mr.Piyush Murarka XL Dynamics



Mr.Yash Chandnkhede XL Dynamics



Mr.Prateek Panigrahi Broker Network



Ms.Aditi Bajpai Broker Network



Mr.Rajdeep Das IDFC First Bank



Mr.Aryan Chauhan IDFC First Bank



Mr.Satendra Rao IDFC First Bank



Mr.Trilokesh Satpathy IDFC First Bank



Ms.Kanak Nakra IDFC First Bank



Ms.Sonali Sonawane IDFC First Bank



Ms.Vaishnavi Kautkar IDFC First Bank



Ms.Akshata Katkar Allied Market Research



Mr.Sonali Kadam VTP Realty



Ms.Apeksha Malviya Leo Technosoft



Mr.Vishal Shrivastava Asian Paints



Mr.Danish Mumtaz Winspire Solutions



Ms.Rachana Kumthekar VTP Realty

CORPORATE RELATIONS



Mr. Prakash lyer MD: Kimberly- Clark Lever



"Delighted to see the energy levels and the curiosity, Wishing the students the very best"

I thank SBES for providing me this opportunity to conduct Induction for MBA 2016-18 batch. Students are with high energy levels, promising and curious to learn. I enjoyed delivering this session very much. I will always want to come back and support the institute as time permits.



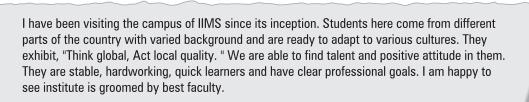
Mr. Manish Khandelwal CEO, Unitherm Engineering Ltd.



Mr. Clifford Mohan Pai GPHR, Associate Vice President HR Business Leader & Head-Employees Relations Infosys Ltd.



A good set of students, interactive and out of box thinkers. I am happy to be part of IIMS.





Mr. R. Devrajan Director HR - Globeop



Mr. Bhagwan MishraCountry Head - Sales and Marketing
Kuehne Nagel



I was happy to see the students of SBES in my last 10 years of association and found them to be competitive.

CORPORATE RELATIONS



Ms. Kavita KulkarniVP and Head HR at Infosys Limited



"Energetic and Knowledge highly visible. All the best Inspiring Journey of the Institute."

"It was a pleasing experience to be part of such a reputed institute where I was able to nurture my dreams and turn them in to reality $^{\shortparallel}$

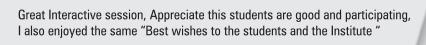


Mr. Manoj Mittal MD, Vardan Reality Pvt Ltd



Mr. Viren Joshi CEO- Sigma Electric

"Always a pleasure visiting IIMS.Best wishes for future endevour "





Mr. Prakash BangMD: Roomsxml solutions ltd.



Mr. Sudhir Mateti Head HR - Syntel Telecom

"Extremely enthusiastic students' was exceptionally good experience "All the Best"

FINANCE CONCLAVE

















MARKETING CONCLAVE

















HR & ANALYTICS CONCLAVE















CEO CONCLAVE











STARTUP & FAMILY BUSINESS CONCLAVE















CONVOCATION

CONGRATULATIONS! CLASS OF 2022









ROTARACT CLUB OF SBES ACTIVITIES

Nestling in the versatile mind of the students is enthusiasm to contribute to the society, to initiate social change and awareness combined with economic development of the region. Rotaract Club of Sai Balaji Education Society gives students a platform to mould themselves and in the bargain do something good for the society.

Rotaract is a service club for young individuals who are dedicated to community service. Rotaract Club of Sai Balaji Education Society is sponsored by Rotary Club of Akurdi, District 3131. The club has various sub-divided Avenues & Support Functions handled by Directors of the respective Posts.

- Club Service: Deals with the Intra-Club bonding and plans activities for socializing. The committee also develops strategies for recruiting new members and publicizes the club's activities to members and general public.
- Community Service: It's the heart of the club. It helps the society in every aspect possible, be it a drawing competition for the underprivileged, blood donation camp, Fitness for All Drive, or fun trips to old age homes.
- International Service: Develops plan for the club's annual international service project. The committee reviews members' suggestion for international service projects to ensure they address real needs and can be successfully carried out by the club.
- Professional Development: This Avenue aims to get the members to think differently, and sharpen their brains to the fullest. Some events organized by the committee are Guest Lectures, Group Discussion, and Debates etc.

Rotaract Club of Sai Balaji Education Society goes beyond the constrict of academics and makes a difference to society and self.





ROTARACT CLUB OF SBES: YEAR 2022-23



CORPORATE SOCIAL CORPORATE SOCIAL RESPONSIBILITY

ROTARACT CLUB OF SBES ACTIVITIES

















INTERNATIONAL STUDY TOUR

SPAIN & FRANCE

















INTERNATIONAL STUDY TOUR

DUBAI



INTERNATIONAL STUDY TOUR

THAILAND

















OCTAVE 2K22























FESTIVALS AT SBES

















OUR EVENTS

SaiBalaji Sport Academy































MANTHAN & VISTA



VEDIC MANAGEMENT & FITNESS



In addition to academics SBES provides foundational course on theories, principles and techniques of Vedic Management.

The Indian Vedic System of Management is unique because existing systems of management derive their policies and procedures from the theories of economy, production and sales but they are not fully in accordance with the Laws of Nature which manages the order and evolution of the Universe. This is the reason why the existing systems of management are prone to problems of instability and uncertainty.

Only Vedic Management has that unlimited broad base of the total organizing power of Natural Laws, from where it draws upon the infinite creativity of the infinite organizing power of the holistic value of Natural Law and also simultaneously, draws upon the enormous creativity of the specific Laws of Nature.

The Vedic Consciousness of the manager is the basis of Vedic management, which is in accordance with the Cosmic Management of Natural Laws. It organizes and maintains the universe in perfect order and harmony supporting the progress of everything and everyone, singly and collectively, in the direction of evolution.

Regular practice of Transcendental Meditation and the TM-Siddhi Programme including yogic Flying for about twenty minutes would be carried our every morning and evening. Theoretical aspects of Vedic management would also be taught as part of classroom training.

Students have to attend "Art of Living" course. This course improves concentration, memory and improves decision making ability of individuals in crises.



OUTBOUND MANAGEMENT TRAINING











ALUMNI SPEAKS

IIMS is the best thing that happened to me in my life, blends theoretical knowledge and management skills quite successfully. It has helped me to create new business opportunities, revitalize brands and 'raise the bar' in top Corporates: Nerolac, Hindustan Lever, Vodafone and SC Johnson the last 10 years.



Punit Gulati, (PGDM- IIMS, 2007-09) Manager Sales and Distribution, Hershey's India Pvt. Ltd.



Mayur Pant (2012-14) International Business-Etihad Airways Abu Dhabi

The dedicat to achieve trainer and

The dedication, support and motivation of the faculty is remarkable and enables students to achieve their dreams! The diversity in class room, interactions with international trainer and right environment of learning helped me adjust in global environment.





Satyajit Singh (PGDM IIMS 2017-19) FEDERAL BANK



Saud Khan (IIMS Batch 2014-16) Portfolio Manager Anarock Capital, Mr. Dubai Finalist 2K19, Dubai

IIMS provided me with the apt platform to get a breakthrough in management consulting and I strongly believe that it was those few formative years of my career and exposure to industry which has helped steer my career to RAK Bank Dubai.

IIMS gave me the basis I needed to begin my corporate journey at Air Charter Services. I enjoyed the very open-minded and rich interaction with the classmates and professors. It was the perfect stepping stone to start my corporate endeavor.



Aman Arora
(Batch 2015-17) Air Charter Services



Manoj Sharma (2016-18) Mondelez India



Institute provided me with a platform to interact with experts through Conclaves, projects and other events which boosted my confidence to secure PPO in my dream company Mondelez India.

STAR Alumni placed in Brands of India...

| Sr. No | o. NAME | ВАТСН | WORKING IN |
|----------|-----------------------|---------|--|
| 1 3r. NC | Sriram Baliarsingh | 2010-12 | Indusind Bank Ltd |
| 2 | Bhavana Shinde | 2010-12 | HDFC Bank, Vimannagar |
| 3 | | | |
| | Mrunalini durge | 2010-12 | Oxfam india Profile |
| 4 | Suchismita Pradhan | 2010-12 | PeakSoft Technologies Pvt. Ltd. |
| 5 | Prachi Maheshwari | 2011-13 | SKP Group |
| 6 | Rahul Dev Swarnakar | 2011-13 | Panoramic Holidays Ltd. |
| 7 | Manoj Kumar | 2011-13 | Wisteria Properties |
| 8 | Anand Sharma | 2011-13 | India Property.com |
| 9 | Saquib Hasnain | 2011-13 | India Property.com |
| 10 | Amit Kumar Sahu | 2011-13 | XL Dynamics |
| 11 | Arshi Sheikh | 2011-13 | Bose Corporation |
| 12 | Manjusha Mandal | 2011-13 | XL Dynamics |
| 13 | Lipika Banerjee | 2011-13 | XL Dynamics |
| 14 | Ambuj Rai | 2011-13 | Toshiba India |
| 15 | Ankit Panwar | 2011-13 | Puma India |
| 16 | Subhash Arora | 2011-13 | IndusInd Bank Ltd. |
| 17 | Sonali Parashar | 2011-13 | Corporate Bridge Pvt. Ltd. |
| 18 | Sudeep Mishra | 2011-13 | ICICI Securities Ltd. |
| 19 | Amrinder Khunda | 2011-13 | ICICI Securities Ltd. |
| 20 | Vinay Kumar | 2011-13 | ICICI Securities Ltd. |
| 21 | Vivek Patel | 2011-13 | ICICI Securities Ltd. |
| 22 | Anshul Khanna | 2011-13 | ICICI Securities Ltd. |
| 23 | Shubham Tiwari | 2011-13 | ICICI Securities Ltd. |
| 24 | Sumit Tolani | 2011-13 | 101016 111 111 |
| 25 | Amit Kumar Duhan | 2011-13 | Bio-Era Life Sciences Pvt. Ltd. |
| 26 | Anand More | 2011-13 | ITC Fortune |
| | | | |
| 27 | Abhijeet Sarkar | 2011-13 | Kotak Securities Ltd. |
| 28 | Diwakar Tiwari | 2011-13 | Kotak Securities Ltd. |
| 29 | Parvez Atiq Khan | 2011-13 | Rak Bank Ltd. Dubai |
| 30 | Bhupen Garg | 2011-13 | 99acres.com |
| 31 | Kunal Baswani | 2011-13 | 99acres.com |
| 32 | Giteshwar Chandra | 2011-13 | ICICI Securities Ltd. (Channel Sales) |
| 33 | Rizwan Khan | 2011-13 | ICICI Securities Ltd. (Channel Sales) |
| 34 | Ashish Jain | 2011-13 | ICICI S <mark>ecu</mark> rities Centre sales- Mumbai |
| 35 | Sandip Saini | 2011-13 | ICICI Securities Centre sales- Mumbai |
| 36 | Gaurav Kalanki | 2011-13 | ICICI Securities Centre sales- Mumbai |
| 37 | Devendra Soni | 2011-13 | ICICI Securities Centre sales- Mumbai |
| 38 | Arpita Jain | 2011-13 | SKK (s) Pte Ltd. |
| 39 | Vishal Mantri | 2011-13 | Nissan Motors |
| 40 | Praveen Gautam | 2011-13 | UTI AMC Ltd. |
| 41 | Rakesh Mishra | 2011-13 | Tata Motors Ltd Odisha |
| 42 | Rashmi Yadav | 2011-13 | Suvidha Pvt. Ltd. |
| 43 | Sanjay Singh | 2012-14 | ICICI Securities Ltd. |
| 44 | Divya Kaul | 2012-14 | Eclerx Services Ltd. |
| 45 | Abdul arshad | 2012-14 | Kotak Mahindra Bank Ltd. |
| 46 | Manish Tiwari | 2012-14 | Indus Ind Bank Ltd Pune |
| 47 | Minaz Virani | 2012-14 | XL Dynamics Pvt. Ltd |
| 48 | Sheshant Negi | 2012-14 | Aditya Birla Retail Ltd. |
| 49 | Roshan Kumar | 2012-14 | Kansai Nerolac Paints |
| 50 | Brahmeet Khunda | 2012-14 | Tradeindia.com |
| 51 | Mr. Navin Kumar Singh | 2012-14 | Angel Broking Pvt. Ltd. |
| 52 | Abhijeet Patil | 2012-14 | Solum Automobiles System Pvt. Ltd. |
| 53 | Neeraj Adate | 2012-14 | Future Generali Health Insurance Co. |
| 54 | Neha Agarwal | 2012-14 | Bookyourtable.com - Pune |
| | INCHA ABAI WAI | 2012-14 | DOOKYOUI (abic.com - r une |

STAR Alumni placed in Brands of India...

| Sr. No | o. NAME | BATCH | WORKING IN |
|----------|----------------------|---------|------------------------------------|
| 1 3r. NC | Narendra Gorana | 2012-14 | HDFC Bank Ltd. |
| | Mayur Pant | 2012-14 | 99acre.com- Mumbai |
| 3 | Rahul Gupta | 2012-14 | Maersk Global |
| 4 | · | 2012-14 | |
| | Akshay Sahu | | Reliance Money Solutions Pvt. Ltd. |
| 5 | Sagar Joshi | 2013-15 | BOSE Corporation |
| 6 | Parvat Purohit | 2013-15 | 99 acres.com |
| 7 | Gautam Mistry | 2013-15 | Bharati Airtel |
| 8 | Sunil Chauhan | 2013-15 | Kansai Nerolac |
| 9 | Surbhi Bapat | 2013-15 | Aditya Birla Retail |
| 10 | Bhushan Nikhate | 2013-15 | TCS |
| 11 | Anoyna Panigrahi | 2013-15 | Infosys |
| 12 | Naveen Tamaskar | 2013-15 | 99 acres.com |
| 13 | Parul Ramola | 2013-15 | ICICI Securities |
| 14 | Mohini Magar | 2013-15 | HDFC Bank |
| 15 | Saud Khan | 2014-16 | RAK Bank,Dubai |
| 16 | Anurag Priyadarshi | 2014-16 | Edelweiss |
| 17 | Aishwarya Ashokan | 2014-16 | Tech Mahindra (Fin) |
| 18 | P. Vanaja | 2014-16 | Redington |
| 19 | Mr. Illu Sharma | 2014-16 | Thomas Assessment |
| 20 | Sagar Shah | 2014-16 | Tata Housing Development |
| 21 | Deepakshi Krishnan | 2014-16 | Markets and Markets |
| 22 | Jayant Kapadia | 2014-16 | BOSE Corporations |
| 23 | Swati Shrivastava | 2014-16 | Aditya Birla Retail |
| 24 | Priya Upadhyay | 2014-16 | Aditya Birla Retail |
| 25 | Krishna Pratap Singh | 2014-16 | 99 acres.com |
| 26 | Rukhsar Khan | 2014-16 | 99 acres.com |
| 27 | Kushal Chaurasia | 2014-16 | ISS |
| 28 | Saurabh Singh | 2014-16 | Metro Group |
| 29 | Jaskaran Bhullar | 2014-16 | Decathalon |
| 30 | Anmol Sharma | 2014-16 | Cholamandalam Finance Ltd. |
| 31 | Deepak Mandal | 2014-16 | Exide Industries Ltd. |
| 32 | Mr. Ankit Chauhan | 2014-16 | Manikchand Oxyrich |
| 33 | Mr. Amir Khan | 2014-16 | |
| | | | Bajaj Alianz |
| 34 | Ravi Pandey | 2014-16 | UTI AMC |
| | Aman Singh Arora | | Air Charter Services Pvt. Ltd. |
| 36 | Anurag Choubey | 2015-17 | Mondelez India |
| 37 | Ashish Pandey | 2015-17 | Satguru Travels & Tours LLP |
| 38 | Ayush Ganodwale | 2015-17 | Keuhne & Nagal Pvt.Ltd |
| 39 | Brahmanand Narvekar | 2015-17 | Jaro Education |
| 40 | Chaman Sharma | 2015-17 | India Kawasaki Motors Pvt Ltd |
| 41 | Khushboo Srivastava | 2015-17 | Raymond |
| 42 | Sagar Hedaoo | 2015-17 | cars24.com |
| 43 | Sudhir Kumar Yadav | 2015-17 | Mondelez India |
| 44 | Narendra Panderpure | 2015-17 | Satguru Travels & Tours LLP |
| 45 | Sachin Nair | 2015-17 | Markets & Markets |
| 46 | Jasleen Chaney | 2015-17 | Aditya Birla - The Collective |
| _ 47 | Deepak Modi | 2015-17 | Amul India Ltd. |
| 48 | Raj Kumar Shaw | 2015-17 | Tata Housing Development |
| 49 | Abhijeet Desai | 2015-17 | Berger Paints |
| 50 | Rajat Singh | 2015-17 | Saint Gobain Weber |
| 51 | Gurjeet Singh | 2015-17 | Redington India Ltd. |
| 52 | Pradeep Kumar | 2015-17 | Pepsi Co |
| 53 | Nishant Bajaj | 2015-17 | 99acres.com |
| 54 | Ankit Tiwari | 2015-17 | Naukri.com |
| | | | |

AWARDS & RECOGNITION



"Best Education Brands 2018" - The Economic Times



"Best B-School In Placements", Navabharat Group



Top Management Institute in Western Region - Jagran Josh



"Best B-School In Placements", Pune Education Leadership Award, 2022



Institute with Best placements - ABP News



India's Most Trusted Brand of the Year Award, 2022



Education Leadership Award - BBC Knowledge



"Best B-School In Placements", Trade & Media and My Brand Better, 2022



"Best B-School In Placements", Navabharat Group



International Institute of Management Studies

Please attach your recent passport size photograph here

| Sr. No. | Management Programme | |
|---------|----------------------|--|
| 1. | PGDM | |
| 2. | PGDM (Retail) | |

| | | 2. | PGI | OM (Re | tail) | | | | | | | | | | |
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| PERSONAL DETAILS 1. Name (As it appears on the second sec | ne official doc Surname | uments, sch | iool reco | rds, pas | ssport e | 1 | irst Name | | [| | Mic | l elbb | Name | <u> </u> | |
| 2. Male Female | Marrie | d s | Single | | | | | | | | | | | | |
| 3. Date of Birth (Day / Mont | h / Year) | 9 | | | | Blood | Group | 7 | | | | | | | |
| 4. Nationality | | To | | | | | | | | | | | | | |
| 5. Do you have a passport | Yes | No | | Expiry | / Date | | | | | | | | | | |
| 6. Father's (Guardian's) Nar | ne | | | | | | | | | | | | | | |
| | Surname | | | | | F | irst Name |) | | | Mic | dle l | Name |) | |
| 7. Father's (Guardian's) Occ | upation | | | | | | | | | | | | | | |
| Company Name | | | | | | | Designati | on | | | | | | | |
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| Ex | Examination taken (Please list in chronological order including examination with results pending) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Examination Body Name of the Exam Date Subjects / Specialisation Results/Grade/ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 11. | 11. Summary of your academic and career objectives (Please attach separate A4 size sheet) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 19. | 19. I certify that all information provided in this application proforma is complete and accurate. I agree to familiarize myself with all the rules and regulations of the programme set forth by the institute and abide by them. I would uphold the standards and respect the principles of the organisation for higher learning. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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DECLARATION



Code of Conduct.

- All communication devices to be switched off during the class hours.
- Regular and timely attendance in the class, including guest lectures is compulsory.
- Student must carry ID Card while in the campus and during the internships.
- Any act of disrespect or discourtesy to the guests, teachers or the staff will be considered
 as an act of indiscipline.
- Tearing of pages from the Library books will be viewed seriously, the student returning the book shall be held responsible.
- Student who wish to withdraw must do so before commencement of the course. Fees once
 paid shall not be refunded after joining/ commencement of the course under any circumstances.
- 80% attendance is compulsory to be eligible for placements and grant of term.
- Leave applications must be approved by the Director only.
- Any violation of the above rules will be dealt with severely, which includes being placed on the red list and /or :
 - a) First warning
 - b) Second warning
 - c) Suspension from the class
 - d) Dismissal with notice
 - e) Dismissal without notice

| Parents/ students should note that the Institute will Prospectus and nothing else. | be bound by what is published in this |
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here by declare that I have gone through the "CODE OF CONDUCT" and would abide by the same and follow all the rules and regulations of the Institute.

Signature:

Date:



^{*}Disputes if any subject to Pune Jurisdiction only

"Where the mind is without fear and the head is held high;

where knowledge is free; where the world has not broken up into the fragments by narrow domestic walls;

Where words come out from the depth of truth; Where tireless striving stretches it's arms towards perfection;

Where the clear stream of reason has not lost it's way into the dreary desert sand of dead habit:

Where the mind is led forward by thee into that heaven of freedom my father;

Let my country awake"

- Rabindranath Tagore



International Institute of Management Studies

(Approved by AICTE, Ministry of HRD, Govt. of India)

Awards

"Best B - School in Placements" - Pune Education Leadership Award, 2022
"Best B - School in Placements", Navabharat Group, August - 2022, 2021, 2019
"Best B - School in Placements" - Western Region - April - 2022, Trade & Media and My Brand Better

"Top 10 most Prominent Institutes in Maharashtra", The Knowledge Review, 2019, 2018

"Best Education Brands", The Economic Times, 2019
"Great Indian Institute", Forbes India Marquee, 2018
Global Award for Best B School in Placements at World Education Congress, 2018

Best Academic and Industry Interface Award - ABP News, 2018

Rankings

6th - Top Private MBA Institutions, Pune - Outlook, India's Best B School Survey - 2023

8th - Top Private MBA Institutions, Maharashtra - Outlook, India's Best B School Survey - 2023

14th in India (Private B Schools) – Times of India, Feb - 2022

16th - Top Private MBA Institutions, Western India - Outlook, India's Best B School Survey - 2023

24th in India (B School Placement Survey) - Go Getter Magazine Survey

25th in India (Overall), Times B School Ranking - Feb 2022

32nd in Private B Schools in India - IIRF Ranking - 2022

6654 7500 admissions@iimspune.edu.in www.iimspune.edu.in www.iimspune.edu.in





