



PLACEMENT BROCHURE 2018-20





CONTENTS

The Institute	03
Vision / Mission / Values	04
Board of Governors	04
Message from the Director	05
Message from Dean (Placements, Corporate & Alumni Relations)	06
Candidates With Work Experience (Batch 2018-20) – Companies Prior To PGDM	07
Batch Profile	07
NIRF Ranking of IMI Kolkata	08
Distinguished Speakers	09
The Faculty	10
IMI Kolkata PGDM Courses	20
Bloomberg Terminal	31
Academic and Research Collaborations	32
Conference & Seminar at IMI Kolkata	36
TED [×] IMIKolkataLive	39
Annual Management Conclave – Converse 2018	40
7th Annual Convocation at IMI Kolkata	42
Students' Activities	42
Student Clubs at IMIK	43
Industry Interactions	45
Alumni Interactions	47
Alumni Awards	49
Alumni Achievements	52
Start-up Entrepreneurs	55
Students' Profile	56
Final Placement Process	97
Summer Placement Process	98
IMI Kolkata in Media	99

The Institute

The IMI Legacy

Established in 1981 with a campus in New Delhi, International Management Institute (IMI) was India's first corporate sponsored business school. During its inception, IMI was backed by prestigious corporate houses like RPG Enterprises, Nestle, ITC, SAIL, Tata Chemicals, BOC and Williamson Magor. IMI Delhi, which is located in the Outab Institutional Area, has been among the leading B-schools for more than three decades and is today a global institution. It was established in collaboration with IMI Geneva (now IMD, Lausanne). Later in 2010, two more campuses came up in Kolkata and Bhubaneswar to enable bright young minds gain access to the world-class IMI management pedagogy.

IMI Kolkata

The IMI Kolkata campus is centrally located at Alipore and is equipped with state-of-the-art infrastructure, academic and residential facilities. The Institute offers not only a scholarly and professional ambience, but also a fulfilling campus life necessary for all-round development of the student. The campus buildings are separated into an academic block and a residential block. The academic block is centrally air-conditioned with spacious lecture theatres, equipped with the latest audio-visual teaching aids. The residential block houses single-occupancy hostel rooms for the students.

Ethos

IMI Kolkata aims at shaping brilliant minds, equipping them with skills to lead national and global organizations. The Institute is devoted to the task of building a pool of next-generation entrepreneurs, managers and leaders with unwavering commitment to ethical behaviour and unfaltering concern for the conservation of natural resources and the environment. The Institute inspires its students to strive for thought-leadership in a number of specialized areas through Centres of Excellence for advanced research and consultancy. The Learning Resource Centre has been created as a specialized training cell to make academics and field-work based research integral to the Institute. The Management Development Programme Division contributes more effectively to the professional growth of managers and administrators. A RP-Sanjiv Goenka Group initiative, IMI Kolkata enjoys strong support from the highly respected business group that has a passion for nurturing tomorrow's leaders.

VISION

To be a globally recognized Center of Excellence in management education.

MISSION

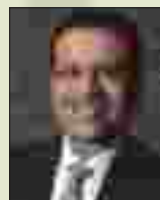
To produce socially-sensitive, globally-aware and values-driven individuals capable of providing leadership.

VALUES

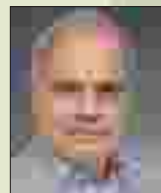
Commitment to:

- Transparency in actions and systems
- Passion for excellence
- Integrity and ethics as a way of life
- Respect for all
- Sustainability and autonomy
- Harmony and cooperation
- Concern for society and environment

BOARD OF GOVERNORS



Shri Sanjiv Goenka
Chairman, RP- Sanjiv Goenka Group



Shri V. C. Agrawal
President Corporate HR
RP- Sanjiv Goenka Group



Shri R. K. Jha
President
CESC Limited



Shri P. K. Khaitan
Sr. Advocate – Supreme Court



Dr. Himadri Das
Director General
IMI



Shri Shashwat Goenka
President
Spencer's Retail Limited RP- Sanjiv Goenka Group



Shri Sunil Bhandari
Executive Director



Shri Subhasis Mitra
Executive Director &
Group Company Secretary
RP- Sanjiv Goenka Group



Professor Arindam Banik
Director
IMI Kolkata



Shri Sunil Mitra
IAS



Professor Pradip K. Bhaumik
Professor
IMI Delhi



Professor Tirthankar Nag
Professor
IMI Kolkata



Dr. Pooja Sengupta
Assistant Professor
IMI Kolkata

MESSAGE FROM THE DIRECTOR



It gives me immense pleasure to invite you to participate in the placement process of International Management Institute Kolkata (IMI Kolkata) which is one of the three Chapters of IMI, India's first corporate-sponsored business school. The information presented here is a part of our continuing endeavour to serve various stakeholders such as students, staff, alumni and the business community.

The founders of IMI began the IMI Kolkata Chapter with a clear objective to promote IMIK as an institute which provides significant opportunities to students to learn, grow and hone multiple skills across various disciplines of management. With the help of a range of pedagogical tools like lectures, case studies, simulations, project presentations and various methods of deep learning, the Institute aims at their all-round development preparing them to meet various

leadership challenges on the global arena. At IMIK, we innovate and encourage our students to achieve superior performance to become responsible and successful business leaders in the days to come.

We are glad to inform you that IMI Kolkata's flagship Post-Graduate Diploma in Management (PGDM) programme is accredited by the National Board of Accreditation (NBA) with effect from July 2016 for the next two years. The programme is also accorded equivalence with Master of Business Administration (MBA) degree by the Association of Indian Universities (AIU).

We strongly believe that learning should be a pleasant experience that allows you to nurture your passion to achieve career goals and aspirations while providing you with the constant support and the required study pressure to achieve the targets. Our active collaborations with the ESC Rennes School of Business in France, Xunta de Galicia in Spain and Sichuan Academy of Social Sciences and Kunming University of Science and Technology in China are among the important dimensions of our international focus. In a span of six years, our graduates have shown evidence to become world-class citizens. They have developed ambition and pride themselves in excellence. Our students are our greatest ambassadors!

We inspire our students to gain experiences in various business activities like working on live projects or on projects abroad, to emphasize in Summer Internship Programmes. Three students have been sent to Spain under the Erasmus+ project in 2017 for their summer internship programme. As a part of each programme, our students work one-on-one with an industry expert in addition to his/her academic mentor. Furthermore, our recent introduction of "Leadership Lecture Series" is designed to increase students' understanding of leadership and communication in teams. Likewise, learning entrepreneurship is another dimension of our business education programme. We feel that an individual must possess prior knowledge and information and the cognitive properties necessary to value knowledge in order to identify new opportunities.

Research and consultancy in the areas of management has been IMI's raison d'être for over 35 years. IMIK's full-time faculty members are therefore working on the creation of new knowledge on a continuous basis. They have publications in benchmarked journals such as those indexed in Scopus, Thomson Reuters and RePEc. The aim has been to contribute new insights to academic communities worldwide as well as to provide innovative contents for teaching. With this perspective, the Institute constantly endeavours to upgrade its intellectual capital and the skill sets of its faculty team.

For IMIK, an international research focus is inextricably linked with effective management training. The Institute aims at supporting companies in the ever-changing world by combining theoretical progress and their implications in business. Indeed, we believe that close co-operation with the business sector and our growing alumni network is a prerequisite for successful business activity. The amalgamation of theory with practice has always been a central element of our teaching and is anchored in an integrative manner in our academic programmes.

I am privileged to invite you on campus for the placement process of PGDM batch 2018-20. Our past batches of students have already been able to make a mark in the companies in which they were placed with their dynamic contributions. As the PGDM batch 2018-20 embarks on its journey to take significant responsibilities in the professional world, I assure you a rich IMIK experience. I am confident that our students will contribute to the development of your highly esteemed organization leading to long term association and synergy for both sides.

Arindam Banik
Arindam Banik, Ph.D.
Director, IMI Kolkata

For further information please visit our website www.imi-k.edu.in



MESSAGE FROM THE DEAN

(Placements, Corporate & Alumni Relations)

On behalf of the Management and Faculty of IMI Kolkata, I would like to take this opportunity to thank all the corporates for the invaluable support IMI has received, with a special mention of the overwhelming response in 2014, 2015, 2016, 2017 and 2018.

With our mission to produce socially- sensitive, globally- aware and value- driven individuals capable of providing leadership, IMI Kolkata is thriving to be a globally recognized Centre of Excellence in management education.

Our students are trained to work with cross-cultural committees and teams given that they come from different states of India and from a diverse spectrum of educational backgrounds, specialisations and work experience.

The academic rigour coupled with live projects, internship and co-curricular activities have made IMI students deliver superior quality at work. We thank our recruiters for the tremendous faith they have shown in us.

The list of companies that participated in the summer internships and final placements is made available to you in our placement brochure and website. We have received very encouraging feedback from organizations where our students have interned.

We greatly value our industry partnerships and constantly strive to make this association mutually beneficial.

I am sure the PGDM batch of 2018-20 will surpass all expectations and set a new benchmark. I present to you the PGDM batch of 2018-20.

Mohua Banerjee

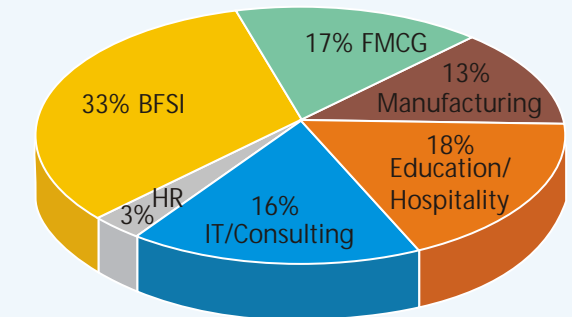
Dr. Mohua Banerjee
Professor - Marketing
Dean - Placements, Corporate & Alumni Relations, IMI Kolkata
Ph : +91-9874684991
Email: dean.placement@imi-k.edu.in

CANDIDATES WITH WORK EXPERIENCE (BATCH 2018-20) – COMPANIES PRIOR TO PGDM

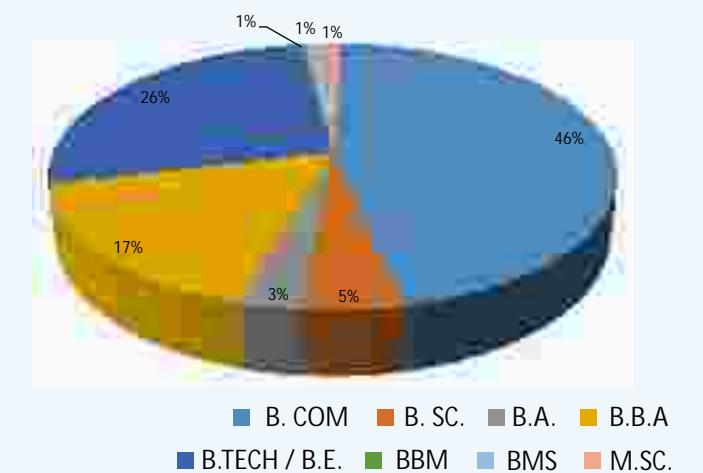


BATCH PROFILE

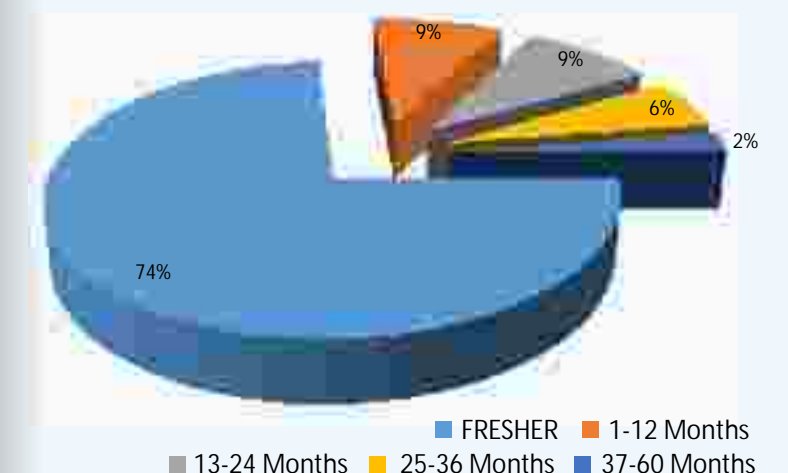
SIP Company Sectors



EDUCATION BACKGROUND



WORK EXPERIENCE



NIRF RANKING OF IMI KOLKATA

IMI Kolkata ranked **45th**
in NIRF India Rankings 2019
for Management Institutes by Ministry of HRD, Govt. of India



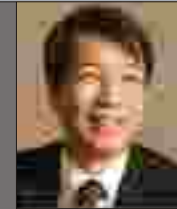
Overall | Universities | Engineering | Management | Pharmacy | Colleges |
Medical | Law | Architecture



Department of Higher Education
Ministry of Human Resource Development
Government of India

As per the 'India Ranking Report' issued by the National Institutional Ranking Framework (NIRF), developed by the Ministry of Human Resource Development, Government of India, IMI Kolkata ranks 12 in 2016; 49 in 2017 and in the band of 51-75 in 2018.

DISTINGUISHED SPEAKERS



Un-Chan Chung
Chairman, Korea Institute for
Shared Growth (KISG),
Former Prime Minister, Republic
of Korea, Former President,
Seoul National University



Sanjay Mitra, I.A.S
Defence Secretary, Government
of India



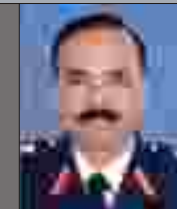
Bibek Debroy
Chairman, Economic Advisory
Council to the Prime Minister
and Member, NITI Aayog



Anil Sahasrabudhe
AICTE Chairman



R. A. Mashelkar
Former Director General,
CSIR



Lt. Gen. Ashok Kr. Chaudhary
Director General,
Military Operations



Kaushik Basu
Former Economic Adviser,
PMO



Sanjeev Nandwani
Additional Director General
of Foreign Trade,
Ministry of Commerce and
Industry, Govt. of India



Rajat M. Nag
Former Managing Director General,
Asian Development Bank, Manila



Sunil Mitra
Former Secretary - Finance and
Revenue, Govt. of India



Sumit Bose
Former Finance Secretary -
Ministry of Finance, Govt. of India



Jawhar Sircar
CEO, Prasar Bharati



Gurcharan Das
Former CEO,
P&G India



Jimmy Tangree
Former Station Head,
Red FM



Chung Mo Koo
Professor, Kangwon National
University, South Korea



Kar-yiu Wong
Professor of Economics, The
University of Washington,
Director of the Research Center
for International Economics
(RCIE) and President of the Asia-
Pacific Economic Association
(APEA)



Barun Chanda
Advertising Professional,
Actor & Author



Prakash Javadekar
Union Minister for Human Resource
Development since 05th July, 2016



Pradeep Kashyap
CEO, MART

THE FACULTY

IMI Kolkata has one of the best faculty-student ratios in the country. The faculty members are doctorates from premier academic Institutes. They also have enhanced industrial exposure to ensure that learning is never outdated. However, the accent is not on current trends alone, ensuring that the classical theories on management are part of the students' learning base. Twenty four full-time faculty members form the core team. They are complemented by visiting and guest faculty members from academia and all industrial sectors.



ARINDAM BANIK

*Director & Professor
Ph.D (Delhi School of Economics)*

Dr. Banik teaches International Finance and International Business at IMI Kolkata. His fields of specialization are international trade and services, global financial imbalance, development economics, the structure and organization of financial markets and payment systems, technology transfer and strategic analysis of markets and economics. He started his career as a foreign exchange trader for American Express Bank, Dhaka. He has published over 100 articles and has taught at the University of the West Indies, Cave Hill Campus, Barbados. He is the Editor of the *Global Business Review* and is on the Advisory Board of the *eSocialsciences*, *Asian Business and Management* and the *Journal of Public Sector Policy Analysis*. He holds the position of ACC Chair Professor in International Finance and Business at IMI, and has set up a research cell entitled "Prospect of Indian Cement Companies' Business in Neighboring Countries". He has consulted with several corporations, Ministry of Rural Development, ACC, ADB, UNIDO, World Bank, ILO, IRDC, CIDA, GTZ.



ABHIJIT ROY

*Chairperson (Student Relations) & Assistant Professor, Finance and Accounting
Ph. D (The University of Burdwan)*

Dr. Roy has done his doctoral research in corporate environmental sustainability practices and disclosures in Asian context covering companies from India, China, Japan, South Korea and Indonesia. Before joining IMI-K he has taught in institutions like St. Xavier's College (Autonomous), Kolkata, Christ University, Bangalore, Dr. B. C. Roy Engineering College, Durgapur. He was awarded with 'South-South and Triangular Cooperation Fellowship'(SSTC) by ILO to conduct research on Social and Solidarity Economy (SSE) at the Academy of SSE held in Seoul, South Korea in 2017. He has independently handled United Nations Development Program's (UNDP) field research projects on 'Socio-Fin Sustainability Study' in Rourkela, Pune, Vizag and Delhi. He was honored by UNDP with 'Best Achievement Award' as 'Project Resource Person'. His present research interest includes the study of social and solidarity economy enterprises in south-south context, corporate governance and application of distributed ledger technology in business.



AVINASH K SHRIVASTAVA

*Assistant Professor, Quantitative Techniques
Ph.D (University of Delhi)*

Dr. Shrivastava did B.Sc (H) in Mathematics and received his Masters, M.Phil and Ph.D degrees in Operational Research from the Department of Operational Research, University of Delhi. His current teaching interest includes courses of decision sciences viz. Business Mathematics & Statistics, Operations Research, Quantitative Techniques, Multi-Criteria Decision Making (MCDM). He has presented papers in conferences of international repute and won accolades for best paper presentations. He has been publishing extensively and serving as reviewer for various journals of international repute. He is the guest editor of four books published by Bloomsbury Publications & Taylor & Francis. He is the managing editor of the International Journal of System Assurance Engineering and Management (JSAEM), Springer. He has organized international conferences and seminars in different capacities. He is also a life member of Society for Reliability, Engineering, Quality and Operations Management (SREQOM).



BAIDYANATH BISWAS

*Assistant Professor, Information Technology and Quantitative Techniques
Fellow Program in Management, Information Technology and Systems (IIM Lucknow)*

Baidyanath Biswas is associated with IIM Lucknow pertaining to his doctoral research. His academic interests comprise of economic and technological challenges in cyber risk management, and information security with expertise in data analytics. Before joining IIM Lucknow, he worked for a span of nine years with Infosys Technologies, IBM India, and Cognizant Technologies. His works have been published in the proceedings of top peer-reviewed international conferences, namely, AMCIS 2016, AMCIS 2017, AMCIS 2018 and HICSS 2018. He has published in the Journal of Enterprise Information Management and ISACA Journal. He has also served as an invited reviewer for top-tier journals in management information systems, namely, Information Systems Frontiers and ACM SIGMIS Database. He has been the recipient of Best Doctoral Scholar Awards in Consortiums held at VGSOM (IIT Kharagpur) and IDRBT (Reserve Bank of India) in 2017.



BOUDHAYAN GANGULY

*Associate Professor, Operations & Technology Management
Fellow (IIM Lucknow)*

Dr. Ganguly is in the area of Operations and Technology Management and currently teaches IT for Decision Making and MIS. He has experience in the telecom industry and teaching. He started his career as a software professional in Ushacomm India Pvt. Ltd. He published papers in reputed journals during his research at IIM Lucknow. Prior to joining IMI Kolkata he took up several projects such as Tourism Enterprise Survey in Bihar (commissioned by the Govt. of Bihar and under the technical assistance of International Financial Corporation), Study on Computer Aided Learning Centres under Sarva Shiksha Abhiyan etc. He has also been a visiting faculty to Chandragupt Institute of Management Patna.



CHANCHAL CHATTERJEE

*Associate Professor, Finance & Accounting
Ph.D (The University of Burdwan)*

Dr. Chatterjee has B.Com (Hons.) and M. Com. degrees from the University of Burdwan and stood first with a first class at both the levels for which he obtained two Gold Medals. He has received many other prestigious awards from the University for his academic excellence. He also has a PGDBA in Financial Management from Symbiosis, Pune. He has earned his Ph.D from Burdwan University in Financial Restructuring through Buyback of Shares, for which he obtained the best research award in Finance Track in the 3rd Doctoral Colloquium at IIM Ahmedabad in 2010. His doctoral dissertation is published in the form of a book by an international publisher based in Germany. He has published several articles in national and international journals as well as book chapters and other research papers. He has also presented papers in several international conferences. His research interest includes corporate governance, corporate finance and banking. Currently Dr. Chatterjee is teaching Cost and Management Accounting, Corporate Financial Restructuring, Financial Management, Financial Services and Financial Accounting and Analysis. Before joining IMI Kolkata, Chanchal has worked at St. Xavier's College, Kolkata for five years as Assistant Professor. He has received Sourabh Shiware Memorial Young Researcher Award 2016 (All India) awarded by Indian Commerce Association for outstanding achievement and contribution in the Discipline and Profession of Commerce and Business Management.



DIBYAJYOTI GUHA

*Assistant Professor, Operations & Technology Management
Ph.D (IIT Bhubaneswar), MS (IIT Kharagpur), B.Tech (University of Kalyani).*

Dibyajyoti Guha received B.Tech. in Computer Science and Engineering in 2003 from Kalyani Govt. Engg. College, University of Kalyani, West Bengal, M.S. in Telecommunication from Indian Institute of Technology, Kharagpur, West Bengal in 2012, Ph.D. in Mathematics from Indian Institute of Technology, Bhubaneswar in 2016. He has worked in HCL- Cisco ODC, Chennai from 2004-06, Sipera Systems Inc (a startup company that was acquired by Avaya Labs in 2011) from 2006-08 as software engineer in VoIP/Data/Telecom routing, SSL protocols in Cisco, Juniper high end routers. Guha has worked in Dallas (Sipera System's headquarter in USA) for delivering a major project on secure VoIP gateway for Banking customer namely Wells Fargo during 2007-08. Dibyajyoti Guha has published research papers in Performance Evaluation (Elsevier), Information Systems and Operational Research (Taylor & Francis), Applied Mathematical Modelling (Elsevier). He is presently working on Machine Learning, EEG based analysis of Brain Computer Interface, Emotional Intelligence with an aim towards Mental Health, Cognitive Science. His research interests include Stochastic Analysis, Machine Learning, Cognitive Science.



GOBINDA ROY

*Assistant Professor, Marketing
B.E (Jadavpur University), MBA (Vinod Gupta School of Management)
Ph.D (Thesis Submitted in Vinod Gupta School of Management)*

Professor Gobinda Roy has over fifteen years of industry experience and one year of teaching experience. He is in the area of marketing and currently teaches Digital Marketing, Service Marketing, Web Analytics etc. He has rich and extensive managerial experience in the telecom industry in the areas of telecom product management, marketing management, telecom solution etc. As an ex-co-founder of leading virtual assistant company Ennovation Consulting, he managed many international marketing research projects. Prior to joining IMI Kolkata, he has conducted MDP and FDP in OPJU, JSPL, and JPL Raigarh and delivered guest lectures in VGSOM (IIT Kharagpur), IIFT Kolkata. He has published several scholarly articles in leading international journals, such as, Journal of Internet Commerce, Journal of Marketing communication, Global Business Review etc.



JEEVANANTHAN M

*Assistant Professor, Finance
Ph.D (National Institute of Technology, Tiruchirappalli)*

Dr. Jeevananthan received his Ph.D from National Institute of Technology, Tiruchirappalli. His primary research interests are in the areas of Equity market. Specifically, he works on Time Series and Data Mining. His research has been accepted in various academic conferences and published in international journals. Dr. Jeevananthan has conducted training for the managers of reputed corporates. Prior to joining IMI Kolkata, he was associated with Narsee Monjee Institute of Management Studies, Bengaluru.



MOHUA BANERJEE

*Dean (Placements, Corporate & Alumni Relations) & Professor, Marketing
Ph.D (University of Calcutta)*

Her academic interest is in the areas of retail marketing, advertising and consumer behaviour. She has handled consulting assignments for corporates in telecommunication sector in retail marketing domain. She has conducted practice-oriented retail research in academic collaboration with Oxford Institute of Retail Management, Said Business School, University of Oxford and has presented papers and moderated sessions at Asia Pacific Retail Conference, Malaysia in 2011. She has been actively involved in Retail Management curriculum development for National Skill Development Mission, NITTTR, Ministry of HRD. She has spoken regularly as subject specialist for IGNOU's programme on Radio in Retail Management on 'Gyan-Vani' FM Channel. Her research is published in various leading journals. She has also reviewed journals and books for leading publishing houses.



PARAMITA MUKHERJEE

*Dean (Academics) & Professor, Economics
Ph.D (Jadavpur University), MS-QE (ISI)*

Paramita Mukherjee is an alumnus of Presidency College, Kolkata. She has completed MS in Quantitative Economics from Indian Statistical Institute and Ph.D. from Jadavpur University, Kolkata. She has more than 18 years of varied experience in industry, research and teaching. She has worked with AC Nielsen (formerly ORG MARG), ICRA and Institutes like Institute of Engineering and Management. Dr. Mukherjee teaches courses on Managerial Economics, Statistics, Financial Econometrics, Financial Institutions and Markets etc. She has also taught courses on Time Series Analysis in Presidency College and in Kalyani University as part of the Ph.D course work. She has conducted a number of MDPs. Her research interests lie in Applied Financial Economics and Time Series Analysis. She has worked on contemporary issues in financial sector, e.g. foreign institutional investors, mutual funds, stock market volatility, return and volatility spillover, banking etc. She has authored a number of research papers in international journals like Asia Pacific Development Journal, Applied Financial Economics, Emerging Markets Finance and Trade etc., as well as in books and national journals like India Macroeconomics Annual, Money and Finance, Economic and Political Weekly etc. She presented papers in several conferences in India and abroad. She has handled consultancy projects in the Power Sector. She is currently the Editor of IMI Kconnect, the scholarly publication of IMI Kolkata.



POOJA SENGUPTA

*Assistant Professor, Quantitative Methods
Ph. D (Old Dominion University, Virginia, USA)*

With B.Sc Statistics (Honours) and M.Sc in Statistics from the University of Calcutta, she joined the Old Dominion University, Virginia, USA, in 2010 to pursue her Ph.D in Computational and Applied Mathematics with a focus on Statistics. There she also received an MS in Computational and Applied Mathematics with a focus in Statistics. Her research interests lie in inflated discrete distributions, multivariate discrete distributions, generalized linear models, longitudinal data analysis. While in the US she has taught courses in Statistics and Probability. She has worked as a lecturer at West Bengal State University, Department of Statistics; where she has taught post graduate course in Statistics such as linear algebra, linear model, regression analysis, statistical computation using R and designs of experiment. Dr. Sengupta has presented research papers at different prestigious conferences, like the International Indian Statistical Association, 2014 Conference at Riverside, California. She is also the recipient of the "Best Student Paper Presentation" award at the 2014 conference of Virginia Academy of Science Chapter, American Statistical Association.

**RACHANA CHATTOPADHYAY**

*Associate Professor, Organizational Behaviour & Human Resource Management
Ph.D (University of Calcutta, under the Fellowship of ISI Kolkata)*

Dr. Chattopadhyay has received her doctoral degree in Applied Psychology from Calcutta University under the fellowship of Indian Statistical Institute, Calcutta, in the year 2005. After receiving her Ph.D degree, she had joined as a Visiting Fellow in School of Social Psychology, Australian National University, Canberra, for post-doctoral research during the period 2005-2006. Before joining IMI Kolkata as an Assistant Professor, she was a faculty member at the ICFAI Institute for Management Teachers, Hyderabad as well as ICFAI Business School, Kolkata. She has published many articles in journals and conferences both at national and international levels. She has chaired the session on Organizational Behaviour in European Post Doc Summer School organized by European Association of Work and Organizational Psychology, Berlin held during September 06 - 12, 2008. She is the recipient of Young Scientist Award from Indian Science Congress Association in the year 2002. She has received Outstanding Paper Award at Emerald Literati Network, 2013.

**RITUPARNA BASU**

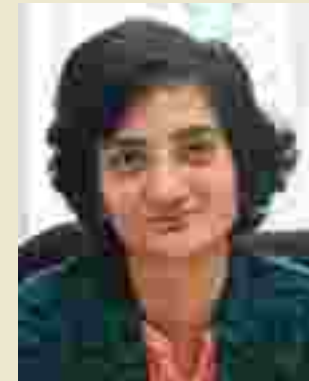
*Associate Professor, Marketing, Retail and Entrepreneurship
Ph.D (IIT Kharagpur)*

Dr. Basu completed her Ph.D in Management from Indian Institute of Technology, Kharagpur. Her doctoral thesis titled "Store Format Choice in Emerging Retail Markets" speaks of her expertise in contemporary marketing theories and practices. She is an alumnus of St. Xavier's College, Kolkata. She has a B.Sc in Economics and a gold medal for her Masters in Business Administration. She has over 10 years of industry-academia experience and has worked with AMSI (the Indo-Malaysian joint venture popular as Power and Amar FM), Sanmarg (leading vernacular newspaper) and "Ready to Go?" magazine, in national sales and marketing profiles for around 5 years prior to joining IIT. She attended IIT's student exchange programme on International Marketing at the University of Nebraska, Omaha where she met the legendary Mr. Warren Buffet and other American CEOs. She was part of the IIM Ahmedabad Summer School 2012 on Data Analytics. She taught papers in marketing and retail as a visiting professor to IISWBM and IIT Kharagpur. She facilitated several corporate training sessions for Bengal Ambuja, UshaTelehoist, Quotient Engineering Inc and others. Currently she teaches Marketing Management, Product Management, CRM and Entrepreneurship at IMI Kolkata. She authors research papers in international journals.

**ROHIT SINGH**

*Assistant Professor, Operations
Ph.D (IIT Gwalior)*

Dr. Rohit Kr. Singh is currently associated as Assistant Professor in International Management Institute Kolkata. He has obtained his bachelor degree in Mechanical Engineering followed by his Master's degree in business administration and PhD in area of supply chain management from Indian Institute of Information Technology, Gwalior. He is actively involved in research and has published 30 papers in Journals of international repute. Dr. Singh is also involved as a resource person to various faculty development programme and management development programme. He has conducted various sessions on application of multi criteria decision making in operations and supply chain management. His area of interest lies in operations and supply chain management.

**ROMA PURI**

*Associate Professor, Organizational Behaviour & Human Resource Management
FPM (IIM Calcutta)*

Dr. Puri has more than a decade of teaching experience. Her domain has been Organizational Behaviour and HRM. She has taught courses at graduate and post-graduate levels. In addition to teaching regular courses at B-schools she has been teaching HRM related courses in the Career Oriented Programme offered by St. Xavier's College. With keen interest in Behavioural Sciences, she has gone through intensive group process training from Indian Society for Applied Behavioural Sciences, attended Group Relations Conference and offered several programmes in this area. She has been a part of the GLOBE (Global Leadership and Organizational Behaviour Effectiveness) Programme led by Professor Robert House at the Wharton School.

**SACHIN MODGIL**

*Assistant Professor, Operations Management
Fellow (NITIE, Mumbai)*

Dr. Sachin Modgil is in the area of operations management and teaches service operations management, supply chain management and lean management. His current academic interest includes sustainable operations and production management, operations strategy and supply chain quality management. He has experience in manufacturing industry and teaching. On the research front, his interest lies in the areas of supply chain modeling and analytics, sustainable operations, service operations, six sigma and logistic systems. He has published the scholarly articles in reputed national and international journals, such as, International Journal of Production Research and Journal of Enterprise Information Management. He actively presents and participates in peer-reviewed conferences. Currently he is serving as the reviewer and editorial board member for international journals of reputed publishers from Elsevier, Emerald, Sage and Inderscience.

**SAHANA ROY CHOWDHURY**

*Associate Professor, Economics
Ph.D and M.S. (ISI)*

Dr. Sahana Roy Chowdhury did her Masters and Ph.D from Indian Statistical Institute. She was associated with NIPFP (Macro-Finance Division), Delhi, before joining IMI Kolkata. Her research interest lies in Development Economics, Labor Economics and Fiscal Policy issues and teaching interests are Macroeconomics, Managerial Economics, Economics of Strategy etc. She has delivered lectures to the IRS and IAS trainees on fiscal policy and taught at the Indian Statistical Institute on Growth Theory. She presented papers in several national and international conferences and have several publications in international journals such as *Economic Modelling*, *Journal of Economics*, *Metroeconomica*, *Indian Growth and Development Review* etc. She is currently serving as referee for *Economic Modelling*, *Journal of Economics* etc.



SAROJAKSHYA CHATTERJEE

*Dean (MDP & EDP) & Professor, Finance
Ph.D (IIT Kharagpur)*

Dr. Chatterjee, a certified associate of Indian Institute of Bankers and member of Indian Society for Training and Development is a dynamic and resourceful Banker having more than 35 years of professional and academic experience in training of banking professionals and administration of Training Colleges. He is also a visiting faculty in Banking to ICFAI Business School, Kolkata and Techno India Institute of Technology and Management, Kolkata. He has been in-charge of HRD and Training Management System of a nationalized bank of repute with wide experience in designing and conducting large number of professional short term courses. While in the Bank, with his efficient administration, he has been able to successfully develop and upgrade few training colleges to acquire 9001 2008 certification. He has also organized wide scale soft skill training on changing mind set for all the employees within a short span. His core strength has been Credit Management, Retail and Consumer Credit, Banking Business Development, Relationship Management and Profit Planning. He has successfully handled credit portfolio at branches, zonal offices and corporate offices. He has the distinction of designing various customer friendly credit schemes for Retail and Priority sector and NBFCs. An impressive communicator with exceptional relationship management skills with ability to relate to people at any level of business and management, Dr. Chatterjee has published articles from time to time in Indian Banking Journal of IIBF.



SONI AGRAWAL

*Chairperson (Admissions) and Associate Professor, Organizational Behaviour &
Human Resource Management
Ph.D (IIT Kharagpur)*

Soni Agrawal holds doctorate from IIT Kharagpur and specializes in Human Resource Management. She is having more than ten years of industry-academia experience. Her academic interests are human resource management, performance management, organizational behaviour, HR Analytics, HR for new age organizations and career and succession planning. She has published research papers in reputed national and international journals. She has conducted training sessions for senior and mid-level executives; executives from India (public and private enterprises) and abroad in the area of human resource management and performance management.



SURENDRA PODDAR

*Assistant Professor, Finance & Accounting
B.E (Electronics), PGPM (MDI Gurgaon), CFA (CFA Institute USA), FRM (GARP USA),
Pursuing Fellow Programme from XLRI Jamshedpur*

He has an eclectic experience of working in corporate (Reckitt Benckiser, Career Launcher) to being an entrepreneur and now in Academics. His teaching and research interests are in Valuation, Derivatives, Quantitative Finance and Behavioural Finance. He has conducted executive training in Finance for organizations like Tractors India Limited, Astra Zeneca, LIC, ICICI-Prudential Life Insurance. Has also authored a book on Investments for Insurance.



SWAPNARAG SWAIN

*Assistant Professor, Marketing
Ph.D (Utkal University)*

Dr. Swapnarag Swain has 9.5 years of experience in teaching, research and industry. Prior to joining IMI Kolkata, he has been associated with reputed institutions like T. A. Pai Management Institute - Manipal, NALSAR University of Law - Hyderabad and National Law University - Odisha. In industry, he has been into several roles in the areas of Sales & Marketing, Client Relationship and Market Research. He has been the recipient of gold medal for being the best all-rounder in MBA at KIIT University. Besides UGC-NET, he holds Ph. D from Utkal University, Odisha and PGDHHM (Hospital & Healthcare Management) from Symbiosis, Pune. Dr. Swain teaches courses like Marketing Management, Consumer Behaviour, Brand Management, Services Marketing and Marketing Research. He has published several research papers in reputed peer reviewed international journals like Benchmarking-an international journal, Journal of health management and International journal of pharmaceutical and healthcare marketing. He has also presented few papers in national/international conferences. He holds special interest in conducting MDPs for healthcare professionals in the areas like patient satisfaction, healthcare marketing and healthcare service quality.



TINU JAIN

*Assistant Professor, Marketing
Fellow (IIM Calcutta)*

Dr. Tinu Jain completed his Fellow Program in Management (Ph.D) in marketing from Indian Institute of Management Calcutta (IIM Calcutta) and has done his MBA/PGDM (RM) from Xavier Institute of Management Bhubaneswar (XIMB). Prior to joining IMI Kolkata as Assistant Professor (Marketing), he was associated with IIM Jammu and Naresee Monjee Institute of Management studies (NMIMS, Mumbai) as Assistant Professor in marketing area, teaching various marketing courses. He has also handled many administrative roles which includes Chairman - Admissions, Chairperson - Student Affairs, Chairperson - Alumni Committee, Member of Faculty Placement Committee in previous jobs. He also has rich industry experience in sales and marketing domain with major time spent in FMCG. He has wide range of publications in form of research articles in ABDC listed international journals, Case Studies (Listed with IIM Calcutta Case Research Centre and would be submitted to IVEY/Harvard), Book Chapters (Springer Publication) and Articles. His teaching/research interest includes Sales and Distribution, Green Marketing, Digital Marketing, Rural Marketing, Destination Branding/Marketing, Consumer Behaviour and Retailing.



TIRTHANKAR NAG

*Dean (Research & International Relations) & Professor, Strategy
Fellow (IIM Ahmedabad)*

Tirthankar Nag holds a doctorate from the Indian Institute of Management, Ahmedabad, India. He is Dean (Research & International Relations) at IMI Kolkata and teaches courses on Strategic Management, Research methods, Managing Consulting Engagements and Developing Infrastructure Businesses. Tirthankar has taught courses at IIM Ahmedabad, IIM Calcutta and IIM Kashipur as visiting faculty. He has been also invited to teach at IIM Ranchi. He is guiding a number of doctoral candidates. He has authored several books, book chapters, peer reviewed papers in international journals and a number of papers in collaboration with Stanford University. He has received several awards from IIM Ahmedabad for his academic work (Chaudhary-Padmanabhan-Pant Award & Sahir Memorial Award), and holds a certificate from the World Bank Institute. Tirthankar has received many international grants for his research and has presented papers in international conferences. He also holds a Bachelor's degree in electrical engineering from Jadavpur University. Tirthankar has worked as a consultant for PricewaterhouseCoopers, KPMG and SBICAPS dealing with strategy, policy and regulatory advisory. He also has considerable experience of working with CESC Ltd. He has 20 years of experience across management consulting, investment banking, utilities, teaching and research. He has also provided advisory services to a host of Indian and international organizations.

Visiting Faculty



BHUPEN SRIVASTAVA

Dr. Srivastava, Ph.D from Southern Illinois University, teaches leadership development at IMI Kolkata. His areas of interest are organizational development and change management, organizational design and restructuring, participative management, human resource management policy and strategy, normative approach to industrial relations and training & development. He has been involved in teaching, research and consultancy activities in India, USA, Canada, Europe and Africa for over four decades. He has authored numerous books and articles.



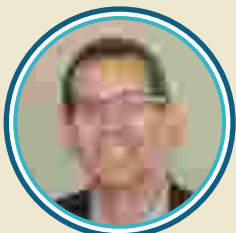
JORGE H. CARDOSO

Prof. Jorge H. Cardoso conducts research at the University of Bordeaux, France, on the effects of marketing and aesthetic appreciation of the products on the consumer, using neurocognitive techniques. He is also the Executive Coordinator of the MBA of the State University of Rio de Janeiro, Brazil, and the Co-Coordinator of the Masters in Services Marketing, at The University of Tours, France. He has also previously worked in Geneva, Switzerland, for the UN, WOSM and other NGOs and has also been a Consultant for the High Tech Industry in the San Francisco Bay Area, in California, where he lived for 5 years. He has taken classes in Neuro marketing at IMI Kolkata.



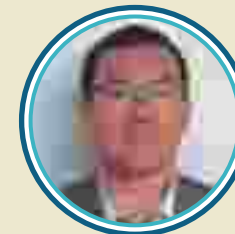
PRADIP K. BHAUMIK

Prof. Bhaumik teaches Operations Management at IMI Kolkata. A Fellow of IIM Ahmedabad he has a B.Tech in Mechanical Engineering from IIT Delhi. He has over 25 years of experience in teaching, research and consultancy at IMI. Prior to joining IMI, he has been a senior consultant with the National Productivity Council (NPC) conducting consultancy assignments and in-company training programmes for client organizations as well as organizing, conducting and taking sessions in NPC's national and regional training programmes. He has consulted with many Indian companies and MNCs, and international organizations like UNDP, USAID and GTZ. His research interests include international trade, investment, innovation and R&D management, supply chain management, goal programming, game theory, regulation, project management and multi variant analysis applications in management.



THOMAS STENGER

Dr. Stenger is a lecturer at the IAE of Poitiers and researcher at the CEREGE laboratory and the Institute of Communication Sciences of the French National Center for Scientific Research. He conducts research and development projects on online shopping, social media and digital identity with companies in the industry. He is the visiting faculty at IMI Kolkata for the course Social Media and Web Analytics.



STÉPHANE BOURLIATAUX-LAJOINIE

Dr. Stéphane is the Director, International Program in Service Marketing (Master 2), in Beirut, Rio de Janeiro and Assistant Professor at IAE de Tours (University Business School). His research interests lie in Digital Media, Consumer Behaviour, Online Marketing, Services Marketing, Consumer Research and many more. He is the visiting faculty in the area of Digital Marketing at IMI Kolkata.



RAMESH BEHL

Prof. Behl is the Director of IMI Bhubaneswar with research interests in the areas of business analytics and enterprise systems. Prof. Behl teaches the course entitled ERP with SAP at IMI Kolkata.



ARNAB KUMAR DEB

Dr. Deb, Assistant Professor (Economics), IMI Delhi, has work experience over seven years and research interest in the areas of Applied Micro Economics, Productivity and Efficiency Analysis, Game Theory and Competitive Strategy, Data Envelopment Analysis. Dr. Deb teaches Macro Economics Theory and Policy at IMI Kolkata.



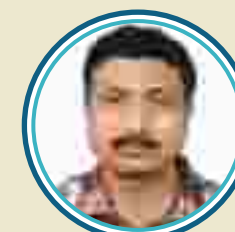
R. K. Arora

An alumnus of University Business School, Chandigarh, Fellow member of The Institute of Cost and Works Accountants of India, Kolkata and The Institute of Company Secretaries of India, New Delhi. Has more than two and a half decades of industry, teaching and research experience. Before joining the academic field, has worked in Engineers India Ltd., New Delhi, Eicher Goodearth Ltd., New Delhi, Uptron India Ltd., Lucknow and The U.P. Stock Exchange Association, Kanpur



KALYAN SENGUPTA

Dr. Sengupta, Ph.D from Calcutta University, is the Professor in Business Analytics (Adjunct) IMT Ghaziabad. He teaches Business Intelligence and Data Analytics at IMI Kolkata.



AVIJIT BANERJEE

Dr. Banerjee is Associate Professor in Chinese, Visva-Bharati University, with research interest in Chinese Language, Literature and India & China cultural study. He teaches English Language to Chinese Students on Student Exchange Programme at IMI Kolkata



IMI KOLKATA PGDM COURSES

FIRST YEAR COURSES

- AICTE Approved
- NBA Accredited
- AIU Accorded MBA Equivalence

Trimester I
Business Communication Skills
Business Mathematics
Financial Accounting and Analysis
Information Technology for Decision Making
Managerial Economics
Marketing Management I
Organizational Behaviour I

Trimester II
Business Ethics
Business Statistics
Cost and Management Accounting
Financial Management I
Macro Economics Theory and Policy
Marketing Management II
Operations Management I
Organizational Behaviour II
Soft Skill I

Trimester III
Financial Management II
Human Resource Management
Indian Economy
Legal Aspects of Business
Management Information Systems
Operations Management II
Research Methods for Management
Soft Skill II
Strategy Formulation

SECOND YEAR COURSES

Trimester IV
International Business
Strategy Implementation
Electives

Trimester V
Electives

Trimester VI
Comprehensive Assessment
Electives

ELECTIVE COURSES

Economics, Strategy & General Management

Behavioural Economics in Action
Business Government and International Economy
CSR and Corporate Governance
Design Thinking for Innovation
Entrepreneurship
Industrial Organisation: Strategy and Competition in Business
International Business
Managing Consulting Engagements
Project Appraisal: Cost-benefit Analysis
Strategy Implementation
Understanding Emerging Markets

Information Systems & Operations Management

Artificial Intelligence in Business
Block Chain and Business Applications
Business Forecasting
Business Intelligence and Data Mining
Cloud Computing
Data Analytics
ERP
Multiple Criteria Decision Making
Project Management
Service Operations Management
Supply Chain Management
Technology for E-Business
Total Quality Management

OB & HR

Talent Management
Compensation Management
Fundamentals of Labour Law and Application
HR Analytics
Human Resource Planning
Managing Organizational Changes
Performance Management and Reward System
Recruitment and Selection
Strategic HRM
Training and Development

Finance

Advanced Financial Statement Analysis
Banking and Finance
Behavioural Finance
Financial Institutions, Markets and Services
Financial Modelling
Financial Risk Management
Fixed Income and Equity Valuation
Futures, Options and Other Derivatives
International Finance
Investment Banking
Mergers, Acquisition and Corporate Restructuring
Portfolio Management
Project and Infrastructure Finance
Tax Planning and Management
Wealth Management and Alternative Investment

Marketing

Advanced Marketing Research
Consumer Behaviour
Customer Relationship Management
Digital Marketing Strategy
Entertainment, Media and Sports Marketing
Integrated Marketing Communication
Marketing Strategy and International Markets
Retail Marketing
Rural Marketing
Sales and Distribution Management
Services Marketing
Strategic Brand and Product Management

BRIEF OVERVIEW OF THE COURSES

Business Communication Skills

This course assists students in understanding and improving oral and written communication skills within the context of business environment.

Information Technology for Decision Making

The primary objective of this course is to get insights into the role of IT in developing and implementing corporate strategy and a critical evaluation of IT in order to ensure its effectiveness in organizations and society.

Indian Economy

The main focus of the course is to make the students aware about the various aspects of the Indian economy. It is important to know the business environment in India and this course provides an overview of the macroeconomic environment and the related policy discussions in the Indian economy. It also focuses on the contemporary topics related to business, viz. GST, role of NITI Ayog etc. The students, after completing the course, will have a grasp on analysing the implications of economic events and policy changes on business. The objectives of this course are - demonstrate an understanding of the business environment in India, familiarisation with the current topics related to Indian (macro) economy and analyse and interpret economic data for use in decision-making situations and interpret the implications of economic events and policy changes

Financial Accounting and Analysis

Focus of this course is on corporate financial statement so that the students should be able to understand, analyze and make use of the information contained therein and thereby make informed judgments as to the current financial health and future prospect of the company.

Managerial Economics

In this course students will get introduced to economics and learn a variety of techniques that will enable them to solve business problems relating to costs, price, revenues, profits and competitive strategies.

Organizational Behaviour

Objective of the course is to develop skills to understand the effectiveness of relationship between individuals in organizations and their impact on effectiveness of the groups. This course helps students to objectively observe and analyze individual and group behaviour to deal with problems arising out of interactions among individuals.

Business Statistics

This course is designed to develop an understanding of the basic concepts of probability and statistics for management

students. The main goal of this course is to improve the quality of decision making through an understanding of the quantitative information that arise from managerial processes.

Financial Management

This course seeks to familiarize students as to how decisions are made, the underlying variables and principles and the impact of dynamic relationship with the outside environment. Decision making involves absorbing both quantitative and qualitative factors. It is the latter making sense out of ambiguity, which will pose to the students the greatest challenge in this course and in the real life too.

Macro Economics Theory and Policy

The course would help the students analyze the behaviour of fundamental macroeconomic variables such as national income, private consumption and savings, private investment spending, exports, imports, trade balance, interest rate, exchange rate, tax revenue and budget deficit (or surplus) of government. It would also help improve the analytical capacity of students in terms of policy applications of the macroeconomic model developed in class to contemporary domestic and global economic issues.

Cost and Management Accounting

This course has been designed to introduce students to the area of cost as an important element in profit determination and an area in which the corporations have to put some control. More specifically, students will be taken through the basic terminologies of the discipline, the way the cost information is used in a host of business decisions and to plan, control and direct organizational activities.

Marketing Management

This course aims at introducing students to the marketing decisions in an organization and inculcates in them the ability to define and analyze the marketing problems using contemporary analytical concepts, techniques and evolving technologies so as to develop and deliver goods and services of meaningful customer value. This core course on marketing management aims to develop a critical appreciation of the basic concept and techniques of marketing management and strategy.

Legal Aspects of Business

The objective of this course is to familiarize the students with important provisions of commercial laws, which have a substantial bearing on business decisions. Attempts are made to: a) give a broad conceptual idea of the laws taken for discussion, and b) develop an insight into legal implications of their more important provisions.

Research Methods for Management

The objectives of this course is to illustrate the process of business research, provide an overview of the tools required for carrying out business research, connect to contemporary practice in business research, guide students through exercises for understanding research design, analysis, interpretation and presentation of results.

Strategy Formulation

The objectives of this course are to introduce the concept of business strategy and generic competitive strategies; provide the basic tools and techniques for industry and competitor analysis; expose students to strategy in global contexts; the role of alliances and drivers for diversification; sensitize students to ethics & social responsibility linkages in Corporate Strategy.

Management Information Systems

The purpose of this course is to give the students a holistic picture of the fundamentals of management of Information Technology and its influence in business decisions.

Operations Management

The objectives of the course are to provide an integrative perspective for viewing the operations of every kind of organization in terms of an overall, logical structure to emphasize and bring out the strategic role of operations, to highlight the interface of the operations function with the other functional areas.

Managing Consulting Engagements

The course aims to introduce the concept of business and strategy consulting, provide skills to identify and analyze consulting problems, provide the basic tools, skills and techniques of consulting, expose students to managing the project life cycle and to the basics of client management, introduce students to developing ideas and selling 'idea concepts'; sensitize students to ethics in consulting practices and assist in developing proposals for industry projects.

Industrial Organisation: Strategy and Competition in Business

Industrial organization is a field of economics dealing with the strategic behaviour of firms, regulatory policy, antitrust policy and market competition. This course examines the underlying economics of business strategy, viz. the strategic imperatives of competitive markets, the sources and dynamics of competitive advantage and managing competitive interactions.

This talks about the firm's strategy to compete and sustain in the business world. The course covers topics like the Horizontal and Vertical Boundaries of the Firm, Industry Analysis, Strategic Positioning for Competitive Advantage (e.g. integration, outsourcing etc.), Sustaining Competitive

Advantage, Entry and Exit Decisions, Competitors and Competition, Information and Value Creation for Firm etc.

The course adds more on the concepts, theories and practices of the firms, elaborates on the firm's decisions using tools of game theory, contract theory etc. and provides with the applications of the concepts with real-life examples. Case studies will be a part of the course.

Understanding Emerging Markets

This is a multi-disciplinary course that introduces students to the many facets of the development of emerging markets. The economic, political, legal, institutional and business issues that come together to make emerging markets "succeed" or "fail" will be analysed. The students will be able to understand the institutions of emerging markets, analyse the opportunities presented in emerging markets in a critical manner, understand the challenges and responsibilities of operating in an emerging market environment, mitigate the risks of working in an emerging market from a public, private and NGO perspective.

Entrepreneurship

The need to be ingenious and innovative is the new focus. In this light, the course seeks to explore the theory and practice of entrepreneurial management and innovation in their pursuit of value creation. The sessions are set to examine the effectiveness of successful entrepreneurial frameworks for start-ups. The course is built around the complementarity of entrepreneurial and innovative practices within organizations, to prepare students for future work and leadership in and with entrepreneurial ventures.

Business Ethics

The economic and financial aspects of corporate governance relationships have long been of concern to those in the business and investment communities, and in recent years the social, political and moral aspects of these relationships have also become a major public concern. This programme aims to address both these sets of issues and to meet the needs of people wishing to engage critically with the policy aspects of corporate governance as well as those wishing to be involved professionally in the direction and regulation of companies and the management or trusteeship of pension funds and other investments. The objective of this course is also to provide a deeper understanding of CSR activities, the challenges faced and why is good governance considered to be a panacea for all.

Tax Planning and Management

This course aims at providing - Understanding of the Taxation System in India, Direct Taxation Vs Indirect Taxation, Tax Planning in respect of Direct and Personal Taxation of individuals, Tax Planning in respect of Direct and Indirect taxation of companies, Understanding and applying different types of deductions and exemptions available under the

Income Tax Act, 1961, Understanding various types of Indirect Taxation like VAT, Service Tax etc., G.S.T and its implication, Understanding Excise Duty, Customs duty/Import duty etc. in respect of businesses, Different investment opportunities available for Tax Planning for personal taxation.

Portfolio Management

The course aims to – a) develop an understanding of how to optimally allocate funds across alternative (risky) asset classes (e.g., stocks, bonds, etc.) to form an optimal portfolio and how to optimally allocate wealth between the optimal risky portfolio and a risk-free asset; b) develop an understanding of alternative styles of investment management and alternative methodologies of evaluating portfolio performance and c) develop an understanding of different portfolio theories and their relevance in portfolio construction.

ERP

The course provides an overview of enterprise systems and supply chain management concepts, and introduces students to how Enterprise Resource Planning (ERP) systems are used to manage business and take effective decisions. In addition the course helps in developing an understanding of the managerial issues involved in planning and implementing an ERP application, software selection, vendor identification, preparing the organization for ERP, along with identification of critical factors for successful implementation. The course integrates SAP ERP software throughout.

Retail Marketing

This course will offer a thorough examination of the retail industry for students interested in the field of retail marketing – for those employed in large organizations or working in their own business. The course will look at the broader politico-legal, economic and social retail marketing environment, traditional and modern retailing, location and layout analysis, merchandise and category management, store operations, visual merchandising and POP communication, retail pricing and promotion strategy. The course will also cover branding and private labels, supply chain management in retail, rural retailing, franchising in retail, international retailing and technology in retailing.

Integrated Marketing Communication

This course will provide participants with skills in developing and managing advertising and sales promotions programs, media planning, and client-agency relations. Topics will include planning and strategy of advertising and sales promotion, selection of media, media delivery planning, understanding the consumption of media, developing messages for different media, including television, radio, print and websites, the selection of trade and consumer promotions, monitoring and evaluating programs and the

role of integrated marketing communications.

Sales and Distribution Management

This course will provide an in-depth coverage of sales and distribution aspects of marketing. Appropriate theories will be reviewed and analytical frameworks offered to help students acquire skills in decision making. The course will emphasize the strategic perspective throughout.

Project Appraisal: Cost-benefit Analysis

This course is about financial and economic appraisal of projects. The project is a very specific element of the public policy and management mix. It normally consists of an investment that is the creation of an asset which will generate financial and non-financial benefits, over a period of more than one year. This is not universally applicable as a working definition, as 'project' is often used to describe a set of discrete activities that do not always involve a capital investment, to achieve some specific goals. In this module, however, capital investments will be dealt with.

Cost-benefit Analysis provides accessible, comprehensive, authoritative and practical treatments of the protocols for assessing the relative efficiency of public policies. Its review of essential concepts from microeconomics and its sophisticated treatment of important topics with minimal use of mathematics helps students from a variety of backgrounds build solid conceptual foundations. It provides thorough treatments of time discounting, dealing with contingent uncertainty using expected surpluses and option prices, taking account of parameter uncertainties using Monte Carlo simulation and other types of sensitivity analyses, revealed preference approaches, stated preference methods including contingent valuation and other related methods.

Consumer Behaviour

This course introduces an individual as a consumer. This is followed up by discussion of topics related to basic psychological processes and social and cultural contexts and in all the cases advertising creatives will be used to clarify these concepts. The insights gained, herein, will be utilised to discuss and illustrate as to how marketing decisions can be formulated.

Services Marketing

At present, in India 70% of GDP is accounted for by services and this is at par with the most developed nations. However, services pose unique challenges that reflect its fundamental differences with goods. This course is designed for students interested in understanding services and devising strategies to leverage service for value creation, market differentiation and competitive advantage.

Digital Marketing Strategy

The course examines digital marketing strategy,

implementation and executional considerations for B2B and B2C brands and provides a detailed understanding of all digital channels and platforms. The course is aimed to offer a comprehensive knowledge of means to develop a digital marketing strategy integrated with the organization's general business strategy.

Rural Marketing

The present course takes off from the understanding of standard marketing and extends itself to comprehension of the reality of rural markets. The course enables the students to integrate and formulate business strategies that work in the rural realities of India. The course is intended to be delivered in a 'Workshop' mode.

Advanced Marketing Research

This course aims at giving the students a 'specialised' insight into the method and means of marketing research. Concentrating only on marketing designs, the course deals with practice of research in various fields of marketing.

Marketing Strategy and International Markets

Marketing was never easy, but technology has made it a whole lot tougher today. Unfortunately, the "one size fits all" approach never seems to work for the marketers. The value of a progressive and actively integrative marketing strategy remains fundamental across time and generations of marketers. The mark of a good marketing strategy is not about how neologisms are crammed into it, but how seamlessly a whole new range of skills and capabilities are seamlessly integrated in it to achieve worthy goals.

The course is designed to provide the students with a comprehensive understanding of the strategic decision making in marketing to create, gain support for and execute marketing plans that will build strong and enduring businesses. The course takes a broad view across functions to involve students in building a strong business that succeeds in the market. The course is focused on helping students become a strategic marketer, with three primary course objectives - to empower you to think strategically about marketing, use key frameworks to analyse situations and make decisions and understand how to create a strong marketing plan.

Customer Relationship Management

The course is designed to highlight the growing importance of customer relationship management as current business logic. The sessions are planned to integrate understanding on key concepts of customer service, customer delight, relationship building, customer acquisition, customer retention, customer loyalty, information technology, customer value, customerization etc. to aid students with cutting edge exposure on real life sales and marketing paradigms.

Block Chain and Business Applications

The objective of the course is to understand the building blocks of block chain technology. On a daily basis there are many problems such as crypto currencies, sharing economy such as a shared transport, peer to peer buying and selling without mediators (open bazaar), governance, auditing, file sharing on Internet, Intelligent Grid, land title registration etc. where block chains are being used. The students will get an exposure to how block chain works, along with some technical knowhow and business applications of the same.

Performance Management and Reward System

Performance management deals with the challenges organizations face in defining, measuring and stimulating employee performance with the ultimate goal to improve organizational performance. This course will help the students to understand the systematic approach to performance improvement through an on-going process of establishing performance objectives, measuring performance; collecting, analysing, reviewing and reporting performance data and establish the link between reward system & career development.

Training and Development

Core competencies and expertise give the organizations an edge over their competitors and training and development plays a vital role in developing and strengthening these competencies. This course enables students to develop knowledge to design, organize, implement and evaluate training and development in organizations. This course will familiarize the students about various tools and techniques available for making training and development more effective.

HR Analytics

This course facilitates students with understanding the use of appropriate metrics and how to draw inferences from data. This also gives them expertise in analysing the efficiency and effectiveness of different HR processes. The course exposes them with hands on experiences as how to draw links with organizational success.

This course helps in developing an understanding on: Rational of measurements of HR, Challenges and issues faced by HR managers while measuring HR interventions, Understanding the base of HR processes and ability to identify measures, Create and present dashboards, Analysis of data and inferences and Defining and measuring HR interventions.

Fixed Income and Equity Valuation

Equity Analysis and Valuation introduces the concept of Intrinsic Value and Valuation process. The Fixed Income Analysis and Valuation will provide an understanding of risk and return in fixed income instruments, bond mathematics: DV01, Duration and Convexity, yield curve and term structure

(including models, modelling credit risk and corporate debt) and overview of ABS and MBS.

Futures, Options and Other Derivatives

The course is designed for understanding – risk in financial markets (equity, fixed income, currency, commodity); products for managing financial risk – forwards, futures, swaps, options; product characteristics and markets of forwards, futures, swaps, options; pricing and valuation of forwards, futures, swaps, options; and risk management application of forwards, futures, swaps and options.

Banking and Finance

The course is designed to provide the participants an insight into the banking and financial institutions and the various regulatory measures for orderly functioning of the same. It will indicate how the Indian Banking system and the financial structure is impacted by international standards and systems.

Wealth Management and Alternative Investment

This course focuses on - Maximisation of Goals, Managing Assets, Liabilities and Options, Assessing and Managing Risks, CAPM in relation to Alternative Investments, Market Efficiency, CAPM and the search for alpha, Economic Trends and Sustainable Edge, Assets Allocation and Behavioural Finance, Retirement and Transfer of Wealth, Starting a Wealth Management Business and Marketing Wealth Management Services.

Advanced Financial Statement Analysis

This course focuses on - Understanding the components of Annual Reports of Indian companies from different industries like manufacturing, IT, Power Oil & Gas etc.; Understanding and Analysing Cash Flow Statement of the companies; Analysing financial statements using traditional techniques (Common size statement, comparative statement, Trend analysis, Ratio Analysis etc.); Analysing financial statements using modern techniques like, Economic Value Added (EVA), Market Value Added (MVA), Shareholders' Value Added (SVA); Revenue Recognition; Understanding Financial Reporting Based on IFRS: Overview; Creative Accounting and Earnings management and Corporate Debt Restructuring, Business and Industry Analysis

Investment Banking

Twenty first century financial services industry made judgments that determined the survival of the fittest in the corporate sector and investment banks were orchestrating the action. It is claimed by the investment banking industry that they have created enormous wealth for the stakeholders through initiation and advising, guiding take overs of underperforming entities, providing funding for such deals and influenced institutions that determined their outcome. The course would make an attempt to envelope the gamut of investment banking from origin to the current state of affairs. At the end of the course, the students should be able: to

appreciate the origin, concept and business of investment banking, to appreciate the business processes in various verticals, to develop an understanding of performance evaluation of investment banks and management of risks as practiced generally by the investment banks.

Finally, the course attempts to enhance horizontal spread of knowledge and application of tools and techniques of financial management, economics, strategy in appreciating in working and business of investment banking.

Artificial Intelligence in Business

The course will provide students a broad overview of Artificial Intelligence and how it is leveraged by businesses. The course will give the students an overview of Search Algorithms, Knowledge Representation, Fuzzy Logic, Advanced Machine Learning, Pattern Recognition, Deep Learning, Neural Networks, Natural Language Processing and other techniques. Theoretical proofs shall be avoided as far as possible as the purpose is to explore applications of AI.

Financial Risk Management

The course is designed to help students have a perspective on how to build a portfolio of stocks with real life data. In this connection, students will learn the relevance of risk management in today's complex world. Special focus will be given on credit risk management. The course will cover some statistical and econometrics techniques along with the application of key risk management concepts.

Behavioural Finance

Behavioural Finance combines behavioural and cognitive psychological theory with traditional finance to provide a better understanding of how people make financial decisions. The objective of the course is to apply the concepts of behavioural finance to understand the behavior of the aggregate stock market, individual investor trading behavior, and certain aspects of corporate finance such as capital structure, capital budgeting and dividend policies.

Mergers, Acquisition and Corporate Restructuring

The main objectives of this course will be to provide an understanding of – a) definition and motives of different mergers and acquisition and related process; b) different defence strategies; c) valuation and transaction techniques; d) funding of M&A deals; e) dynamics of merger waves; f) legal and regulatory framework of M&A; g) some prominent Indian and foreign Mergers and Acquisitions (M&A) cases.

Corporate restructuring involves any substantial change in a company's financial structure, or ownership or control or business portfolio, designed to increase the value of the firm. The focus will be on identifying situations that call for nonstandard corporate finance solutions. Examples of such situations include financial restructuring, recapitalizations, private equity and leveraged buyouts, mergers and acquisitions, share repurchase etc.

Project and Infrastructure Finance

The course aims to familiarize students with capital budgeting for developing infrastructure projects, principle and techniques of evaluating capital expenditure proposal, planning for implementation of infrastructure projects, developing strategy that leads to sustainable competitive advantage, strengthening of the firm to identify promising investment opportunities and decision making tools.

Financial Modelling

Students learn how to design and develop financial models for solving complex financial questions. The course also gives students ample opportunities to experience hands-on practices on numerical analysis, graphical illustrations, and customized formatting that arise out of applications on forecasting financial statement, estimating costs of capital, constructing efficient portfolio, computing covariance matrix, measuring value at risk, pricing financial & real options, and fixed income analytics.

International Finance

Cross-border transactions are considered as the most powerful ingredient in real-world financial decisions. Managers must therefore consider the effects of different exchange rates, tax rules, country risk factors, and legal regimes as they undertake the basic financing and investment decisions of corporate finance in a cross-border setting.

Technology for E-Business

This course aims at providing basic understanding of the end to end technological infrastructure to establish & support E-business. In this course, the participants will be able to appreciate the basic components of a network as well as understand to integrate network based services for enhanced productivity within the organization as well as use these for conducting business over the Internet.

Data Analytics

Good decisions are driven by data. In every aspect of our lives, and also in the business context, an amazing diversity of data are available for inspection and analytical insight. Business managers and professionals are increasingly required to justify their decision on the basis of data and for this they need statistical model-based decision support system. Statistical analysis is carried out in a number of steps the first of which is the measurement of a scenario or collection of data. The second step is to analyse the collected data to draw business conclusions and followed by the third step i.e. to make recommendations for actions based on the results of analysis. In this course we will focus on the second and third step by learning to use predictive techniques as multiple regression, problems of multicollinearity, application of regression models when categorical data are present and logistic regression. We will learn the theory as well as apply

the acquired knowledge to solve problems using data analysis tools such as MS EXCEL and IBM SPSS and R.

Business Intelligence and Data Mining

Business Intelligence deals with the use of data mining and statistical techniques to uncover different patterns of underlying business. Data Mining deals with algorithms and computer programs that help users to find patterns and regularities in databases, perform prediction and forecasting, and improve their performance through interaction with data. It is a key element in extracting useful knowledge from raw data. The data mining process includes data selection, data cleaning, coding, visualizing and application of different statistical and mathematical techniques for discovering underlying patterns.

Fundamentals of Labour Law and Application

The legal aspects of HR and Indian legal system have a pervasive impact on business activities. Decisions of PM or IR executives frequently raise issues which should be carefully evaluated as to their legal consequences before they are implemented. The failure to appreciate these legal implications can lead to serious consequences for an organization. The approach of this course would be to address National Laws and Apex court decisions that relate to law of the country in general and Labour Laws in particular.

Human Resource Planning

The course will help the students to familiarize with the basic concepts, tools and techniques to assess the human resources requirements quantitatively and qualitatively. Secondly, to enable the students to acquire the knowledge necessary for preparing the manpower plan of a business enterprise and subsequent plans of actions. Finally, to train them in application of human resource planning techniques.

Recruitment and Selection

The course is concerned with the main aspects of staffing process (i.e., recruitment and selection) in modern organizations. Students will gain knowledge of the theory and, application of various methods used in the recruitment and selection of employees. Contemporary issues related to staffing in Indian organizations will also be discussed.

Strategic HRM

The objective of the course is to develop the perspective of strategic human resource management. Specifically the course has the following objectives: distinguish the strategic approach to human resources from the traditional functional approach; understand the relationship of HR strategy with overall corporate strategy; understand the strategic role of specific HR systems; appreciate SHRM in the context of changing forms of organisation.

Talent Management

Talent management refers to the process of attracting,

selecting, training, developing and promoting employees through an organization. Managers who focus on developing talent in-house ensure their employees have the tools and resources they need to perform well, receive proper compensation and transition to leadership roles. Internally developed leaders are valuable assets because over time they have developed the necessary core competencies and internalized company values. It is well known that when the attrition rate is high, training and retraining costs money, but Talent Management can reduce these costs. Talent Management is the investment that will pay dividends over the course of its use.

Managing Organizational Changes

Primary objective of this course is to help the students increase their effectiveness in dealing with multiple aspects of organizational change. This course will help them to understand the conditions that demands change, and also to understand when to change, when not to change and if change, then how to make the change happen in the organization.

Compensation Management

In today's competitive world, compensation issues are more transparent and every employee can make an informed decision based on compensation packages. Thus balancing the cost of compensation and retaining employees is now becoming the most important priority for today's organization. Thus, an effective compensation management system is a strategic need of an organization. It is viewed as a system of reward to motivate and retain employees, which in turn can help the organization to achieve the goals and objectives.

Human Resource Management

This course will facilitate the students to understand and analyse the workforce at the managerial and non-managerial levels. Objective of HRM course is to train the students to understand various concepts, new trends and skills that are necessary for planning, managing and developing human resources for the benefit of the organization.

Supply Chain Management

The objectives of the course are: a) to provide an integrative perspective for viewing the supply chains of organizations in terms of an overall, logical structure; b) to present a managerial approach to the design, control, operation and management of supply chain systems; c) to convey the intuition behind key supply chain concepts and to provide simple techniques to analyze various aspects of supply chains; d) to emphasize and bring out the strategic role of supply chains.

International Business

This course attempts to expose students to the complex social, political and economic factors under which individuals

and firms need to operate in today's global environment. The course on International Business is designed to help students develop an understanding of issues and challenges relevant for the firm to become globally competitive. The course explores current political and economic developments in the global business environment including international trade, foreign direct investment, international financial and monetary systems, and regional integration.

Strategy Implementation

The course aims at – a) Introduction to issues in strategy implementation; b) Developing an integrated view of functional areas of management; c) Imparting skills to identify and solve implementation challenges; d) Understanding the approaches involved in the implementation of strategy; e) Working with students to understand issues in strategy implementation through projects; f) Introducing a practice orientation in the classroom through guest lectures.

Business Mathematics

This is a foundation course in Mathematics for business and management students.

The objective of this course is: a) to introduce participants to the basic concepts in mathematics for business so as to facilitate better understanding of the functional courses such as Economics, Finance, Operations Management etc. b) to expose the participants to Optimization Models and some of the available tools to solve these models; c) to help participants develop analytical decision making abilities for situations involving certainty, uncertainty and risk.

Service Operations Management

Services are the largest and fastest growing segments of the economy. However, they pose particular challenges to managers due to their intangibility, time-sensitivity and high levels of customer involvement. Future would see more and more emphasis on creating, delivering and managing services productively. Considering these aspects, this course is designed to sensitize and introduce the students to the challenging world of services science management.

Project Management

Project Management is becoming more important in today's world. Primary emphasis of the class would be on the project management process and tools. The course is aimed at helping students understand the art and science of directing and coordinating human, equipment, material and financial resources to develop a project in a way that they could give maximum attention to project details in the most cost effective way possible while maintaining a broad perspective of the project. Students having a very basic knowledge in project management, would be exposed to advanced methods and tools of project management in a realistic context.

Cloud Computing

Cloud Computing is a boon for all businesses, which need to invest heavily in IT infrastructure to do business in an IT-oriented world. Cloud Computing has emerged in recent years as a new paradigm for hosting and delivering services over the Internet. This course is designed to introduce the concepts of cloud computing as a new computing paradigm. The students will have an opportunity to explore various cloud computing technology, principles and applications. The course will expose students to different views of understanding the cloud computing such as theoretical, technical and commercial aspects. A variety of real case studies and existing in market cloud-based tools will be identified and studied in order to provide students with a close overview of cloud computing applications. This course provides application oriented comprehensive study of Cloud concepts and capabilities across the various Cloud service models including Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Software as a Service (SaaS) and Business Process as a Service (BPaaS). The course also covers the Cloud security model and associated challenges and delves into the implementation and support of High Performance Computing and Big Data support capabilities on the Cloud.

Design Thinking for Innovation

This course introduces students to a systematic design-based approach, aimed at accelerating innovation. This helps in expanding students' thinking about corporate design and innovation beyond the development of new products to other fundamental sources of value creation. It strengthens students' individual and collaborative capabilities to create sound concept hypotheses, collect appropriate data, develop a prototype, translate broadly defined opportunities into actionable possibilities and recommendations.

Total Quality Management

The objective of Total Quality Management (TQM) is to create and maintain mechanisms for continuous improvement of organizations. It is the philosophy that involves all departments and employees into improvement of processes and products. TQM tools help in cost reduction and to meet the needs and expectations of customers and other stakeholders of an organization.

Behavioural Economics in Action

This course combines a behavioural approach with active classroom learning exercises to stimulate students' understanding of economic decisions and interactions in games and markets with experiments suitably designed. Basic questions that will be answered are: why do people 'do' (or 'don't do') things that they 'should do'; and what can I (as producer/supplier/economic agent) do to make them what they should do? Students will be referred to the lab based cases studies that depict 'behaviour in action' and designing of experiments; how to design 'nudges' and decision-tools to

help people make better decisions.

Business, Government and International Economy

The course will provide an outline of public economics and public policy. How are public goods characterized, how are they priced? Why do markets fail and government intervention is required? How does it impact business decisions? Further, how the interactions of the market and government might lead towards an optimal resource allocation will be discussed. The course will shed light on the regulatory environment on public procurement where private parties and government interact on business decisions. This will also focus on the changing regimes of increasing liberalization with more integrated and globalized markets. Teaching materials are standard textbooks of public economics and public policy, lecture notes and online materials.

Business Forecasting

The course is meant for providing vital input into decision-making in business. The main purpose of the course is to provide students to familiarise the students with state-of-the-art econometric techniques for forecasting in business. The approach to the subject will be essentially practical.

The course deals with tools and techniques to analyse quantitative problems arising from business. It combines statistical techniques to predict variables related to finance, economics, marketing etc. The basic aim of this course is to introduce the students to the Time Series methods and the elementary Econometric methods that are used by practitioners to obtain forecasts of important decision variables such as sales, cash flows, earnings, interest rates, exchange rates, macroeconomic variables, share prices and costs. The students will be shown how to use the EViews package to evaluate these forecasts. The quantitative techniques that are discussed in this course include Naive methods, Smoothing techniques, the Box-Jenkins approach and basic Regression methods.

Multiple Criteria Decision Making

This course includes topics such as single person or group decision making under multi-criteria decision making (MCDM). Students will get knowledge about basic terms of decision making and the types of decision making problems. They will learn how to structure and model decision making problems, how to solve these problems by an appropriate solving method. The students who pass the course will be able to solve real world problems having conflicting criteria. This course, therefore, helps students to improve the quality of the decisions they make in managerial situations.

Financial Institutions, Markets and Services

This course will introduce students to Indian financial markets and evaluate institutions, instruments and participants involved in the industry. The course is broadly divided into

three parts. In part one, the course contains the study of financial institutions that includes regulatory bodies of Indian financial markets. The course shall review the macroeconomic environment along with the microstructure in which the markets operate. The mainstream markets and their instruments are to be evaluated in part two of the course. This primarily includes equity market, money market, bond market along with basic concepts and functioning of derivatives and forex markets in India. Part three of the course will cover financial services. This part will help students to understand how to manage certain financial services like leasing, hire purchase, housing finance, insurance, pension plans, venture capital finance and credit rating. This course will serve as a foundation for other advanced electives in finance. While designing the course, special care has been taken keeping in mind the needs of those students who will be in the sales and marketing roles in financial services industry.

Strategic Brand and Product Management

Product and the brand lie at the heart of many organizations. Product managers, sometimes known as brand managers, are responsible for managing the marketing activities for their product or brand to achieve annual sales, share and meet profitability targets that is crucial for an organization's survival. The product or brand manager often participates in decisions that affect changes in product positioning and design, introduction of brand and line extensions, price changes, scheduling of trade and consumer promotions, setting and allocation of advertising budget, copy selection,

implementing changes in distribution and directing research activities that affect the health of a product or the brand.

The course aligns important aspects of product and brand management from a strategic perspective. The course starts with a detailed review on how to manage products or product lines at the face of market challenges. Thereafter, the course introduces critical aspects of the modern business landscape where the new competitive arena for the product is its brand value. Overall, the course focuses on developing critical product and brand management skills with an inter-functional alliance outlook to justify the cross-functional role of a product/brand manager.

Entertainment, Media and Sports Marketing

This course is primarily designed for students having interest in the entertainment, media and sports sectors - including film, television, music, publishing, video games, the performing arts, sports, and fashion or who plan to work in companies that advise or support those sectors. Emphasizing the obstacles facing entertainment, media & sports industry decision-makers, this program will help students develop and execute more effective business strategies. Students will debate and analyze the business and technology trends that are redefining the Entertainment, Media & Sports industries - from the viewpoints of the content producer, content reseller/aggregator, talent manager, and consumer, as they learn how to launch and manage creative products and portfolios more strategically.



Bloomberg Terminal

IMI Kolkata has set up a finance lab to equip the students with skillsets that are required for being industry ready. The finance lab currently is equipped with the Blooming Professional Service which provides real-time information on various financial instruments. It also provides news feed, analytics and messaging services to other professionals.



ACADEMIC AND RESEARCH COLLABORATIONS

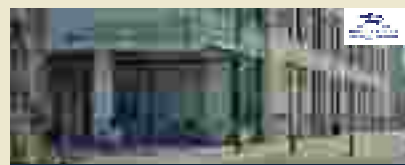
IMI Kolkata has academic and research collaborations with various institutes and universities of eminence on the global front. The co-operations encompass areas of mutual benefit and interest, such as joint research projects, joint conferences /seminars /workshops, joint publications, consultancy projects, exchange programmes for students and faculty members etc.



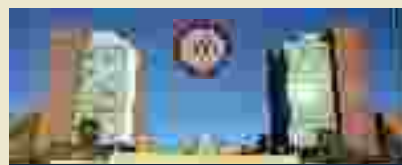
ESC Rennes School of Business, France



Emporia State University, USA



University of Tours, France



Kunming University of Science and Technology, China



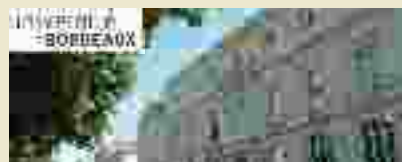
Universidade do Estado do Rio de Janeiro, Brazil



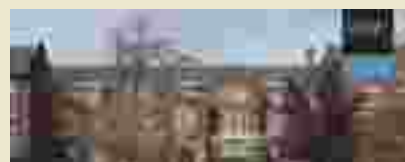
Sichuan University, China



IDRAC Business School, France



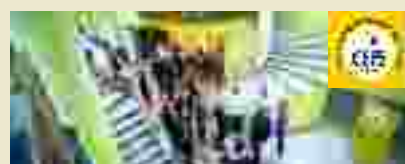
University of Bordeaux, France



College of Business and Economics, University of Guelph, Canada



North South University, Bangladesh



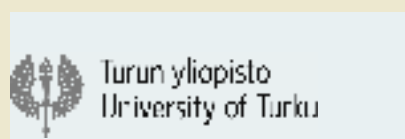
CEPS - Center for Business Studies, Kiseljak, Bosnia and Herzegovina



Sichuan Academy of Social Sciences (SASS), China



Xunta de Galicia, Spain



University of Turku, Finland



Universite Paris-EST Marne-La-Vallee, France



Dr. Tirthankar Nag, delivering a lecture on "Exploration of Linkages between Social Responsibility Strategies and Firm Performance in India" at the Institute of South Asian Studies (ISAS), China



Professor Arindam Banik and Professor Tirthankar Nag with Vesa Taatila, Rector-Turku University of Applied Sciences, and others, during Finland visit.



Session organised by IMI K on "Development Studies and Public Policies in Emerging Economies" at the Eleventh Annual Conference of Asia-Pacific Economic Association held at the National Taiwan University, Taiwan



Faculty & Student Exchange Programmes with University of Tours (France), University of Bordeaux (France) and Sichuan University (China)



Dr. Mohua Banerjee delivered a lecture on "India's Changing Retail Landscape" at Leeds Business School, UK.





Faculty members of IMI Kolkata attended the Sixth China-India Forum, organized jointly by Sichuan Academy of Social Sciences, Sichuan Province (SASS), China; International Management Institute (Delhi, Kolkata and Bhubaneswar); and Institute for Social and Economic Change (ISEC) held in Chengdu during September 13 - 14, 2017.



A team of IMI Kolkata Faculty members led by the Director, Professor Arindam Banik, participated at the prestigious KEA-APEA 2017 International conference to speak on *"The Rise of Economic Nationalism in a New Era of Globalization"*.



Dr. Sahana Roy Chowdhury of IMI Kolkata was invited by the Université Paris-Est Marne-la-Vallée (UPEM), France to deliver lectures on Indian Macro fiscal development policies and labor market policies to the Masters level students during October 8-18, 2017.



Professor Jagat Kunwar Bahadur, lecturer and Ms. Jonna Harkin, student of XAMK - South-Eastern Finland University of Applied Sciences visited IMI Kolkata campus during January, 2018. Ms. Harkin opted for three courses and prepared a report on the same during her one month stay.



Students of IMI Kolkata participated in the 4th South and Southeast Asia College Student Culture And Sports Week hosted by Kunming University of Science and Technology (May 20-29, 2018) at Kunming, China.



Dr. Sahana Roy Chowdhury was invited by the University of PARIS-EST MARNE-LA-VALLEE in Paris, France (UPEM) deliver lectures on Indian Macro-fiscal and development policies "Economic issues and debates in the Indian labor market"; "Macro-development and fiscal issues in Indian economy: Current scenario"; and also delivered a seminar for the economics department at UPEM on "Financial structure, institutional quality and monetary policy transmission: A Meta Analysis" during October 8-18, 2017.



Dr. Rituparna Basu visited UPEM and delivered lectures on "Marketing in India"; "Understanding Marketing Strategy: Perspectives on Emerging Market"; Marketing Premium/ Luxury in India" and "Sports Marketing: Strategies and Directions" during October 8-18, 2017.



Ms. Nolwenn PRIÉ and Ms. Maud LEBARS from ESC Rennes School of Business (France) visited the campus to discuss various issues to broaden the horizon of the cooperation of IMI Kolkata with ESC Rennes School of Business.

Conference & Seminar at IMI Kolkata



December 21-22, 2015

Finance and Economics Conference (FINECON) in collaboration with Sichuan Academy of Social Sciences (SASS) China, North South University (NSU) Bangladesh and Asia-Pacific Economic Association (APEA)



July 13 - 15, 2016

The Twelfth Annual Conference of the Asia-Pacific Economic Association (APEA)



September 27, 2015

IMI Kolkata Hosts Mid-Year Seminar 2015 of the Bengal Economic Association (Bangiya Arthaniti Parishad) on "Planning Commission and NITI Aayog: Experiences and Expectations"



IMI Kolkata organized the Finance and Economics conference (FINICON) during December 28-29, 2017 at the IMI-K campus.



IMI Kolkata organized the International Marketing Conference (MARCON) during December 18-19, 2017 at the IMI-K campus.



IMI Kolkata hosted the seventh Indo-China International Conference on 11th and 12th of December, 2018 in collaboration with the Sichuan Academy of Social Sciences (SASS), China.



In collaboration with Leeds Beckett University, Calcutta University, IMI Kolkata hosted "Fostering Entrepreneurship for Sustainable and Inclusive Agri-Food Innovation: A comparative analysis of India and UK" conference on 21st January, 2019.

Events at IMI Kolkata



IMI Kolkata hosted its first ever TEDxIMI KolkataLive event on April 20, 2018. Renowned personalities like Mr. Rudra Chatterjee, *Chairman, Obeetee and Managing Director, Luxmi Group of Companies*, Ms. Subhasini Mistry, *renowned social worker and Padma Shri Awardee 2018*, Ms. Agnimitra Paul, *famous Indian Fashion Designer*, and Ms. Ishita Gupta *Director, Kamtech Associates Ltd. and Co-founder, Kaushalam Box*, sparked interesting conversations.



IMI Kolkata hosted TEDxIMI KolkataWomen on November 29, 2018, at the Dr. RP Goenka Auditorium, IMI Kolkata. Dynamic and diverse women personalities like Ms. Sohini Sengupta, *distinguished Indian film and theatre actress*, Dr. Sudha Kaul, *founder and trustee of the Indian Institute of Cerebral Palsy (IICP)*, Ms. Alokanda Roy, *an internationally acclaimed Indian classical dancer and renowned*

correctional home inmates reformer, Ms. Jeeja Ghosh, *qualified social worker (MSW) from the Delhi School of Social Work*, and Ms. Minu Budhia, *Founder, Caring Minds and I.Can.Flyy Café*, addressed the young minds of the institute.



IMI Kolkata organised TEDxIMI KolkataLive on April 18, 2019 at the Alipore campus. The event witnessed presence of Mr. Prithviraj Dasgupta, *Entrepreneur, Conversationalist and Former Corporate Executive*; Ms. Damayanti Mukherjee, *Educationist*; Mr. Shoummo Kanti Acharya, *Business Leader* and Mr. Harshad Khadilkar, *Scientist*, sparking conversations on the impact of technological disruptions on various walks of life.

IMI Kolkata's First Annual Management Conclave – Converse 2018



(Founder & CEO, Bluebeaks and Salt n Soap), *Mr. Avijit Ghosh* (Director, LearningMate), *Dr. Debasish Guha* (Delivery Head, Tata Consultancy Services) discussed on "Creating your Artificial Intelligence Roadmap – where to start and where to go next." By 2030 there will be a 14% increase in world GDP because of Artificial Intelligence (AI) and the sectors to be most impacted will be health, education, retail and manufacturing. Thus there is a pressing need to reconsider the structure and architecture of an organization for optimum utilization of the AI resources at their disposal.

The concept note address by *Mr. Mohit Kampani* (CEO, Aditya Birla Retail Ltd.) posed a pertinent question "If humans created machines, why can't humans teach machines to learn like humans?" He pointed out that adding analytics to

IMI Kolkata organized its first Annual Management Conclave "Converse 2018" on September 1, 2018. The theme for Converse 2018 was "Competitive Advantage in Today's Business Ecosystem - Disruption with Artificial Intelligence & Machine Learning".

The one-day event ignited insightful discussions among eminent speakers. In the welcome address, *Professor Arindam Banik*, Director, IMI Kolkata, spoke of the inception of the idea of Converse 2018 for IMI Kolkata. The keynote address was delivered by *Mr. Amitabh Chakraborty*, Managing Director & Chief Investment Officer, Kitara Capital Pvt. Ltd. He projected a few disruptive trends like solid-state batteries, anti-ageing medicines, health care and big data. In his speech, *Mr. Kamal Agarwal* (Partner, Ernst & Young) stated that more than obtaining a competitive advantage, innovation is essential for beating existential crisis. *Mr. Sunil Bhandari* (Executive Director – Corporate, RP-Sanjiv Goenka Group) stated on an introspective note that disrupting one selves is where true disruption begins. *Professor Mohua Banerjee* drew the session to a close with a vote of thanks to the dignitaries, distinguished guests, alumni members and everyone involved in the event.

The first panel including eminent speakers like *Mr. Prasun Nandy* (Partner, PwC), *Mr. Rakesh Gupta* (Director, ISPL), *Mr. Atanu Ghosh*



digitalization adds a different dimension. These analytics are helping asset-light companies like Uber, Facebook, AirBnB, Netflix, Skype and Google change the world with their disruptive business models.

The second panel conversed on "Unlocking Technology to create Meaningful Business Metrics". *Mr. Sanjay Banerjee* (Partner, AMROP India), *Mr. Jyotirmoy Bhattacharya* (Country Group Head – Mahindra & Mahindra Financial Services Ltd.), *Mr. Benjamin Mathew* (Partner, MART), *Mr. Partho Dasgupta* (Chief Mentor, RIL – Textiles), *Mr. Sourav Daspatnaik* (CEO, Swach Environment Private Limited, a SREI Initiative) were part of the panel. The speakers spoke on importance of AI in health sector- on health outcomes, guidance to medical practitioners, insurance policy making, insurance claims and revenue; government schemes; better

living standards and sustainable development of the nation.

The final panel discussion on "Using technology for HR practices" explored the connection between technology and the field of human relations. *Mr. Saptarshi Bhattacharaya* (Head, Employee Relations, Bajaj Allianz General Insurance Co. Ltd.), *Mr. Jigar Avlani* (Associate Director, Human Capital, PwC) and *Mr. Subroto Basu Chaudhury* (Cluster HR Head, South Asia, The Linde Group) spoke of the role of AI in redefining the jobs rather than replacing them, thus, bringing in new engagement. *Mr. Judhajit Das* (Chief, Human Resource, ICICI Prudential Life Insurance Co. Ltd.), *Ms. Ajanta Chatterjee* (Vice President, Human Resources, JSW Steel Ltd.) and *Dr. Soni Agrawal* (Associate Professor, OB & HR, IMI Kolkata) also commented on the transitioning nature of HR jobs and the new emerging opportunities.



7th Annual Convocation at IMI Kolkata, May 11, 2019



STUDENTS' ACTIVITIES

IMI Kolkata encourages students to take student-driven academic/professional initiatives to complement their classroom learning with practical applications in the real world. These activities range from organizing special events focused on current affairs to carefully planned symposia and lectures that enrich the participants' professional, academic and extracurricular interests. To achieve this, students are expected to join the student-led academic/professional clubs in different functional areas.

The speakers for all club-initiated events are eminent business personalities. The events are planned and executed by the students, in close coordination with area faculty members.



STUDENT CLUBS AT IMIK



FINASTRA (Finance Club)

The Finance Club conducts activities like stock market simulations, quizzes, and discussion groups on various contemporary issues in financial management. Besides this, it invites eminent business professionals for guest lectures.

ECO-CLUB (Economics Club)

The Economics Club aims at providing real-time experience to students as aspects like experiencing relationship between price and quantity in Oligopoly markets, the dynamic environment of stock exchange, contemporary topics like introduction of GST and its implications and analysing the dynamics of producer's equilibrium. Students are given hands-on experience in dealing with market sensitivity through diversifying investments.

@OM (Operations Club)

The Operations Club acts as a forum for continual interaction of the corporate world with the student community for effective conceptualization of business ideas and operations research while working towards preparing the students for a career in operations management.

BIZZAFRS (Business Quiz Club)

To educate the students in an interactive manner, and improve their understanding of the current Indian business ecosystem. The club's activities such as regular conduct of quizzes/debates online or offline, keep students updated with the current regulatory steps taken by nodal agencies, policy changing regimes, key business decisions taken by business leaders etc. Inter-college quiz contests arranged by the club also acts as a knowledge sharing canvas.

S. M. A. R. T. (Social Media)

This club helps individuals to explore key issues facing our society as technologies transform the way we connect, communicate, collaborate and relate to each other. Social Media Club enables students to explore their personal and professional passions by helping them to connect with a community of peers based on areas of interest.

CULTURAL COMMITTEE

- Managing and organizing cultural fests.
- Nurturing talent in fellow students.

MARKREATORS (Marketing Club)

The Marketing Club of IMI Kolkata seeks to not only provide students with a clear perspective on marketing issues, but also develop their own opinion. The philosophy of the club is to help its members go beyond the horizons of textbooks and gain valuable insights from real-world interactions. The club undertakes several activities including quizzes, advertising games, brainstorming sessions and guest lectures.

I-CONSTRUCT (Strategy & Consulting Club)

The range of career interests spans over a wide spectrum of consulting areas including management consulting, domain/vertical focused consulting and internal consulting roles within organizations. The forum anchors to imbibe the best practices by:

- Equipping the students with the tools and resources necessary for careers in the consulting domain.
- Creating a forum for information exchange between industry executives and students.

ALTRUISTS

The club undertakes socially responsible activities and extends a helping hand towards the unprivileged sections of the society through various initiatives. It also organises blood donation camps and help victims of natural disaster. The club organized a live performance by one of Kolkata's popular comedy groups as a fund raising activity for charity. Club members visited the Lighthouse for the Blind, the home for over 100 visually impaired children on the Republic Day. The members conducted various activities and distributed goodie bags to the children. Financial assistance was also extended to the school. A blood donation camp in association with the Life Care Blood Bank was organized at IMI Kolkata. The club members along with other student volunteers visited Dakshin Kalikata Sevashram, an orphanage for boys below the age of 14 years. The members and the volunteers imparted knowledge to the children on the country's freedom fighters and distributed stationeries, snacks and sports kits.

SPORTS COMMITTEE

- To conduct intra-college level competitions of different sports like Volleyball, Table Tennis, Badminton, Chess, Carom, Cricket, Football etc.
- To conduct inter-college level competition and to encourage inter-college level sports activity.
- To organize sports training camps and spread awareness of importance of sports activity.

HUMAN HOUR (HR Club)

The HR Club will not just be focused on HR as a specialization but also help to see the HR function as a domain that encompasses all the business areas. It will therefore draw students from all functional disciplines, encouraging them to use this forum for developing behavioural and interpersonal skills.



INDUSTRY INTERACTIONS – FIELD VISITS

The day-long field visits that are conducted to various organizations such as Spencer's Retail Ltd. (Collection Centre and Distribution Centre), Coca Cola, Philips Carbon Black Ltd., Bandhan Bank, Jayashree Textiles (Aditya Birla Group), National Stock Exchange, etc., give the students an opportunity to familiarize themselves with the ground-level practices. It provides them with a better understanding of the dynamics of the work place and also serves as a platform to interact with the managers and executives from the respective companies.



National Stock Exchange



Bandhan Bank



Phillips Carbon Black Limited Durgapur



Jayashree Textiles



Coca Cola



Spencer's Retail Ltd.

WORKSHOPS FOR INDUSTRY READINESS

IMI Kolkata conducts workshop on Advance Excel and Digital Marketing to provide the students an essential experience to equip them to deliver in their projects during summer internships and live projects.



LIVE PROJECTS FOR INDUSTRY

Experiences are what shape students and prepare them for the corporate world. At IMI-Kolkata the students get innumerable opportunities through Live Projects with renowned companies and in different domains such as sales, marketing and human resource. These Live Projects help students get industry exposure by putting forth their theoretical knowledge to practice, and in the process engaging in activities that aid in developing the business acumen.

femmora

**TATA
AGRICO**
A bond of trust

ITC
ITC Limited

M
MART
Bharatara Akshay Social Heart

future group

McVitie's

ALUMNI INTERACTIONS

5th National Alumni Meet, 2018

IMI Kolkata organized the 5th National Alumni Meet, 2018, on 8th December 2018, Saturday, in the institute campus, followed by the evening at Vivada river-cruise on the Ganges. It was a day with a plethora of activities to reminisce the old days for the Alumni. With IMI Kolkata on the cusp of getting into the next continuum, the 85 alumni members who participated in the Meet, some of whom had travelled in from various parts of the country, expressed solidarity in their support to their Institute's aspirations.



Regional Alumni Chapter Meets

As a part of driving alumni engagement, IMI Kolkata has conducted four Regional Chapter Meets (RCM) for its alumni members in Mumbai, Bengaluru, Hyderabad and Delhi, over a period of two months between February and March 2019.

- The Mumbai RCM was conducted on 2nd February at Hotel Bawa International.
- The Bengaluru RCM was held on 9th February at the Hotel Monarch Luxur.
- The Hyderabad RCM was organized on 2nd March at The Fortune Park Vallabha, in Banjara Hills.
- The final RCM was carried out in Delhi on 16th March at Kylin Premiere in Ambience Mall.



ALUMNI AWARDS

Star Alumnus for Corporate Excellence



Abhishek Pal
SAP Supply Chain Function Lead, TCS

Abhishek Pal has earned the Prince2 Foundation and Prince2 Practitioner Certification from Axelos Global Best Practice and the SAP Professional Certification in Production Planning and Manufacturing from SAP SE, Germany. He has also received the Learning Achievement Award for completion of the Leader in You Program and the Fresco Minds Award for meeting delivery milestone for clients.

Rising Star Alumnus



Dhruv Chakravarty
Consultant, Reflexions Digital Pvt. Ltd.

Dhruv Chakravarty won the First Prize from Tata Steel for implementing MART's Rural Consumer Acquisition Model in Rajasthan. For his outstanding performance, he has been appreciated with a cash award.

Star Alumnus for Entrepreneurial Excellence



Nimesh Shukla
Founder & CEO, SunEncore

Nimesh Shukla has his company Sun Encore empanelled as Channel Partners with Ministry of New and Renewable Energy. Sun Encore provides solar power plant installations as well as ground, mounted, domestic, and commercial purposes. It is on a journey of installing 5 MWP solar power plants from the current 2 MWP.

Star Alumnus for Institution-building Activities



Abhimanyu Mazumdar
Management Consultant, Mott MacDonald

Abhimanyu Mazumdar was presented with the Employee Excellence Award and played a key role in delivering a "Techno Economic Viability cum Valuation Study" for Essar Shipping Limited. He has been actively supporting IMI Kolkata in admission processes.

ACKNOWLEDGEMENT FOR VALUABLE CONTRIBUTIONS

Star Alumnus for Corporate Excellence



Medha Saha was appreciated for her significant contribution to the Marketing Opportunity Review 2016. She is also commended by British American Tobacco (BAT) for her work in Korea.

Medha Saha,
Account Manager, Kantar IMRB

Aditi Oberoi was awarded PwC Experience Award as a senior consultant, government and public sector. She is now engaged with National Health Agency on Ayushman Bnarat - National Health Protection Mission (AB-NHPM).

Aditi Oberoi,
National Health Agency



Thomas Joseph was the recipient of the Performance Award for four consecutive years and was recognized for his contribution in increasing Online Payments by consumers, improving billing efficiency and enhancing customer satisfaction by CESC Ltd.

Thomas Joseph,
Account Manager, CESC Ltd.

Neha Modi and her team received Images Retail most Admired Retailer of the Year – Customer Relations for Spencer's and she was recognized as The Star of the Month.

Neha Modi,
Marketing Manager (Digital & Loyalty), Spencer's Retail Ltd.



Piyush Pagaria has got the "Kishalaya Award" for being the Best Management Trainee in CESC Limited. He was presented with Kishalaya Award as well as a certificate and gift voucher by CESC Ltd.

Piyush Pagaria,
Executive – Customer Relations, CESC Ltd.

Rising Star Alumnus



Divyam Bhatia received the People Manager Award – Best Manager Award for Quarter 3 (August - November 2017) in Amazon.

Divyam Bhatia,
Manager – CS Operations,
Amazon

Nitesh Pratap Mall was awarded the Best Performer Award in Guiltfree Industries Ltd. (Too Yumm). He achieved both Primary and Secondary sales target for the month of July 2018, in Central and Eastern UP zones.

Nitesh Pratap Mall,
Sales Officer, Guiltfree
Industries



Star Alumnus for Institution-building Activities



Harsh Kariwala was honoured with the Tax Spot Awards for Outstanding Value to Clients in December '16 and September '17 and the Shining Star Award from Tax Management Consultancy Team in November 2017.

Harsh Kariwala,
Tax Consultant, Deloitte India

Rajashree Sahoo was awarded the Sparklers" award in ICICI Prudential Asset Management Company Limited for January-March quarter 2018, for her contribution in sales (SIP and Equity) from Kolkata.

Rajashree Sahoo,
Deputy Manager, ICICI
Prudential AMCLtd.



Star Alumnus for Entrepreneurial Excellence



Shruti Rampuria launched her enterprise "Emblem". She designed the Acharya Mahapragya Birth Centenary Logo, which got selected among applications from all over the world and was published on various books.

Shruti Rampuria,
Logo and Corporate Branding
Specialist, Emblem



Ankit Choudhary worked in managerial positions in ICICI Bank and IndusInd Bank before moving on to start his own enterprise "Tru Décor" an Import and Distribution network of wallpapers, veneers and laminates.

Ankit Choudhary,
Director, Tru Decor

ALUMNI ACHIEVEMENTS



DIVYAM BHATIA
AMAZON
PGDM batch 2015-17

He has got the "People Manager Award" - Best Manager Award for Quarter 3 (August - November 2017) in Amazon. He has been awarded a prize money of INR 10,000.



DHRUV CHAKARVARTY
MART
PGDM batch 2015-17

He has got the first prize from Tata Steel for implementing MART's Rural Consumer Acquisition Model in Rajasthan. For his outstanding performance he has been appreciated with a cash award of INR 40,000.



PIYUSH PAGARIA
CESC LIMITED
PGDM batch 2014-16

He has got the "Kishalaya Award" on December 16, 2017 for being the Best Management Trainee in CESC Limited. He has been awarded a certificate and a gift voucher of Shoppers Stop by Mr. Goutam Ray, Executive Director - HR.



HARSH KARIWALA
Deloitte
PGDM batch 2014-16

He has received the Tax Spot Awards for Outstanding Value to Clients in December '16 and September '17 in Deloitte. He has also received the Shining Star Award from Tax Management Consultancy Team (TMC team) in November 2017.



AKASH GARG
Deloitte
PGDM batch 2014-16

He has received the Spot Award for Outstanding Value to Clients in Dec '16 in Deloitte.



RAJANIKANT DUBEY
ICICI Bank Limited.
PGDM batch 2014-16

He has been awarded "CASA Mobilisation for Q3" (end of December 2017) in ICICI Bank Limited. He has been awarded a certificate for the same. Rajanikant ended the Q3 on a positive note by 7 crores and was felicitated by his Zonal Head for the exemplary performance.



PARAMESWAR GHOSHAL
GIC Housing Finance
PGDM batch 2014-16

He has been promoted to Branch Manager of GIC Housing Finance, Siliguri branch office. He has set a record in GIC, by becoming the "Youngest Branch Manager" in the history of the company. His name and designation has been published in The Telegraph and Anandabazar Patrika (Siliguri edition) of March 2018.



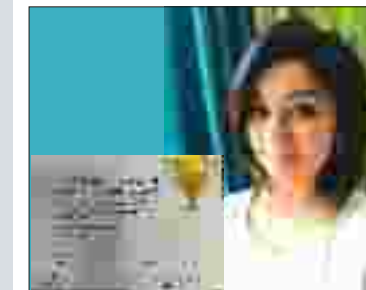
NEHA SHOURIE
Kotak Mahindra Bank
PGDM batch 2013-15

Neha Shourie (PGDM batch 2013-15) has been awarded "Best Newcomer PRM" in category of "Star Performance - Newcomer Portfolio Manager" for FY 2017-18 in Kotak Mahindra Bank. Neha achieved INR 30 crores of revenue against the target of INR 12.6 crores. She overachieved all the targets within 6 months of joining the organization.



RAJASHREE SAHOO
ICICI Prudential AMC
PGDM batch 2015-17

She has been awarded "Sparklers" award in ICICI Prudential Asset Management Company Limited for January-March quarter 2018, for her contribution in sales (SIP and Equity) from Kolkata. She had activated a dormant channel - Axis Securities and garnered a major INR 20 lakhs (for West Bengal and North East) worth of SIP. She was ranked the highest for pan-India market share at IPru. After her initiation, the other regions are now looking at Axis Securities for SIP drive.



ADITI OBEROI
PwC
PGDM batch 2011-13

She was awarded "PwC Experience Award" for demonstrating PwC core values and exhibiting experience behavior, in November 2017, as a Senior Consultant, Government and Public Sector, for PwC. She is now engaged with National Health Agency - Ministry of Health and Family Welfare on AB-NHPM (Ayushman Bharat - National Health Protection Mission).



ABHISHEK BANERJEE
Spencer's Retail Ltd.
PGDM batch 2011-13

He has been awarded "Core Value Award - Risk Taking" in Spencer's Retail Ltd. He was felicitated on RP-Sanjiv Goenka Group Foundation Day, held on July 13, 2018 at the Biswabangla Convention Hall in NewTown.



NITESH PRATAP MALL
Guiltfree Industries Ltd
PGDM batch 2016-18

He has been awarded "Best Performer Award" in Guiltfree Industries Ltd. (Too Yumm). He achieved both primary and secondary sales target for the month of July 2018, in Central and Eastern UP zones.



CESC LIMITED
DEBARPAN NAHA
CESC Limited
PGDM batch 2015-17

He has received the Young Achiever's Award - "Udaan" as Best Executive Officer of North Regional Office, CESC Limited, for his contribution towards reduction of "Not Read" meter count to an all-time low 50% from last year and keeping it to 1.8% out of around 6.1 lakhs consumers of North Kolkata. This award is given to him for showing exemplary contribution towards the benefits of the company, maintaining consistency throughout the year and performing few responsibilities beyond the call of duty. He has received a Certificate of Recognition and Gift Vouchers.



Roche
ANUKALP SAINI
Roche Diabetes Care India
PGDM batch 2016-18

He has received the "Outstanding Performance Award" in the cycle meeting of Roche Diabetes Care India at Renaissance Hotel Mumbai, on April 16, 2019. The Certificate of Achievement is given for his outstanding performance in the successful launch of "Accu chek Instant S" in 2018 and consistently achieving targets since his joining the company in April 2018. He secured the second position in the west region. Currently he is based in Goa.



pwc
DEEPAK BOKARIA
PwC
PGDM batch 2013-15

He has received several rewards and recognition during FY 2018-19, in PwC



Mott MacDonald
ABHIMANYU MAZUMDAR
Mott MacDonald
PGDM batch 2014-16

He has been awarded "Employee Excellence Award" in Mott MacDonald for the month of May 2018. He has been played a key role in delivering a "Techno Economic Viability cum Valuation Study" for Essar Shipping Limited

Sl. No.	Award	Period	Client Description	Sector	Monetary Value of gift voucher
1	Dazzling Debut	Apr'18	Leading cement player in India with a net income of Rs. 5020.63 Crore	Cement	₹ 1,000
2	Spot Award - Individual	Jul'18	\$1.6 Billion Indian Conglomerate	Healthcare	₹ 1,000
3	Above & Beyond -Team	Oct'18	Leading Real Estate Company in Eastern India	Realty	₹ 2,000
4	Client Appreciation -Team	Jan'19	India's Largest Ethnic wear brand	Apparel	₹ 1,000
5	Above & Beyond -Individual	Mar'19	India's Largest Ethnic wear brand	Apparel	₹ 5,000



GlobalData.
AMIT KUMAR GUPTA
GlobalData
PGDM batch 2016-18

He has received the "Employee of the Quarter" award for Q1 (January - March 2019) at GlobalData Hyderabad, for his outstanding performance.



PROPTIGER
PROSENJIT BANIK
Proptiger
PGDM batch 2014-16

He has received the "League of Legends" award in Proptiger, for his outstanding performance in March 2019. He has also received a gift voucher of INR 3,000 and a cash prize of INR 1.75 lakhs.

START-UP ENTREPRENEURS



Nimesh Shukla (PGDM batch 2012-14) is the founder and CEO of Nimesh Energy Solutions Pvt. Ltd. also known as Sun Encore (registered brand name). They are empanelled as channel partners with Ministry of New and Renewable Energy (MNRE). SunEncore provides solar power plant installations for rooftop as well as ground, mounted, domestic and commercial purposes. They are operating on pan-India basis with annual turnover of INR 1 crore and targeting INR 5 crore by end of this financial year. Their head office is in Satna, Madhya Pradesh, and branch offices are in Lucknow, Uttar Pradesh and Thane, Maharashtra. In their journey of 2.5 years they have installed more than 2 Mwp of solar power plants and have a target to reach 5 Mwp by end of this financial year.

Three friends Ritesh Kumar Mohanty, Tanushree Roy and Aman Natesh Limje (PGDM batch 2015-17) have formed a start-up - Promotus. Ritesh and Tanushree initially approached Aman with the concept and he believed in their idea. Since then, the three of them have had some of the best days of their lives through various experiences. Promotus Enterprise LLP is an Indian start-up in the field of Automation Technology with expertise in Retail, Electronics, Packaging, FMCG and F&B segments. It provides the medium for companies to explore and connect with the Indian market, which results in expansion of the businesses for these companies. Their first client happened to be Quest Properties, Kolkata, part of RP-Sanjiv Goenka Group. Since then they have expanded their reach to Pune, Delhi and Chennai.

They formed another venture Chiffonade Ventures Pvt. Ltd. in September 2017. It is the first of its kind automated Indian Dining Restaurant venture under the brand name Autobahn and is scheduled to be launched on January 26, 2018. Chiffonade is the official partner for Modu Systems. They have exclusive distributorship rights for India for their industrial and services products.



STUDENTS' PROFILE



Aayush Joyesh Sampat
23 Years
BBA
K. R. Shah BBA Building
The Maharaja Sayajirao University of Baroda
Work Experience: Fresher
Specialization: Finance
Summer Internship Company: Cipher-Plexus Capital Advisors Private Limited



Abeer Lahiri
23 Years
B. Tech
Dr. B. C. Roy Engineering College, Durgapur
Maulana Abul Kalam Azad University of Technology
West Bengal
Work Experience: Fresher
Specialization: Marketing and IT & Operations
Summer Internship Company: ICICI Prudential Asset Management Company Limited



Abhishek Kumar Deogharia
23 Years
B. Sc (Hons)
Karam Chand Bhagat College
Ranchi University
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: KANTAR



Adarsh Dalmia
24 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: HDFC Bank Limited



Aditya Chauhan
26 Years
B. Tech
Sharda University
Work Experience: HDFC Standard Life Insurance Pvt. Ltd & Monem Engineering India Pvt Ltd (25 Months)
Specialization: Marketing / IT & Operations
Summer Internship Company: Pladis - United Biscuits Pvt. Ltd.



Aditya Kumar Sharma
22 Years
BBA
Dayananda Sagar College of Arts, Science and Commerce
Bangalore University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: Aditya Birla Fashion & Retail Ltd. (Pantaloon)



Aiswarya Nair
23 Years
B. TECH
Sree Buddha College of Engineering, Pathanamthitta, Kerala
Mahatma Gandhi University
Work Experience: Fresher
Specialization: Marketing and IT & Operations
Summer Internship Company: GetMyUni Education Services Pvt. Ltd.



Akshay Khandelwal
22 Years
B. Com
S. S Jain Subodh P. G Autonomous College
Rajasthan University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: HDFC Bank Limited



Akshay Surana
23 Years
B. COM (Hons)
Shri Nakoda Jain Mahavidhyala, Jodhpur
Jai Narain Vyas University, Jodhpur
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: : HDFC Bank Limited



Aman Gupta
21 Years
B. Com
Durga Narayan P. G College Fatehgarh
CSJM
Work Experience: : K. A Cold Storage (14 Months)
Specialization: Finance and Marketing
Summer Internship Company: Bajaj Finserv Ltd.



Amisha Srivastava
20 Years
B. Com (Hons)
Institute of Management Sciences
Lucknow University
Work Experience: Fresher
Specialization: Marketing and OB & HR
Summer Internship Company: HDFC Bank Limited



Anjali Agarwal
23 Years
B. Com (Hons)
Shri Sikshayatan College
University of Calcutta
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: ICICI Prudential Asset Management Company Limited



Ankit Arun
23 Years
B. Tech
Centurion University of Technology and Management
Centurion University
Work Experience: Sri Sai Mfg. & Engg. Co. (P) Ltd. (9 Months)
Specialization: Marketing / IT & Operations
Summer Internship Company: Reliance Retail Ltd.



Ankit Kumar
25 Years
B. Com (Hons)
The Bhawanipur Gujarati Education Society
University of Calcutta
Work Experience: K. C. Enterprise (19 Months)
Specialization: Marketing / Finance
Summer Internship Company: ICICI Prudential Asset Management Company Limited



Ankita Misra
28 Years
B. TECH
Heritage Institute of Technology
WBUT
Work Experience: Infosys & Ranstad Consultancy (46 Months)
Specialization: Marketing / OB & HR
Summer Internship Company: : IDBI Federal Life Insurance Co. Ltd.



Anushka Jain
22 Years
B. Com
St Xavier's College
University of Calcutta
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: : IDBI Federal Life Insurance Co. Ltd.



Anushri Bhattacharjee
24 Years
B. Tech
Government College of Engineering and Ceramic Technology
WBUT
Work Experience: Fresher
Specialization: Marketing and IT & Operations
Summer Internship Company: HDFC Bank Limited



Apoorva Garg
22 Years
B. Tech
College of Engineering Roorkee
Uttarakhand Technical University
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: KANTAR



Arpan Goswami
25 Years
B. E.
New Horizon College Of Engineering
Visvesvaraya Technological University
Work Experience: Edureka (15 Months)
Specialization: Marketing / IT & Operations
Summer Internship Company: Fab Hotels



Arunima Wanchoo
28 Years
B. A. (Hons)
St. Stephen's College
Delhi University
Work Experience: Indian Council For Research on
International Economic Relations (8 Months)
Specialization: Marketing and Finance
Summer Internship Company: Future Generali India Life Insurance Company Limited



Ashish Kumar
24 Years
B. Tech
Ajay Kumar Garg Engineering College, Ghaziabad
APJ Abdul Kalam Technical University, Lucknow
Work Experience: Fresher
Specialization: Marketing and IT & Operations
Summer Internship Company: Fab Hotels



Ayan Gangopadhyay
26 Years
B. Tech
Budge Budge Institute of Technology
West Bengal University of Technology
Work Experience: Accenture Solutions Pvt Ltd. (25 Months)
Specialization: Marketing and IT & Operations
Summer Internship Company: Reliance Retail Ltd.



Ayush Patwari
22 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing
Summer Internship Company: Reliance Retail Ltd.



Ayushi Gaba
21 Years
B. Com (Hons)
St. Xavier's College
Ranchi University
Work Experience: Fresher
Specialization: Marketing and OB & HR
Summer Internship Company: HDFC Bank Limited



Baishali Jain
25 Years
B. Tech
Government College of Engineering and Textile Technology
Maulana Abul Kalam Azad University of Technology
Work Experience: Ecoline Exim Pvt. Ltd (12 Months)
Specialization: Finance / Marketing
Summer Internship Company: : Diamond Beverages (P) Ltd (Coca-Cola)



Basant Surana
24 Years
B. Com (Hons)
PgdaV College
Delhi University
Work Experience: Navig8 India Pvt. Ltd (13 Months)
Specialization: Marketing / Finance
Summer Internship Company: JSW Steel Limited



Bhadrinath T S
28 Years
B. E.
Rmd Engineering College
Anna University
Work Experience: Accenture Solutions Pvt. Ltd (39 Months)
Specialization: Marketing and IT & Operations
Summer Internship Company: Tube Investments of India Ltd



Bharti Bathwal
21 Years
B. Com (Hons)
Vasanta College for Women
Banaras Hindu University
Work Experience: Fresher
Specialization: Marketing and OB & HR
Summer Internship Company: Pladis - United Biscuits Pvt. Ltd.



Camellia Dey
24 Years
B. Tech
B. P Poddar Institute of Management and Technology
West Bengal University of Technology
Work Experience: Cognizant Technology Solutions (21 Months)
Specialization: Marketing and IT & Operations
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Chandan Kumar
21 Years
B. Com (Hons)
Banaras Hindu University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: SAGE Publications India Pvt. Ltd.



Chandan M
27 Years
B. E.
RNS Institute of Technology
Visvesvaraya Technological University
Work Experience: Tech Mahindra (33 Months)
Specialization: Marketing and IT & Operations
Summer Internship Company: Coastal Energen Pvt. Ltd



Chirag Saha
25 Years
M. Sc.
St. Xavier's College Kolkata
University of Calcutta
Work Experience: Cactus Communications Pvt. Ltd (9 Months)
Specialization: Marketing and OB & HR
Summer Internship Company: Black Turtle India Pvt. Ltd.



Danish Javed
27 Years
BBA
Aliah University
Work Experience: G. A. Randerian Pvt. Ltd (24 Months)
Specialization: Finance and Marketing
Summer Internship Company: Reliance Retail Ltd.



Danish Nasim
24 Years
B. Tech
Heritage Institute of Technology Kolkata
MAKAUT
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: Jaquar



Debanjan Kundu
23 Years
B. Sc. (Hons)
Gurunank Institute of Pharmaceutical Science and Technology
West Bengal University of Technology
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: Fab Hotels



Deepali Dinesh Singh Chauhan
23 Years
B. Tech
Shri Guru Gobind Singhji Institute of Engineering and Technology
Swami Ramananth Theerth Marathwada University
Work Experience: Fresher
Specialization: Marketing and IT & Operations
Summer Internship Company: The Federal Bank Limited



Devendra Singh Rathore
22 Years
BBA
Faculty of Commerce and Management Studies
Jai Narayan Vyas University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: : KANTAR



Devesh Khandelwal
21 Years
BBA
St. Xavier's College
Rajasthan University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: KANTAR



Dhruv Chandra
23 Years
B. Tech
Manipal University Jaipur
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: ITC Hotels



Diksha Rajani
22 Years
B. Com (Hons)
Mkhs Gujarati Girls College
Devi Ahilya Vishwa Vidhyalay
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Espire Infolabs Private Limited



Disha Jain
24 Years
B. Com (Hons)
Ravenshaw University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Aditya Birla Sun Life AMC Ltd.



Ditika Ray
23 Years
B. Com
St. Vincent Palloti College
Pt. Ravishankar Shukla University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: ExcellenceTech Infosystems Private Limited (Kariwala Industries)



Divya Gulgulia
23 Years
BBA (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Marketing / OB & HR
Summer Internship Company: HDFC Bank Limited



Garvita Chauhan
28 Years
B. Tech
Gautam Buddha University
Work Experience: Appolo Homoeo Pharmacy (16 Months)
Specialization: Marketing and IT & Operations
Summer Internship Company: JSW Steel Limited



Gaurav
26 Years
B. E.
Dayananda Sagar College of Engineering
VTU
Work Experience: Larsen and Toubro Infotech (30 Months)
Specialization: Marketing
Summer Internship Company: KANTAR



Harsh Parchani
23 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Harshit Sharma
26 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: PwC, Aks Software Limited, Greencrest Financial Services Ltd (29 Months)
Specialization: Marketing / Finance
Summer Internship Company: Fab Hotels



Hemant Soni
24 Years
BBA (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: HDFC Bank Limited



Jasmeet Singh
22 Years
B. Com (Hons)
St. Xavier's College
Ranchi University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Fab Hotels



Jayant Kedia
23 Years
B. Com (Hons)
The Bhawanipur Gujrati Education Society
University of Calcutta
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: HDFC Bank Limited



Jayesh Sarda
22 Years
BBA
Lachoo Memorial College of Science and Techonology
Jai Narayan Vyas University (JNVU)
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: The Federal Bank Limited



Jit Naskar
24 Years
B. Com (Hons)
St. Xavier's College
University of Calcutta
Work Experience: Roadwings International Pvt. Ltd (13 Months)
Specialization: Marketing / Finance
Summer Internship Company: ICICI Prudential Asset Management Company Limited



Juhi Bhattacharjee
25 Years
B. Tech
Techno India, Salt Lake
MAKAUT
Work Experience: Fresher
Specialization: IT & Operations / OB & HR
Summer Internship Company: Larsen & Toubro Limited



Juhi Surana
23 Years
BBA
Alliance School of Business
Alliance University
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: Reserve Bank of India



Keny Atha
23 Years
BBA
St. Xavier's College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: LUXAIRE Luxury Fans



Kritika Majeji
23 Years
BBA (Hons)
J. D. Birla Institute (Department of Management)
Jadavpur University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: Emami Limited



Kunika Jashnani
23 Years
B. Com
Kanoria Mahila Mahavidhyalaya
Rajasthan University
Work Experience: Fresher
Specialization: Marketing / OB & HR
Summer Internship Company: Ideamagix



Maimil Maiti
22 Years
B. Sc. (Hons)
Thakurpukur Vivekananda College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: : KANTAR



Manav Sood
27 Years
BBA
BK Majumdar Institute of Business Administration
Ahmedabad University
Work Experience: Tata Consultancy Services (36 Months)
Specialization: Marketing and Finance
Summer Internship Company: KANTAR



Md Akram Qureshi
24 Years
B. Com (Hons)
Umeshchandra College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: : HDFC Bank Limited



Md. Hassaan Hamza
24 Years
B. Com (Hons)
The Bhawanipore Gujarati Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: HDFC Bank Limited



Mohit Kumar Bihani
24 Years
BBA
Amity University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: Reliance Retail Ltd.



Nabeel Hazari
25 Years
B. Tech
Academy of Technology
MAKAUT
Work Experience: Fresher
Specialization: Marketing and IT & Operations
Summer Internship Company: HDFC Bank Limited



Neha Agarwal
23 Years
B. Com (Hons)
JD Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: KANTAR



Nicky Jaiswal
23 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: Fab Hotels



Niharika Gupta
22 Years
B. Com
St. Johns College Agra
Dr. B. R. Ambedkar University
Work Experience: Fresher
Specialization: Marketing and OB & HR
Summer Internship Company: Black Turtle India Pvt. Ltd.



Nikhil Kedia
24 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: Shalimar Pellet Feeds Limited



Nikita Sethia
24 Years
B. Sc. (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: NIVEA India Pvt. Ltd.



Nirali Ramani
23 Years
BBA (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: ITC Limited



Nirmal Murarka
23 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



P Tarun Sai Varma
23 Years
B. Com (Hons)
Jahnavi Degree College
Osmania University
Work Experience: Wipro Bps Ltd. (8 Months)
Specialization: Marketing / Finance
Summer Internship Company: GetMyUni Education Services Pvt. Ltd.



Parth Hrishi Sharma
23 Years
B. Tech
Global College of Technology
Rajasthan Technical University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: Fab Hotels



Pooja Pandey
27 Years
B. Tech
Dehradun Institute of Technology
Uttarakhand Technical University
Work Experience: Fresher
Specialization: Marketing and OB & HR
Summer Internship Company: HDFC Bank Limited



Prakriti Matalia
23 Years
B. A. (Hons)
Loreto College
University Of Calcutta
Work Experience: Fresher
Specialization: Marketing and OB & HR
Summer Internship Company: Vedant Fashions Pvt. Ltd. - Manyavar



Prateek Kasera
23 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: Fab Hotels



Pratik Daga
24 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: Fab Hotels



Pratik Mohta
23 Years
B. Com (Hons)
St. Xavier's College
University of Calcutta
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: KANTAR



Prativa Thakur
24 Years
B. Sc.
Asutosh College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: ICICI Prudential Asset Management Company Limited



Preety Paul Choudhury
26 Years
B. Sc. (Hons)
Handique Girls' College
Gauhati University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: GetMyUni Education Services Pvt. Ltd.



Prithvi Guha
24 Years
B. Tech
Kalinga Institute of Industrial Technology
KIIT University
Work Experience: Ericsson India Global Services Pvt. Ltd (15 Months)
Specialization: Marketing / IT & Operations
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Priya Harlalka
23 Years
B. Com (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: Fab Hotels



Priyank Hitesh Shah
24 Years
B. E.
Institute of Technology and Management Universe Vadodara
Gujarat Technological University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: KANTAR



Puja Poddar
22 Years
B. Com (Hons)
Icon Commerce College
Gauhati Commerce College
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: The Federal Bank Limited



Purba Agarwala
22 Years
B. Com (Hons)
St. Xavier's College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing
Summer Internship Company: KANTAR



Rahul Kumar Singh
24 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Reliance Retail Ltd.



Raj Kotecha
22 Years
B. Com
K J Somaiya College of Science and Commerce
Mumbai University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: Pladis - United Biscuits Pvt. Ltd.



Rajarshi Mukherjee
24 Years
B. Tech
Calcutta Institute of Engineering and Management
MAKAUT
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Rashi Ranka
22 Years
B. A. (Hons)
College of Arts, Science and Humanities
Mody University
Work Experience: Fresher
Specialization: Marketing / OB & HR
Summer Internship Company: Pladis - United Biscuits Pvt. Ltd.



Raunak Mohata
25 Years
BBM
Center for Management Studies
Jain University
Work Experience: Grant Thornton Shared Services Center India Pvt. Ltd & LK Bohania & Co.
(20 Months)
Specialization: Marketing / Finance
Summer Internship Company: KANTAR



Ravisha
23 Years
B. Com. (Hons)
Ggdsd College
Panjab University
Work Experience: Sanjog Systems (9 Months)
Specialization: Marketing and OB & HR
Summer Internship Company: LUXAIRE Luxury Fans



Rejish Mathew
26 Years
B. Tech
Lourdes Matha College of Science and Technology
University of Kerala
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: FlyBird Farm Innovations Pvt Ltd.



Rishabh Semwal
22 Years
B. Com.
Doon Business School
Hemvati Nandan Bahuguna Garhwal University
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: HDFC Bank Limited



Ritesh Kumar Mandal
23 Years
B. Com (Hons)
St. Xavier's College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: HDFC Bank Limited



Ritwik Kundu
22 Years
B. Tech
Netaji Subhash Engineering College
MAKAUT
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: KANTAR



Rohit Kiran
23 Years
B. Com (Hons)
Marwari College
Ranchi University
Work Experience: Fresher
Specialization: Marketing and IT & Operations
Summer Internship Company: GetMyUni Education Services Pvt. Ltd.



Ronita Pal
22 Years
B. Com (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Marketing / OB & HR
Summer Internship Company: KANTAR



Rruchita Jajoo
21 Years
BMS
Kishinchand Chellaram College
University of Mumbai
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: : The Gateway Hotel



Rukmini Durge
22 Years
B. A.
V. G. Vaze College of Arts, Science & Commerce
University of Mumbai
Work Experience: Fresher
Specialization: Marketing
Summer Internship Company: Fab Hotels



Rupak Sahu
27 Years
B. Tech
GUIST
Guahati University
Work Experience: Debsin Technologies Pvt. Ltd (13 Months)
Specialization: Marketing / IT & Operations
Summer Internship Company: ICICI Prudential Asset Management Company Limited



Sabyasachi Patra
21 Years
B. Com (Hons)
Ravenshaw University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Reliance Industries Limited



Sai Kumar Laghuvarapu
24 Years
B. Tech
Gitam School of Technology
Gitam University
Work Experience: Satya Constructions & Sumadhura Infracon Pvt. Ltd (23 Months)
Specialization: Marketing and Finance
Summer Internship Company: LUXAIRE Luxury Fans



Sai Narayan Ravi Shankar
24 Years
B. Com (Hons)
St. Xavier's College
University of Calcutta
Work Experience: Loyalie IT Solutions Pvt. Ltd (12 Months)
Specialization: Marketing
Summer Internship Company: HDFC Bank Limited



Saikat Mondal
26 Years
B. Com (Hons)
Goenka College of Commerce and Business Administration
University of Calcutta
Work Experience: Capgemini Technology Services India Ltd. (17 Months)
Specialization: Finance and Marketing
Summer Internship Company: : Reliance Retail Ltd.



Samkit Chhajlani
22 Years
B. Tech
Pes University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Vesuvius India Limited



Sandesh Saxena
23 Years
B. Tech
DIT University
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: : KANTAR



Satyam Tiwari
22 Years
BBA
School of Management Sciences
Mahatma Gandhi Kashi Vidyapeeth
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: HDFC Bank Limited



Sayani Mandal
31 Years
B. Tech
Rajabazar Science College
University of Calcutta
Work Experience: Akzo Nobel India Ltd (37 Months)
Specialization: IT & Operations / Finance
Summer Internship Company: JSW Steel Limited



Sayantini Das
26 Years
B. Tech
Guru Nanak Institute of Technology
West Bengal University of Technology
Work Experience: Tech Mahindra Limited (27 Months)
Specialization: Finance and Marketing
Summer Internship Company: Reliance Industries Limited



Seema Agarwal
22 Years
BBA
SDJ International College
Veer Narmad South Gujarat University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: Kotak Mahindra Bank Ltd.



Shagun Garg
24 Years
B. E.
University Institute Of Engineering And Technology Panjab University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: Canara Bank



Shalaka Adinath Patil
24 Years
B. E.
Mahatma Gandhi Mission's College of Engineering and Technology
Mumbai University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: HDFC Bank Limited



Shama Khan
23 Years
B. Com (Hons)
Gargi College
Delhi University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: Pladis - United Biscuits Pvt. Ltd.



Sharon Nethala
22 Years
B. Com
Kristu Jayanti College
Bangalore University
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: HDFC Bank Limited



Shaurya Gupta
23 Years
BBA
CPJ College of Higher Studies and Law
Guru Gobind Singh Indraprastha University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: HDFC Bank Limited



Shevangi Agarwal
24 Years
BBA (Hons)
JD Birla Institute of Management
Jadavpur University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: ITC Limited



Shishir Rana
22 Years
BBA
Sri Sathya Sai Institute of Higher Learning
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: : Haryana State Electronics Development Corporation Limited



Shivam Agarwal
21 Years
B. Com
St. Xavier's College
University Of Calcutta
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: Ease Dealcom Pvt. Ltd.



Shivam Gaba
23 Years
B. Com
S. S. Jain Subodh Commerce and Arts College
Rajasthan University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: The Federal Bank Limited



Shivam Keshri
22 Years
B. Com
Ramjas College
University of Delhi
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: HDFC Bank Limited



Shraddha Khaitan
24 Years
B. Com (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: HDFC Bank Limited



Shreya Sultania
23 Years
BBA (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Reserve Bank of India



Shreyash Khaitan
24 Years
B. Com (Hons)
Umeshchandra College
University of Calcutta
Work Experience: Rishidev Engg. Works Pvt. Ltd (25 Months)
Specialization: Marketing
Summer Internship Company: GlaxoSmithKline Consumer Healthcare Limited



Shubham Agrawal
23 Years
B. Sc.
Symbiosis School of Economics
Symbiosis International University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: ICICI Prudential Asset Management Company Limited



Shubham Chhajer
23 Years
B. Com (Hons)
Mithibai College
University of Mumbai
Work Experience: S. Surana & Associates (12 Months)
Specialization: Finance and Marketing
Summer Internship Company: : India Infrastructure Finance Company Limited



Shubham Gupta
23 Years
B. Com (Hons)
Institute for Excellence In Higher Education
Barkatullah University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: KANTAR



Shubham Keshri
22 Years
B. Com
Bhavans Vivekananda College
Osmania University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: Bisleri International Pvt Ltd.



Siddhanth Dey
24 Years
B. Tech
Sikkim Manipal Institute of Technology
Sikkim Manipal University
Work Experience: Fresher
Specialization: Marketing / IT & Operations
Summer Internship Company: Reliance Retail Ltd.



Sidhant Sekhani
23 Years
BBA (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Marketing / Finance
Summer Internship Company: SAFE Refrigerations (P) Limited



Snehal Bhuwalka
22 Years
BBA
Anil Surendra Modi School of Commerce
Narsee Monjee Institute of Management Studies
Work Experience: Fresher
Specialization: IT & Operations and Marketing
Summer Internship Company: HDFC Bank Limited



Soham Majumdar
24 Years
B. Tech
Netaji Subhash Engineering College
West Bengal University of Technology
Work Experience: Johnson Controls Inc. (13 Months)
Specialization: IT & Operations and Marketing
Summer Internship Company: Reliance Retail Ltd.



Soham Sarkar
28 Years
B. Tech
Netaji Subhash Engineering College
West Bengal University of Technology
Work Experience: Tata Consultancy Services (54 Months)
Specialization: IT & Operations and Marketing
Summer Internship Company: Reliance Retail Ltd.



Somya Mittal
22 Years
B. Com (Hons)
Symbiosis College of Arts and Commerce
Pune University
Work Experience: Fresher
Specialization: Marketing and OB & HR
Summer Internship Company: : Bharat Coking Coal Limited



Sonal Jhunjhunwala
24 Years
BBA (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Soni Kumari
23 Years
B. Com (Hons)
St. Xavier's College Ranchi
Ranchi University
Work Experience: Fresher
Specialization: Marketing / OB & HR
Summer Internship Company: Jharkhand Silk Textile and Handicraft Development Corporation Ltd.



Soumendu Maitra
23 Years
BBA (Hons)
Institute of Leadership, Entrepreneurship and Development
MAKAUT
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: KANTAR



Soumya Agrawal
21 Years
B. Com (Hons)
Faculty of Commerce
Banaras Hindu University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Future Generali India Life Insurance Company Limited



Soumyadip Banerjee

27 Years

B. Tech
Bengal Institute of Technology
West Bengal University of Technology

Work Experience: Cognizant Technology Solutions & Tech Learning Solutions Pvt. Ltd (36 Months)

Specialization: Marketing / IT & Operations

Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Sourya Sengupta

23 Years

B. Tech
Netaji Subhash Engineering College
MAKAUT

Work Experience: Fresher

Specialization: Marketing and Finance

Summer Internship Company: Fab Hotels



Sudesh Kumar Jumrani

22 Years

B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta

Work Experience: Fresher

Specialization: Finance and Marketing

Summer Internship Company: Reliance Retail Ltd.



Sukanyashri Kabali

22 Years

B. Com
HL Institute of Commerce
Ahmedabad University

Work Experience: Fresher

Specialization: Marketing

Summer Internship Company: : Godrej Nature's Basket



Sunakshi Chowdhury

24 Years

B. Com (Hons)
J. D. Birla Institute
Jadavpur University

Work Experience: Fresher

Specialization: Finance / Marketing

Summer Internship Company: ICICI Prudential Asset Management Company Limited



Supriya Banthia

22 Years

BBA
J. D. Birla Institute
Jadavpur University

Work Experience: Fresher

Specialization: Marketing / Finance

Summer Internship Company: Fab Hotels



Surbhi Maheshwari

24 Years

B. Com
Kanoria College
Rajasthan University

Work Experience: Fresher

Specialization: Finance and Marketing

Summer Internship Company: ICICI Prudential Asset Management Company Limited



Sushmita Saha

24 Years

B. Com (Hons)
St. Xaviers College
University of Calcutta

Work Experience: Fresher

Specialization: Marketing

Summer Internship Company: Reliance Retail Ltd.



Swati Kumar
24 Years
BMS
St. Francis Degree College
Osmania University
Work Experience: Bsr & Co.LLP (KPMG) (16 Months)
Specialization: Marketing / OB & HR
Summer Internship Company: NIVEA India Pvt. Ltd.



Sweta Agarwal
24 Years
B. Com (Hons)
Shri Shikshaytan College
University of Calcutta
Work Experience: N Agarwal & Co (11 Months)
Specialization: Finance and Marketing
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Tania Mukherjee
25 Years
M. Sc.
St. Xavier's College
University Of Calcutta
Work Experience: : Cactus Communications Pvt. Ltd (10 Months)
Specialization: Marketing and OB & HR
Summer Internship Company: Black Turtle India Pvt. Ltd.



Tanishka Murarka
22 Years
B. Com (Hons)
Royal School of Commerce
Gauhati University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: : ITC Limited



Taniya Jindal
22 Years
B. Com (Hons)
Salesian College Siliguri Campus
University of North Bengal
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Prabin Agarwal Wealth Management



Tanurima Mazumder
25 Years
B. Tech
Heritage Institute of Technology
MAKAUT
Work Experience: Tech Mahindra Limited (31 Months)
Specialization: Marketing and IT & Operations
Summer Internship Company: Oxford University Press India



Tanvi Gupta
21 Years
BBA
St. Xaviers College Jaipur
Rajasthan University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: KANTAR



Trishla Bazari
25 Years
B. Com (Hons)
Kc Das Commerce College
Gauhati University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Bharti Airtel Limited



Tushar Das
26 Years
B. Tech
Techno India Batanagar
MAKAUT
Work Experience: Wipro Limited (4 Months)
Specialization: Marketing and IT & Operations
Summer Internship Company: Pladis - United Biscuits Pvt. Ltd.



Vandana Saini
25 Years
B. Com (Hons)
Shaheed Bhagat Singh Evening College
Delhi University
Work Experience: Loyalty App Pvt. Ltd (10 Months)
Specialization: Marketing / IT & Operations
Summer Internship Company: Pladis - United Biscuits Pvt. Ltd.



Vasudha Pasari
21 Years
BBA (Hons)
J. D Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Marketing
Summer Internship Company: KANTAR



Vedika Jalan
23 Years
B. Com (Hons)
St. Xavier's College
University of Calcutta
Work Experience: Fresher
Specialization: Finance / Marketing
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Vidisha Agarwal
21 Years
B. Com (Hons)
St. Xavier's College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing
Summer Internship Company: Fab Hotels



Vinayan Singh
23 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: HDFC Bank Limited



Vishal Chaudhary
24 Years
B. Com (Hons)
The Bhawanipur Education Society College
University of Calcutta
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: Fab Hotels



Vrinda Anand
23 Years
B. A. (Hons)
Indraprastha College for Women
Delhi University
Work Experience: Fresher
Specialization: Marketing / OB & HR
Summer Internship Company: Ideamagix



Yash Jain
22 Years
B. Com
Jai Narain Vyas University
Work Experience: Fresher
Specialization: Marketing and Finance
Summer Internship Company: HDFC Bank Limited



Yashvi Gupta
21 Years
BBA
J. D. Birla Institute (Department of Management)
Jadavpur University
Work Experience: Fresher
Specialization: Marketing / OB & HR
Summer Internship Company: IDBI Federal Life Insurance Co. Ltd.



Yogeshwari Kothari
23 Years
B. Com (Hons)
J. D. Birla Institute
Jadavpur University
Work Experience: Fresher
Specialization: Finance and Marketing
Summer Internship Company: Srei Capital Markets Limited

FINAL PLACEMENT PROCESS

- A company is encouraged to conduct a preplacement talk (PPT) to highlight available job profiles, career growth opportunities and compensation details.
- After PPT, interested students would register. The company can conduct its selection process (GD/Case Study/Test/Personal Interview) for interested students on the same day.
- In case the company cannot come for the PPT, company is requested to forward a softcopy of their PPT which would be shared with students. CVs of interested students (who register after going through PPT) would be forwarded to the company. The company can then conduct their selection process (GD/Personal Interview) through skype/ videoconferencing.
- The companies are invited to campus for conducting their selection process from August 2017, onwards.
- Date of visit could be arranged with mutual consultation & convenience

FINAL PLACEMENT COMPANIES



SUMMER PLACEMENT PROCESS

- The Summer Placement Process is a rolling process that will commence in September 2019, and continue thereafter. The policy of the Institute is to extend one confirmed offer per student. Companies can select and block the students on First Come, First Served basis.
- Companies are most welcome to visit the Institute and complete the selection process which generally consists of PPT followed by GD/Technical Test/Case Study & Personal Interview.
- Companies which decide not to visit the Institute for any reason, can forward project details, location & stipend inputs to the Institute and the same will be circulated to the students. CVs of interested students will be forwarded to the company for their selection process. Interviews can be conducted over skype or videoconferencing, if required.
- Date of visit could be arranged with mutual consultation and convenience.

SUMMER INTERNSHIP COMPANIES



IMI KOLKATA IN MEDIA



IMI-Kolkata achieves full placement

SHOBHANA RAY

Kolkata, March 12

The International Management Institute (IMI), Kolkata, has witnessed close to five per cent rise in average salary package for its 2016-18 batch, despite 52 per cent increase in batch size.

The batch of 120 students received 112 offers from 46 recruiters. Ten students opted out of the placement process to set up entrepreneurship ventures or join their family businesses.

The average salary package increased to ₹4.54 lakh a year, up from ₹3.62 lakh for the previous batch of 71 students (2015-17). Arindam Banik, Director,



Arindam Banik, Director, IMI, Kolkata (second from left)

recruiters. As many as 25 students had bagged pre-placement offers, which is usually

ing and financial services sector, have started improving in the last one year. Apart from

on Post Graduate Diploma Management (PGDM), is placing the possibility of inducting one-year executive management programme, an MBA in entrepreneurship subject to approval from board as well as AICTE (All India Council for Technical Education), which is its regular body.

While the executive MBA programme is likely to be set out in 2019, MBA in entrepreneurship will be on offer in 2020. "There is a strong demand for executive management programme and

would like to tap this segment to require approval, being a stand-alone business school, IMI cannot apply for it at the same time.

Oxfam reports growing inequality in India, quality education is the best way to reverse this trend



Oxfam India's report on inequality in India, titled 'The State of Inequality in India 2018', highlights the growing gap between the rich and the poor. The report states that the top 1 per cent of the population owns 45 per cent of the country's wealth, while the bottom 50 per cent owns just 1 per cent.

The report also points out that the quality of education is a key factor in reversing this trend. It calls for a focus on improving the quality of education, particularly in rural areas, to ensure that all children have access to a good education.

The report also highlights the need for a more inclusive growth strategy that takes into account the needs of all sections of society. It calls for a focus on creating jobs and improving the quality of life for all citizens.

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The report also highlights the need for a more inclusive growth strategy that takes into account the needs of all sections of society. It calls for a focus on creating jobs and improving the quality of life for all citizens.

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The report also highlights the need for a more inclusive growth strategy that takes into account the needs of all sections of society. It calls for a focus on creating jobs and improving the quality of life for all citizens.

The report also points out that the quality of education is a key factor in reversing this trend. It calls for a focus on improving the quality of education, particularly in rural areas, to ensure that all children have access to a good education.

Assistant prof at IMI-K wins researcher award



Dr. Animesh Kumar, Assistant Professor at IMI Kolkata, has won the 2018 IMS International Women Management Research Award. The award is given to researchers who have made significant contributions to the field of women's management research.

Dr. Animesh Kumar is a faculty member at IMI Kolkata and has been working in the field of women's management research for several years. He has published several research papers and has been involved in several research projects.

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MI Kolkata sends three students to 5 or internships



Three students of IMI Kolkata who have secured internships.

IMI Kolkata has successfully placed three of its students in internships. The students are currently working at various companies and are gaining valuable experience in their respective fields.

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IMI Kolkata completes 100% placement 112 offers, sees 23% increase in pay package

OUR CORRESPONDENT

KOLKATA: International Management Institute (IMI), Kolkata, has successfully completed 100 per cent placement for its students with the highest pay package reaching Rs 20 lakh per annum.

The pay package is being offered by ITW group to two of IMI students who had also done their internship in the same company.

"We have concluded our placement season for the batch 2016-2018 with 112 offers from 46 recruiters, including 21 first-time recruiters.



was a fourfold increase in the number of offers made by the consulting companies," said Arindam Banik, director of IMI Kolkata.

Sales and Marketing was the highest recruiting sector with nearly 57 per cent placement. Financial firms contributed to 21 per cent of the total offers, followed by IT/Market Research firms at 15 per cent and HR/Management roles at 10 per cent. Some of the potential recruits were from Reliance Industries, Sonu MRF, Bank, Geopart and WGL (Pondicherry).

"Aniket Datta for the first time has decided to take transfer our students as interns," Banik said.

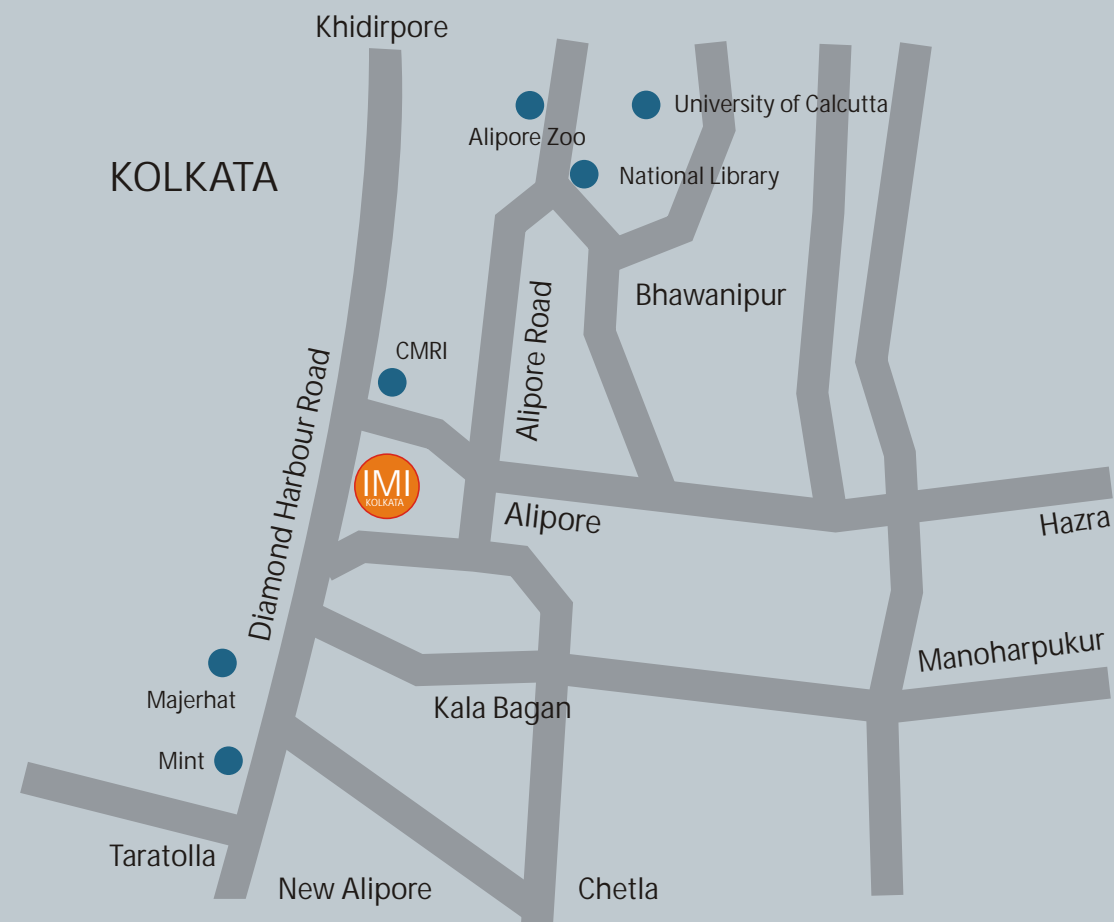
IMI Kolkata that runs a two-year PGDM course is planning

GRAD SUCCESS

Students at the fifth annual convocation of the International Management Institute (IMI) on Thursday, M.A. Akbar (above right), the minister of state for external affairs, was the chief guest at the event where 78 students of the 2015-17 batch received their postgraduate diplomas. "Ninety per cent of the medal winners in today's convocation were women. They have the finger of first-generation success. Their previous generations were denied this opportunity," said Akbar. Sanjay Goenka (left), the chairman of the board of governors of IMI, was also present. Six meritorious postgraduate students from

ENCE OF YOUNG MINDS
RIGHT IDEAS AT IMI

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