



Enriching Lives

KIRLOSKAR INSTITUTE OF ADVANCED MANAGEMENT STUDIES

A Kirloskar Group Enterprise

ONE INSTITUTE – TWO LOCATIONS - HARIHAR • PUNE



INFORMATION BROCHURE

PGDM 2020-2022 Batch

(Approved by AICTE New Delhi, Ministry of HRD, Government of India)

2 year Fully Residential Post Graduate Diploma in Management

“ The road is clear. It is up to the younger generation now to take up the challenge. ”

Shantanurao Laxmanrao Kirloskar

Vision

To provide society a centre of learning that excels in Management Education and Professional Development

Mission

- Offer contemporary, progressive, technology and heritage-driven management education
- Facilitate strong networking with professionals and industry
- Develop competent professionals to lead businesses
- Contribute to the expanding body of knowledge in management
- Provide management and training solutions to industry



Our Values

- To undertake only those activities where we have the potential to excel
- To work with trust and transparency while eschewing indiscretion
- To operate collective decision-making and collective responsibility
- To institutionalize the processes that lead to academic excellence
- To teach to think
- To value the 'good' in ourselves, while saluting the 'better' in others
- To nurture self-worth in all our members and use it to drive performance



Program Outcome

Students will be able to

- Apply knowledge of management theories and practices to solve problems
- Foster analytical and critical thinking abilities for data based decision making
- Develop value based leadership
- Understand, analyze and communicate global, economic, legal and ethical aspects of business
- Lead themselves and others to achieve organizational goals as well as contribute effectively to a team environment
- Use technology driven tools and techniques
- Develop global perspective in management
- Cultivate an attitude for life-long learning



Governing Council

Mr. Atul C. Kirloskar
Executive Chairman,
Kirloskar Oil Engines Ltd.

Mr. Rahul C. Kirloskar
Executive Chairman,
Kirloskar Pneumatic Co. Ltd.

Mrs. Alpana Kirloskar
Chairperson &
Managing Director,
Kiara Lifespaces Pvt. Ltd.

Adv. Amarshekhar Bhonagiri
Member, Governing Council
KIAMS

Wg. Cdr. A. Raghunath
Advisor, Kirloskar Group,
Kirloskar Oil Engines Ltd.

Mr. N. Luthra
HR-Advisor,
Kirloskar Group

Dr. V. S. Pai
Senior Professor - Strategic
Management, KIAMS - Harihar

Mr. Mahesh Revankar
Head Administration,
KIAMS - Harihar

Academic Advisory Council

Mr. Atul C. Kirloskar
Executive Chairman
Kirloskar Oil Engines Ltd.

Mr. Rahul C. Kirloskar
Executive Chairman
Kirloskar Pneumatic Co. Ltd.

Prof. Amarshekhar Bhonagiri
Advocate

Dr. V. S. Pai
Senior Professor - Strategic
Management, KIAMS - Harihar

Dr. L. K. Tripathy
Director
KIAMS - Pune

Dr. Subhadip Roy
Associate Professor - Marketing
IIM Ahmedabad

Dr. S. Subramanian
Associate Professor - Strategic
Management, IIM Kozhikode

Dr. Mathew Manimala
Director
XIME Bangalore

Dr. M. J. Xavier
Vice President - FWA, CEO,
Karunya Group of Institutions

Prof. Manasi Phadke
Freelance Journalist and
Economist

Mr. Partha Iyengar
Vice President and Gartner Fellow,
CEO, Research Team and Country
Leader - Research Gartner India

Mr. Vishwanath Joshi
Head Practice of Journey Program,
Great Place to Work India

Dr. Rajesh Aithal
Associate Professor of Marketing,
IIM Lucknow



From The Director's Desk

Dear Students,

In a rapidly changing world, learning has to be a lifelong exercise. So KIAMS does not teach you a limited repertoire of skills but helps you learn how to learn. Success has been defined as ten percent inspiration and ninety percent perspiration. For every one unit of creativity in ideas we need ten units of creativity in execution. KIAMS students learn that the devil is the detail and the ability to execute in time and with perfection is the eventual hallmark of success. With an industry oriented curriculum and live projects for hands-on experience, our students complete the full cycle of learning with new visions, new ideas and new strategies.

The lush green campus, spread across, has all the facilities for the students; for their studies and recreation. Market goes through cycle of ups and downs in regular interval, which is a part of the process but we strongly believe at KIAMS that "employment is not an issue rather employability is". A management professional, with right attitude and equipped with the skills that industry needs, is always an asset for any recruiter or market. This is the reason, we, at KIAMS, put a lot of focus on business analytics so that the students are in sync with the industry needs.

As a facilitator of your learning cycle, I welcome you all to celebrate your worth as you dream, dare and deliver with tomorrow's technology today with KIAMS.

Dr. B. K. Biswal
Director
Kirloskar Institute of Advanced Management Studies - Harihar





From The Director's Desk

Dear Students,

Welcome to Kirloskar Institute of Advanced Management Studies(KIAMS), Pune!

KIAMS Pune is located in the lap of nature, in a lush green environment, which is highly conducive for learning. The Institute offers two-year full time residential Post-Graduate Diploma in Management (PGDM) program duly approved by the All India Council for Technical Education(AICTE) New Delhi.

KIAMS Pune Campus is spread across 21 acres of land with excellent Infrastructural facilities like Classrooms, Computer Lab., Library, Gymnasium, Canteen, Hostel, Playground. The Campus is well guarded by round the clock vigilant security personnel.

The faculty members at KIAMS have rich industry and academic experience and are exposed to contemporary industry practices and needs. They, along with Visiting and Guest Faculty members from academia and industry, shoulder the complete responsibility of grooming the students in Curricular, Co-curricular and Extra-Curricular activities directed at an integrated development of students. Live projects, Business Immersion Program, Industry Visits, Value-added sessions on managerial skills development, Student Enhancement Program(StEP) are some of the supplementary activities to strengthen academics.

We, at KIAMS, apart from imparting knowledge on regular PGDM curriculum, conduct activities and events to ignite the managerial skills in students. The 'student-centric' approach of the Institute is exhibited by the fact that students are passionately involved in all the activities in the Institute.

The Institute is proud to have stood up to the expectations of Industry over the past 21 years and continuous recruitment of KIAMS students by past recruiters stands as the testimony to the quality of our efforts in career crafting.

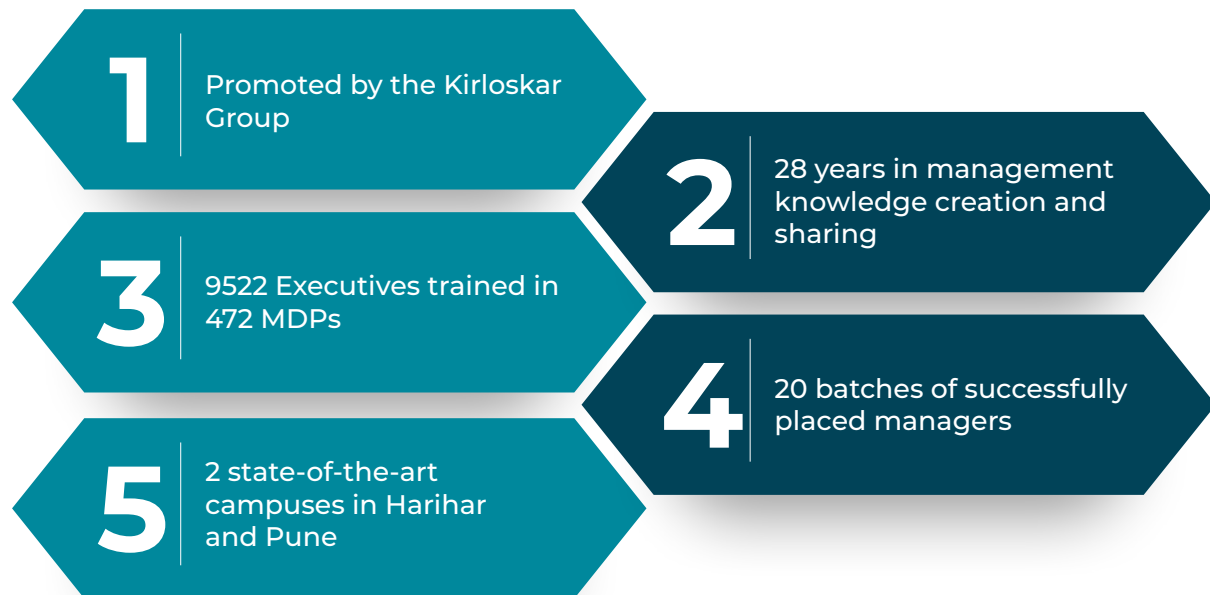
With this note, once again, on behalf of KIAMS Pune, I extend a warm welcome to you all and wish you all the best for your endeavor of undertaking an enthralling and enriching journey of learning at KIAMS.

Dr. L. K. Tripathy
Director
Kirloskar Institute of Advanced Management Studies - Pune



About Kirloskar Institute of Advanced Management Studies (KIAMS)

Established in 1991, Kirloskar Institute of Advanced Management studies (KIAMS) was conceived as a training institute and a knowledge hub for Kirloskar Group Managers, to share their knowledge & learning to bridge the gap and cope with the latest management trends. The Institute, initially, offered Management Development Programs and Consultancy. Taking a leaf out of the rich experience gained from this, KIAMS moved on to offer an AICTE approved PGDM Program from the year 1998. The Institute has, since, been endeavouring to achieve excellence in management studies through the ruling paradigm of "Education through values" with 'value' being operative in beliefs, processes and results.



KIAMS – PUNE

KIAMS Pune is situated amidst a valley of lush green fields, just 15 km from Pune IT hub (Hinjewadi). The Campus is replete with all amenities that one would need. It is created to ensure that the students get an environment which is highly conducive for learning.

KIAMS – HARIHAR

KIAMS Harihar is situated on the banks of the Tungabhadra river on 6.3 acres of land which is just 15 km away from the well developed city & the educational capital of Karnataka, Davangere.

Places to explore near Harihar campus

Grasim Industries, Harihar



Harihareshwara Temple, Harihar



KIAMS, Harihar Campus

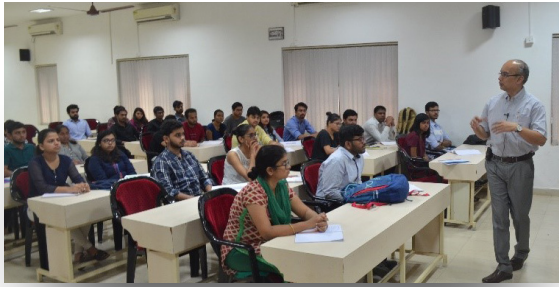


SS Mall, Davangere



The Biggest Glasshouse, Davangere

Infrastructure at KIAMS Harihar and Pune



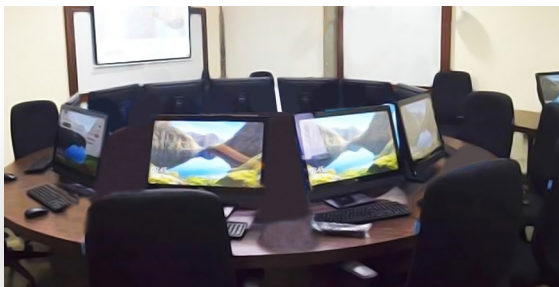
Classrooms

Classrooms are well designed and have comfortable seating with sufficient aisle space.



Computer Labs

Computer Labs are well equipped with upgraded systems



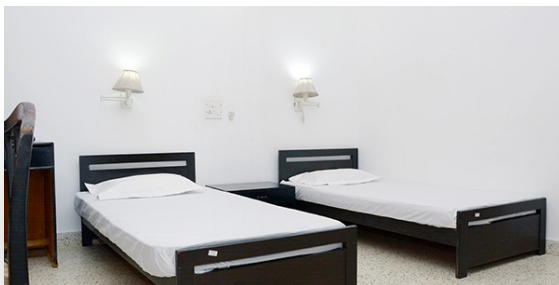
Analytics Experience Lab

Analytics Experience Lab is designed with modern tools and technology to increase the visual experience.



Well Stacked Library

The Library houses books, journals, magazines and periodicals relevant to management education.



Hostel Rooms

Rooms are well furnished with beds, book shelves, chairs, cupboards and study tables. The amenities also include washing machine and ironing boards to ease the burden on wash, dry and iron clothes. Dry cleaning facility is available on request.



Canteen

The in-campus Canteen provides four meals to the students daily. The quality of food and service is of excellent hygienic standard and caters to different cuisines.



Gymnasium

The Campus has a well equipped gymnasium with all equipments for the students to work out regularly with an objective to maintain good health.



Doctor on campus

Doctor is available on campus every day for one hour. In case of an emergency, Doctor-on-call or visit can be arranged to the nearest hospital.

Rewards and Recognitions



Amongst the top Private B-Schools in Karnataka



Amongst the top 10 promising Business Analytics Institutes in India



Business India

Consistently amongst the top B-Schools



THE WEEK

Amongst the top Private B-Schools in South Zone



In AICTE-CII Survey



BW BUSINESSWORLD

Amongst the top Private B-Schools in India





FACULTY PROFILE

Dr. B. K. Biswal

Director
Kirloskar Institute of Advanced
Management Studies, Harihar

Dr. L. K. Tripathy

Director
Kirloskar Institute of Advanced
Management Studies, Pune

Dr. V. S. Pai

Senior Professor
Strategic Management

Dr. Bidyanand Jha

Associate Dean Academics, Pune
and Associate Professor - Marketing

Dr. Pranab S. Deb

Associate Dean (Admissions and
Academics) - Harihar

Prof. Pankaj Roy Gupta

Program Director – Business Analytics
and Corporate Relations

Prof. Mahesh Revankar

Head Administration and
Professor – General Management

Dr. Nagaraj B. V.

Associate Professor – Quantitative
Techniques

Dr. V. Padmanabhan

Professor - Finance

Prof. Gita Madhuri

Assistant Professor – Finance

Dr. Suresh Garimella

Professor- Marketing

Prof. Nitin Appajirao Salunkhe

Assistant Professor - Human Resources

Dr. Roudra Chakraborty

Associate Professor - Business
Analytics

Prof. Roshan Raju

Assistant Professor – Operations

CA. Shekhar Sane

Head Finance and Professor - Finance

Prof. Hemchand JaichandranMallya

Assistant Professor – Finance

Dr. Chetan G. K.

Associate Professor - Finance

Dr. Thomason Rajan

Assistant Professor - Marketing

Prof. Vinay Bhushan

Assistant Professor - IT & Systems

Prof. Sheela Krishna

Assistant Professor - Human Resources

Prof. V. Kiran Kumar

Assistant Professor & Controller
of Examination

Prof. Abilash Ramani

Assistant Professor Operations

Prof. Subrata Nandi

Assistant Professor - Marketing and
Operations

Prof. Ashok Patil

Assistant Professor – Finance

About the PGDM Program

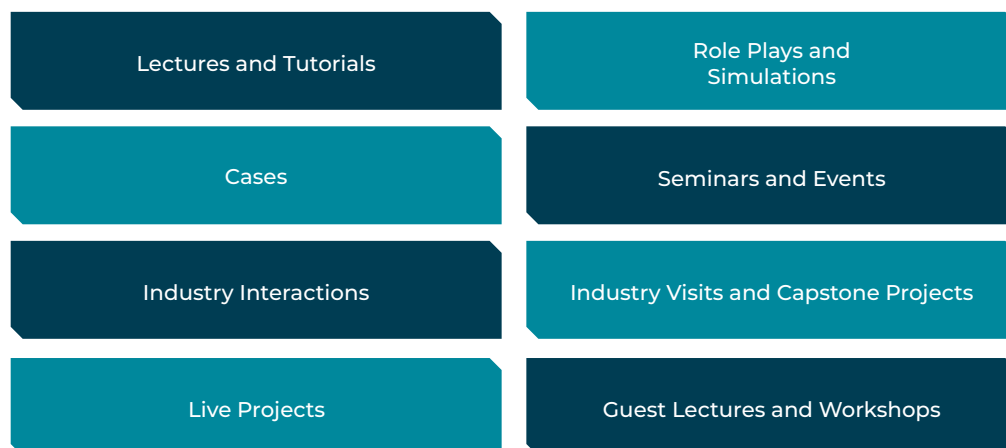
The program is approved by the AICTE New Delhi, Ministry of HRD, Government of India, and is imparted by KIAMS in a two year full time residential mode. The program is offered at Harihar and Pune campus.

KIAMS has experience, spanning over more than 2 decades of training bright young minds in different facets of business management education, embedded with various managerial skills required to face complex challenges.

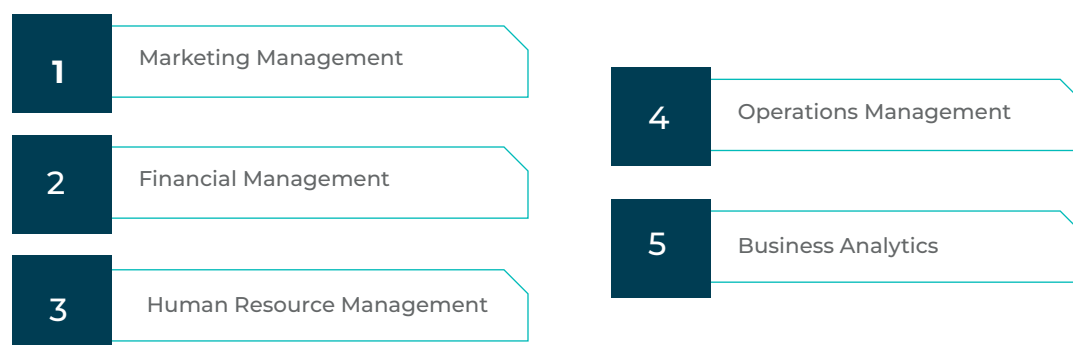
Key Elements

- Development of skills through foundation courses
- Fundamental functional management and cross functional impact through chosen electives
- Student Enhancement Plan (StEP) involving development of soft skills and technical skills through mentor protégé groups
- Exposure through Industrial visits, Capstone projects, Case studies, Field assignments to sharpen problem solving skills
- Live Projects based on the competency and skills
- Build leadership to develop the potential skills through various management events, seminars, workshops and other relevant group activities

Teaching and Learning Process



Program Electives



PGDM Program Structure *Subject to revision

First Year: Trimester 1

Course Title	Credits
Managerial Economics	3
Marketing Management - 1	3
Organizational Behaviour	3
Excel and SPSS	2
Quantitative Techniques - 1	3
Operations Management - 1	3
Data Analysis - 1	3
Business Communication	2
Financial Analysis and Reporting	3
Total	25

First Year: Trimester 2

Course Title	Credits
Macro Economics and Business Environment	3
Data Analysis - 2	3
Corporate Finance	3
Marketing Management - 2	3
Legal Aspects of Business	3
Human Resource Management	3
Quantitative Techniques - 2	3
Personality Development Program - 1	2
Operation Management - 2	2
Total	25

First Year: Trimester 3

Course Title	Credits
Cost and Management Accounting	2
Advanced Excel and SPSS	2
Business Research Methods	3
Information System Management	2
Strategic Management - 1	3
Sub Total	12
Electives (for each specialization)	6
Total	18

Electives

Financial Management

Course Title	Credits
Investment Analysis & Performance Management	3
Direct Taxation	3

Human Resource Management

Course Title	Credits
Strategic Staffing & Talent Acquisition	3
Compensation Management	3

Marketing Management

Course Title	Credits
Marketing Research	3
Consumer Behaviour	3

Operations Management

Course Title	Credits
Operations Research	2
Project Management	2
Service Operations Management	2

Business Analytics

Course Title	Credits
Data warehousing, Data Mining and Business Intelligence	3
Descriptive Analytics and Data Visualization (using Tableau)	3

Business Immersion - 6 Credits

Year 2: Trimester 4

Course Title	Credits
Strategic Management - 2	3
Personality Development Program - 2	2
Sub Total	5
Electives (for each specialization)	15
Total	20

Financial Management

Course Title	Credits
Financial Derivatives	3
Corporate Valuation	3
Applied Financial Analysis	3
Indirect Taxation	3
Equity Research	3
Banking and Financial Services	3

Human Resource Management

Course Title	Credits
Learning & Development	3
Organizational Development & Change Management	3
Effective Talent Management & Competency Mapping	3
Performance Management & Appraisal	3
Strategic Human Resource Management	3

Marketing Management

Course Title	Credits
Sales Management	3
Digital Marketing	3
B2B Marketing	3
Integrated Marketing Communications	3
Brand Management	3

Operations Management

Course Title	Credits
Supply Chain Management	3
Operations Strategy	3
Logistics and Warehouse Management	3
Lean Management and Theory of Constraints	3
Operations Analytics	3

Business Analytics

Course Title	Credits
Design Thinking & Data-Driven Storytelling	2
Data Science Applications in Business	3
Python for Analytics	3
Big Data Analytics in Business	2

Year 2: Trimester 5

Course Title	Credits
Structured Industry Analysis	3
Electives (for each specialization)	15
Total	18

Financial Management

Course Title	Credits
International Finance	3
Financial Modeling	3
Money and Bond Market	3
Behavioural Finance and Financial Planning	3

Human Resource Management

Course Title	Credits
Cross Cultural Management	3
Employee Relations & Labour Laws	3
HR Tools & Analytics	3
Human Resource Development	3
Negotiation & Conflict Management	3

Marketing Management

Course Title	Credits
Services Marketing	3
Strategic Marketing Management	3
Retail Management & E Commerce	3
Strategic Product Management	3
Marketing Channel Management	3

Operations Management

Course Title	Credits
ERP for Operations	3
Six Sigma for Managers	3
Purchasing and Outsourcing Management	3
Inventory Management and Distribution Planning	3
Strategic Quality Management	3

Business Analytics

Course Title	Credits
HR Analytics	2
Operations Analytics	2
Financial Analytics	2
Marketing and Sales Analytics	2
Data Security and Data Privacy Laws	2
Machine Learning and Cognitive Intelligence (using Python)	3
Predictive & Prescriptive Analytics	3
Artificial Intelligence in Business Applications	3
Business Analytics Capstone Project	3
Business Analytics Project Management	2
IoT Analytics	2
LSCM Analytics	2

Year 2: Trimester 6

Course Title	Credits
Electives (for each specialization)	6
Total	6

Financial Management

Course Title	Credits
Insurance and Risk Management	3
Mergers, Acquisitions, and Corporate Restructuring	3

Human Resource Management

Course Title	Credits
Employee Counseling, Coaching & Mentoring	3
Leadership & Team Building	3
International Human Resource Management	3

Operations Management

Course Title	Credits
Pricing and Revenue Management	2
Capstone Project	4

Marketing Management

Course Title	Credits
Marketing Capstone	3
International Marketing	3

Business Analytics

Course Title	Credits
E-Tailing Analytics	2
Security & Risk Analytics	2
Social Media Analytics	2
Banking Analytics	2

*Subject to revision

Academic Evaluation

KIAMS follows a continuous evaluation system to facilitate student learning throughout the year. Feedback is provided by the faculty on a continual basis to enable students to monitor their own progress. A well designed and structured method of evaluation is in place. Students are evaluated through various methods which include tests, assignments, trimester papers, project-work based reports, presentations, interim and end-trimester examinations.



KIAMS Initiatives at a Glance

Live Projects based on competency and skills

In a live project, students associate with a company in a real-time environment for a set period of time from trimester 2. Live projects are undertaken to expose and familiarise the student with different process at work in a regular routine. It is considered a pragmatic way for the graduates to apply their management knowledge in a hands-on manner. It also allows them to identify the domain, they want to work in and select a relevant project to understand how their jobs would be like once they complete the PGDM program. Live projects assist students during their placements.

Current Live Projects 2019

Company	Project
BARREL BEANS COFFEE ROASTERS	Digital Marketing
BARREL BEANS COFFEE ROASTERS	Sales
KLOUDQ TECHNOLOGIES LTD.	Digital Marketing
KIRLOSKAR OIL ENGINES LTD	Capital Budgeting
KIRLOSKAR OIL ENGINES LTD	Commercial Finances
KIRLOSKAR OIL ENGINES LTD	Induction Program
KIRLOSKAR OIL ENGINES LTD	Legal Compliances
KIRLOSKAR OIL ENGINES LTD	Onboarding Process of New Joinee
KIRLOSKAR OIL ENGINES LTD	Recruitment Process
KIRLOSKAR OIL ENGINES LTD	Talent Acquisition
KIRLOSKAR OIL ENGINES LTD	Working Capital
KIRLOSKAR PNEUMATIC COMPANY LTD	After Market Operations
KIRLOSKAR PNEUMATIC COMPANY LTD	Converting VCC to VAC
KIRLOSKAR PNEUMATIC COMPANY LTD	Customer Feedback for VAC
KIRLOSKAR PNEUMATIC COMPANY LTD	E-Learning & Competence Development
KIRLOSKAR PNEUMATIC COMPANY LTD	Identifying Upcoming Projects In Food Sector
KIRLOSKAR PNEUMATIC COMPANY LTD	IT-Paperless Industry
KIRLOSKAR PNEUMATIC COMPANY LTD	Market Segmentation
KIRLOSKAR PNEUMATIC COMPANY LTD	Market Size for Chemical Segment
KIRLOSKAR PNEUMATIC COMPANY LTD	Project Procurement
KIRLOSKAR PNEUMATIC COMPANY LTD	Six Sigma
KIRLOSKAR PNEUMATIC COMPANY LTD	Supply Chain Management
KIRLOSKAR PNEUMATIC COMPANY LTD	VAC Market Size Research
WEIKFIELD FOODS PVT. LTD.	HR
WEIKFIELD FOODS PVT. LTD.	Marketing
KIRLOSKAR FERIOUS LTD.	Sales order process – Automation
KIRLOSKAR FERIOUS LTD.	Value addition by using GCP dust & slurry, through pelletisation & sintering
KIRLOSKAR FERIOUS LTD.	HR processes on Attrition analysis and their management
KIRLOSKAR FERIOUS LTD.	Optimisation of Inventories and Trade Receivables
KIRLOSKAR FERIOUS LTD.	Building Quality Dash Boards & Analytics using Business Intelligence Software
KIRLOSKAR FERIOUS LTD.	Paperless WCR (Work Completion Report)
LAFORS	HR –Predictive Analytics
LAFORS	Leadership Recruitment: (Assessment Modelling)

KIAMS Initiatives at a Glance

SUMAN - Industry 4.0 Lab

The future of smart manufacturing has arrived with the Industry 4.0 revolution. The whole of the supply chain is now connected and collaborated with regard to innovative technology and real time data. Keeping in view of the recent developments and to meet the industry needs, Kirloskar Institute of Advanced Management Studies, Pune has setup SUMAN (Sustainable Universal Manufacturing Augmented Node), a Centre of Excellence for Disruptive Innovation. The Centre was inaugurated by Smt. Suman Kirloskar and Mr. Atul Kirloskar, President of Governing Council, KIAMS.



The Industry 4.0 Lab is set up in association with C4i4 Lab which is one of the four centres set up under Samarth Udyog Initiative by Department of Heavy Industries, Government of India. The Lab

offers opportunities for students and faculty to work on live industrial projects in areas of disruptive innovation and will also hold awareness workshops for industry professionals and faculty members.

SUMAN is engaged in promoting Industry 4.0 Lab and Incubation Centre along with providing training and consulting in areas of Technology Disruption and Digital Transformation. It is also looking for International collaborations in areas of disruptive innovation.

Industry Coordination Committee (ICC)

A Business School operates to cater to the needs of business and industry. It is, therefore, critical to align the operations of the former to the requirements of the latter. To enable this alignment, an association or relationship has to be established between the two. This initiative is an effort to bring KIAMS closer to industry and, in the process, understand their requirements as well as groom the students as per industry needs.

Guest Lecture Series

Opportunities In Business Intelligence

Term Projects

Assignments / Live Projects



Ms. Gauri A. Kirloskar
Chairperson



Dr. V. S. Pai
Co-Chairman (Harihar)



Dr. Bidyanand Jha
Co-Chairman (Pune)

KIAMS Initiatives at a Glance

Interaction with the Directors

S.L. Kirloskar Centre for Executive Education (SLKCEE) conducted "Insider Trading Compliance Program 2019-20" on the 22nd, 23rd, 29th and 30th November 2019 at KIAMS Pune Campus. The Program was graced by the Kirloskar family along with 44 Directors from various companies of the Kirloskar Group, including - Kirloskar Oil Engines Limited (KOEL), Kirloskar Pneumatic Company Limited (KPCL), Kirloskar Ferrous Industries Limited (KFIL), Kirloskar Industries Limited (KIL), Kirloskar Chillers Private Limited (KCPL) and Kirloskar Proprietary Limited (KPL) to name a few. Dr. V.R. Narasimhan, Mr. Tushar Ajinkya, Mr. Sujain Talwar and Mr. J Ranganayaku shed light on various concepts and aspects of Insider Trading and also talked about the roles and responsibilities of various stakeholders to curtail such incidents.

The KIAMS student community was an active partner of SLKCEE and helped in coordinating the program delivery. Students had organized skits and other entertainment events to keep the Directors soothed after the day-long lectures. A one-to-one interaction was organized wherein 14 Directors interacted with the entire student community at KIAMS Pune. The interactive session was very engaging as both the Directors and the students could table thoughts coming from very different mind-sets. The networking dinner also gave a platform to the students for getting to know the Directors and gathering career advices and knowledge from them.



KIAMS Initiatives at a Glance

7 Day Orientation Program 2019

The Orientation Program was conducted on 20th June 2019 in KIAMS Harihar and 17th June 2019 at KIAMS Pune .

During the Orientation week, students were able to connect with eminent professionals from various areas like Marketing, Finance, Operations, Human Resource and Business Analytics.

During the Orientation Program, the students were exposed to a wide range of management tools like case studies, presentations and team games and participated in an out-bound training session.

Day	Activity
Day 1	Inaugural ceremony, Welcome and Campus tour, Introduction to KIAMS family, Registration, Parent Faculty Meet
Day 2	Yoga, Guest speakers from specialized domains, Interaction with Distinguished Alumni
Day 3	Yoga, Introduction and presentation for each department at KIAMS-Pune, Ice Breaker session for students, Overnight Case study assignment
Day 4	Yoga, Presentation of the Case Study, Group activities
Day 5	Yoga, Continuation of activity, Out-Bound activity, Valedictory ceremony, Closure of the orientation
Day 6	Out-Bound activity,



Fresher's Day 2019

KIAMS conducted "Freshers Day" from 22nd to 25th July 2019.

Day 1

The first day started with an icebreaking session followed by a lot of management games and team events facilitated by faculty members

Day 2

Blind fold event was conducted by Management Committee of Batch 21

Day 3

Cultural Event like singing, dancing was conducted by Cultural committee of Batch 21

Day 4

The final day was the Talent Hunt Round which included events like Fashion Show, Dancing, Singing and according to this Mr and Ms Fresher were selected.

KIAMS Initiatives at a Glance

KIAMS Samvad

Kirloskar Institute of Advanced Management Studies(KIAMS) conducted "KIAMS Samvad" on 27th September 2019.

The main motive of this event was to bring all the stakeholders together and to depict that KIAMS is one single family. It's our belief that anyone who plays even the smallest of roles in the running and development of KIAMS is a "Stakeholder" and should be given a platform to share their opinion.

With this in mind, KIAMS has launched a new initiative called "KIAMS Samvad" to bring all its Stakeholders, i.e. all students, vendors, staff, faculty and management, together to a common ground where each can give a voice to what they think would make KIAMS a better organization.



EMBLAZE 2019 (Inter-College Management Fest)

Kirloskar Institute of Advanced Management Studies, conducted a two day Inter-College Management Fest EMBLAZE 2019 - Ancient India - A pursuit from Bullock Cart to Bullet Train, on 28/02/19 and 01/03/2019.

The Event was entirely Student driven. It was a perfect blend of Academic, Cultural and Sports activities and was a host to over 250 participants from various institutes. Business Quiz, Best Manager, Youth Parliament, Stock Mock, Fashion Show, Dance, Singing and Sports were some of highlights of the fest.

EMBLAZE aimed at providing students a platform to augment their talents and aptitude in various areas related to business and industry. All participants were awarded with certificates and the winners were endowed with trophies and cash prizes across all the events.



KIAMS HR Round Table 2019

This February, Kirloskar Institute of Advanced Management Studies set the stage for experts across the country to share their views on “Talent Acquisition in the Digital Age”.

The confluence of experts deciphered the to learn strategies that one needs to put in place for business impact as talent acquisition has significantly changed recently in our rapidly changing world. The Round Table addressed the themes ranging from Future of Talent in Digital World to How to create a seamless candidate experience by leveraging technology for On-Boarding. The panels discussed the issues involving the top CEOs, Founders and CHROs of the country.

During this talent acquisition conference, participants explored strategies and innovations one should consider and implement in order to stay ahead of competitors in the next decade. A combination of keynote was addressed, breakout sessions and roundtable discussions to ensure maximum opportunities to learn from experts and peers.

Focus Areas:

1. Talent Acquisition In The Digital Age
2. Leadership Hiring For The Digital Era
3. Winning The War For Talent - An HR and CEO Debate
4. New Age Digital Tools – Leveraging HR Tech For Improved Productivity In Hiring
5. Leveraging Technology For On-Boarding
6. Diversity Hiring



Admissions 2020 – 2022

Who should apply?

A Bachelor's Degree (10+2+3 OR 10+2+4) in any discipline from a recognized university, with not less than 50% overall aggregate marks. Students appearing for the final year examination may apply.

Eligibility to Apply

Admission Test scores of any one of the below Tests: CAT, XAT, CMAT, GMAT, MAT, ATMA, Maharashtra CET (For Pune Campus), Karnataka CET (For Harihar Campus).

Performance Evaluation Criteria

Admission Pattern

A candidate is shortlisted on the basis of the overall rank computed taking into account the following components and their weights as defined by AICTE:

Criteria	Weightage
Score in the Common Admission Tests (CAT, XAT, CMAT, GMAT, MAT, ATMA, Maharashtra CET, Karnataka CET)	35% to 60%
Score for academic performance in X Std., XII Std., Under Graduate Degree/ Post Graduate Degree	5% to 25%
Group Discussion / Extempore / Written Skill Test and Personal Interview	20% to 45%
Participation in Sports, Extra-Curricular activities, Academic diversity and Gender diversity	5% to 20%

Guidelines for Group Discussion / Extempore / Personal Interview :

Group Discussion / Extempore will be evaluated based on Initiative, Communication Skill, Content and Behavior. Personal Interview will be assessed based on General Awareness, Subject Awareness, Personality and Critical Thinking.

Fee Structure

Harihar Total Fees: ₹ 10,75,000/-	Pune Total Fees: ₹ 12,50,000/-
---	--

Harihar Campus

Fee Structure	1 st Year	2 nd Year
Tuition Fees	₹ 3,25,000	₹ 3,25,000
Others (Inclusive of Administrative activities, Infrastructure maintenance and other student support activities)	₹ 50,000	₹ 50,000
Hostel and Mess charges (KIAMS PGDM Program is fully residential)	₹ 1,65,000	₹ 1,55,000
Alumni Membership Fees	₹ 5,000	
Total	₹ 5,45,000	₹ 5,30,000

Pune Campus

Fee Structure	1 st Year	2 nd Year
Tuition Fees	₹ 3,25,000	₹ 3,25,000
Others (Inclusive of Administrative activities, Infrastructure maintenance and other student support activities)	₹ 1,00,000	₹ 1,00,000
Hostel and Mess charges (KIAMS PGDM Program is fully residential)	₹ 2,05,000	₹ 1,90,000
Alumni Membership Fees	₹ 5,000	
Total	₹ 6,35,000	₹ 6,15,000

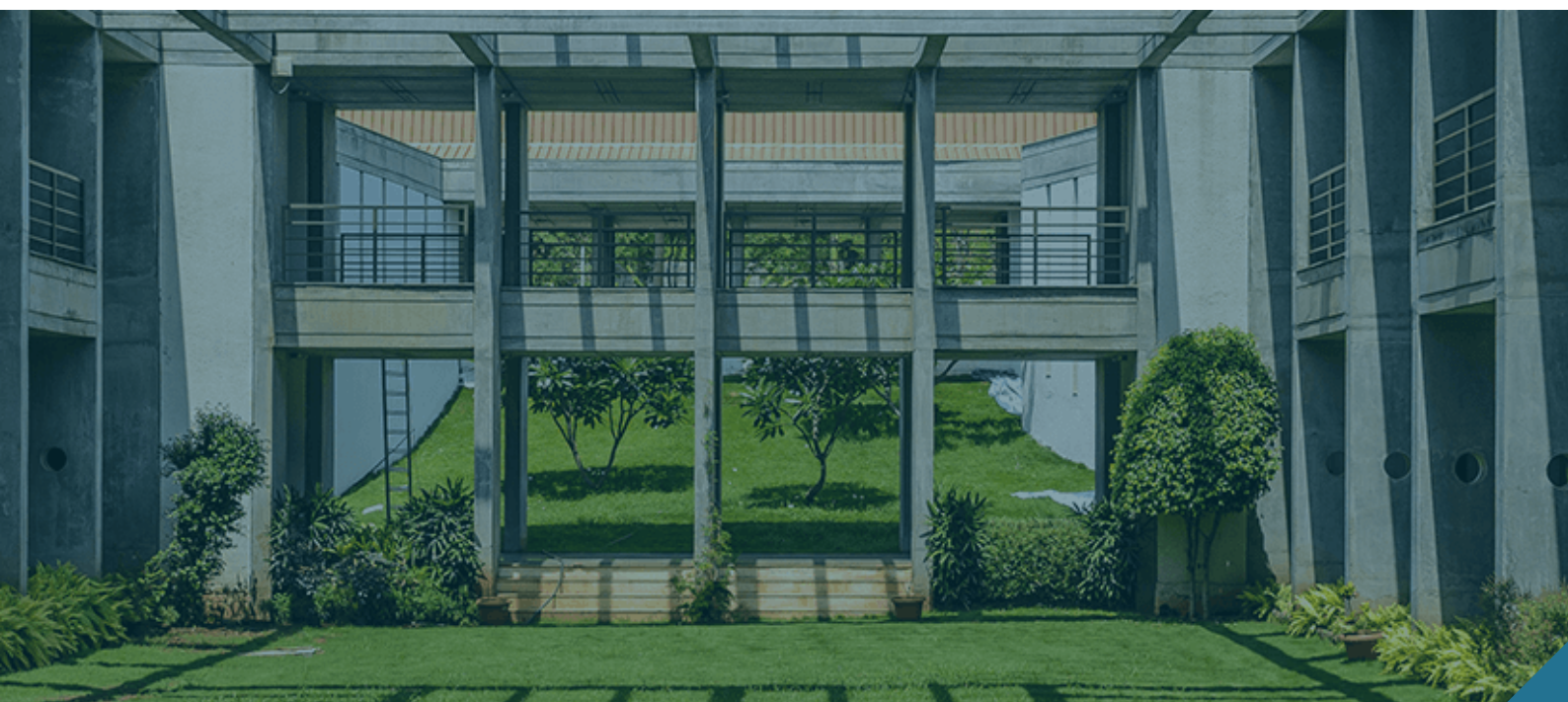
Scholarships

A scholarship is awarded to the meritorious students as follows:

- Students from CAT/ XAT/CMAT/GMAT/MAT Entrance Tests having 95 percentile and above are eligible for a scholarship of ₹ 1,00,000/- in the total Program fee.
- Students from CAT/ XAT/CMAT/GMAT/MAT Entrance Tests having percentile between 90 to 94.99 are eligible for a scholarship of ₹ 60,000/- in the total Program fee.

The scholarship will be applied from the sixth installment of the fees and will be linked to the academic and behavioral performance during the PGDM course. It will be disbursed as follows:

- Those eligible for ₹ 1,00,000/- scholarship will receive a rebate in the sixth installment provided the previous 3 trimester's GPA/CGPA is 3.20 and 7.20 for next 3 trimester.
- Those eligible for ₹ 60,000/- scholarship will receive a rebate in the sixth instalment provided the previous 3 trimester's GPA/CGPA is 2.85 and 6.41 for next 3 trimester.



Education Loans

Students are eligible for the various Education Loan schemes being offered by many banks. Once a student gets an offer to join the PGDM Program at KIAMS, they can approach any State Bank of India branch across India to avail SBI Scholar Loan facility (for details, please visit <https://www.sbi.co.in/portal/web/student-platform/scholar-loan>). Furthermore, the students can approach any Bank of Baroda branch across India for an attractive and a competitive education loan.

Admission Cancellation & Refund of Fees

The reference for fee refund is made according to AICTE Guidelines No. - AICTE / Legal / 04(01) / 2007, April 2007

Situation of admission withdrawal	Refund amount
When the request is made before the date of start of the academic session and the institute could fill the seat before the cutoff date from the wait-listed candidates.	Entire fee should be refunded including full amount of security deposit, caution money if the request is made before start of academic session. A deduction of Rs.1000/- towards processing charges will be made by the B-school.
When the request is received on/after the beginning of academic session and the institute could fill the seat before the cutoff date from the wait-listed candidates.	Entire fee less the Seat Cancellation Charges on pro rata basis. For calculation of pro-rata basis, 1 month shall be treated as 1 unit. For example if the candidate withdraws within a month after the start of academic session and the seat is filled before the cutoff date, the cancellation charges on pro rata basis will be the amount of total fee/12 or Rs.1000/-, whichever is higher.
When the request is received before/after the start of the academic session and the institute could not fill the seat.	No Refund except security deposit shall be made.



Student Transition and Acclimatization

Attendance

100% attendance is compulsory for every student. However, for medical reasons / personal reasons / contests / placement / institutional work or other activities, absence up to 15% may be allowed.

*Absenteeism is subject to approval and may call for necessary records and certificates to be produced as proof

Anti-ragging

Students must refrain and are prohibited from ragging or any disorderly conduct, whether by words, spoken or written, or by an act which has the effect of teasing, treating or handling with rudeness with any other student, indulging in rowdy or indisciplined activities which causes or likely to cause annoyance, hardship or psychological harm or to raise fear or apprehension thereof in a fresher or a junior student. Students will not do any activities in ordinary course which has effect of causing or generating a sense of shame or embarrassment so as to adversely affect the physique, psyche of a student. (Order of the Supreme Court of India, dated May 4, 2001)

Any student found to be indulging in one or more of the above-mentioned activities are liable to be reported to the police and/or be punished. Punishment could include expulsion from the Institute, suspension from the Institute for a limited period, a fine with a public apology, withholding of scholarships, debarring from representation in events, withholding of results and suspension or expulsion from the hostel or mess.

Code of Conduct -

- a. Cleanliness of the premises must be maintained by everyone on campus.
- b. KIAMS is a non-smoking campus. Consumption of alcoholic beverages / toxic materials and your presence on the campus under the influence of alcohol/ toxic material is a serious offence.
- c. Any problem with regard to administrative facility, classroom infrastructure, hostel and mess facilities etc., must be addressed through the assigned student representative who will take it up with the admin executive. In the absence of a satisfactory response, the student may approach the Head of Administration/Director.
- d. Any problem with regard to academic facility, classroom readiness, faculty, LRC facilities, etc. must be addressed through the academic representative who will take it up with the PGDM coordinator and in case of the LRC with the librarian. In the absence of a satisfactory response, the student may approach the Associate Dean/Director.
- e. In the case of lecture cancellation, the PGDM coordinator will inform the changes to the class representative/respective students through the notice board/email/KIAMS APP. Class representatives will not arrange any extra lectures, guest lectures, and lecture cancellations directly with the faculty.

Discipline -

The Disciplinary Committee comprises of the Director, Associate Dean Academics, two Faculty members, Admin In-charge, and an additional External member nominated by the Director. The Committee enquires into the reported cases of indiscipline and takes appropriate action.

- Examples of indiscipline include, but are not limited to, ragging, creating nuisance in the campus, damaging campus properties, sexual harassment, smoking outside smoking zones, consumption of alcohol and narcotics, etc.
- Students and their parents/guardians will be informed in writing about the action(s) taken by the committee
- Potential actions against indiscipline will depend on the severity of the intention/act of said indiscipline.

Actions against indiscipline are listed as follows:

- A written letter of warning from the institute to the student with a word of caution that any such activity is against the code of conduct. Any attempt to repeat such behaviour in future will be penalized severely amounting to discontinuation from the program.
- Cancellation of Registration (RC) for the term.
- Discontinuation from the program.
- Students who are awarded punishment by the Disciplinary Committee will not be eligible for placements/ internships.

Student Enhancement

Over and above the regular curriculum of the PGDM Program, an integral part is student personality enhancement activities. KIAMS trains its students with an objective to develop their attitude and basics of managerial skills by conducting various workshops and seminars. All these initiatives are undertaken by the Training & Placement Cell.

Another unique initiative of KIAMS is Student Enhancement Plan (StEP) where senior faculty members mentor the individual students as per their needs for overall personality development.

Few selected areas of developing the students are as follows:

Business Communication Skills	Emotional Intelligence
Positive Mental Attitude	Interpersonal Skills
Public Relations Skills	Negotiation Skills
Stress Management	Socially Responsible Citizenship
Analytical Tools & Techniques	Corporate Etiquettes & Manners

Business Immersion (BI)

BI forms an important component of education at KIAMS. It is an attempt to bridge the gap between academia and industry. At KIAMS, student interns undertake a three months rigorous BI in various companies after completion of 3rd Trimester. The program carries a weightage of 6 credits. The BI, which will be a simulation of real work environment, requires the student interns to undergo the rigor of professional environment, both in form and in substance. In this process, it provides an opportunity for the student interns to satisfy their inquisitiveness about the corporate world, provides exposure to technical skills, and helps them to acquire social skills by being in constant interaction with the professionals of other organizations.

Various functionaries such as KIAMS' Director, Associate Dean Academics, BI Faculty Coordinator, Faculty Guides, Company Guide, Placement Executive, student representatives for placements (PRs) and PGDM office ensure proper coordination and smooth conduct of BI. Faculty Guides help the student interns in successful completion of BI. Company Guides, senior manager/executive of the company, also guide the student interns and help the Faculty Guide in monitoring the student interns' progress.

Final Placements Summary (Batch of 2017 - 2019)

Highest Salary INR

15.64 LPA

Average Salary INR

5.95 LPA

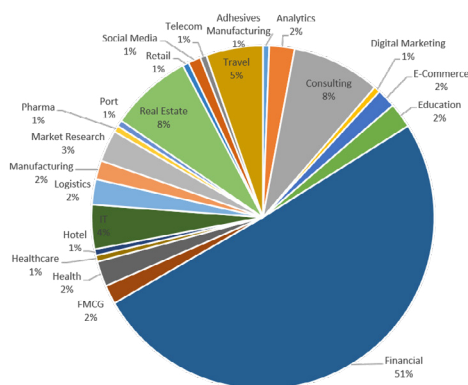
Overall Placements 2018

96%

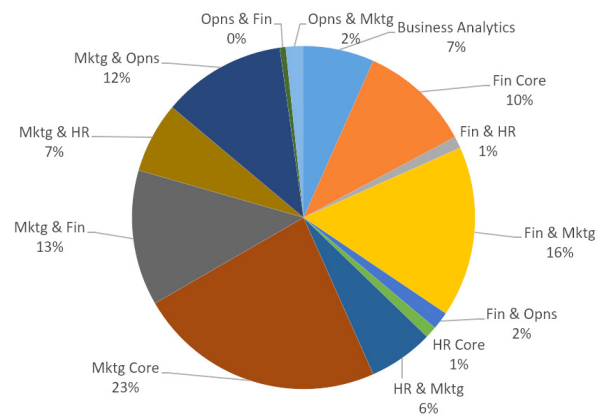
Companies participated for recruitment

100+

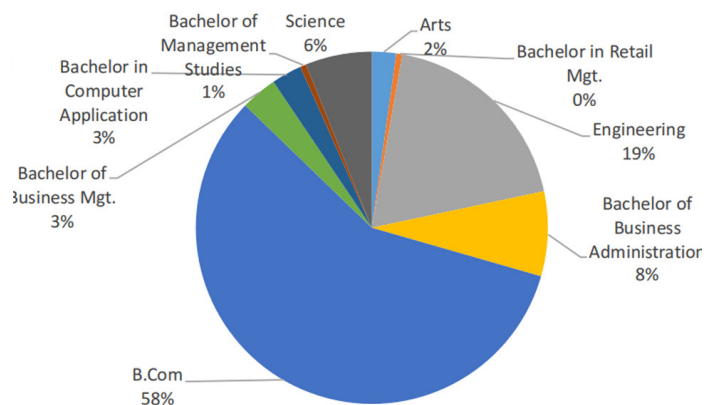
SECTOR WISE



SPECIALIZATION WISE



EDUCATIONAL BACKGROUND OF STUDENTS - STREAM WISE





Some of Our Recruiters

- Accenture
- Acquite Ratings and Research
- Acuity Knowledge Partners
- Adani Ports and Logistics
- Alchemist Marketing and Talent Solutions
- Amazon.com
- Aptech
- Art Housing Finance
- Ashok Leyland
- Bajaj Finance
- Berger Paints
- Beroe Consulting
- Bharti Airtel
- Boards Infinity
- Bridgestone
- Byju's
- C4i4 Lab, Samarth Udyog
- Technology Forum
- Café Coffee Day
- Capgemini
- Cholamandalam Finance
- Citi Bank
- Cube Route Advisors
- Decathlon
- Deloitte Consulting
- Entytle
- ESAF Small Finance Bank
- Federal Bank
- Feedback Business Consulting Services
- HDFC Asset Management Company
- HDFC Bank
- Home First Finance Company
- Honeywell Automation
- ICICI Bank
- ICICI Prudential
- ICICI Securities
- IDEA
- IDFC First
- Infoedge India
- Intellipaat
- iPlace
- ITC Hotel
- ITC Retail
- Kantar Group
- Kent RO
- Khimjee Ramdas
- Kirloskar Chillers
- Kirloskar Ferrous Industries
- Kirloskar Oil Engine
- Kirloskar Pneumatic Company
- Kloudq Technologies
- Kotak Life Insurance Company
- KPMG
- L&T Infotech
- Ladderup Finance Limited
- Madura Fashion & Lifestyle
- Magicbricks.com
- Magna Infotech
- Markets and Markets Research
- McNroe Consumer Products
- TTK Prestige
- Unicharm
- Verdantis
- Vernalis
- Vodlo
- WalkWater Talent Advisors
- XL Dynamics
- Xseed Education
- Yodlee Infotech
- Zeta
- Zycus



Alumni Speaks

Mallika Vikrant Sharma

Director Pioneer Retail Pvt Ltd.

Class of 2000-2002



This platform gives me a special way to say "Thank you!" to all my professors in KIAMS, for their outstanding knowledge and ability to impart it to us. Their ability to push us beyond our perceivable limits has been exemplary. KIAMS impacted me and dared me to dream_ a dream to be out of the rat race, out of the corporate humdrum into the creation of a brand of my own. This institution equipped me to cope with life skill issues and to pioneer business challenges. When the business values and ethics along with the power of knowledge gets internalised into the personality, one can be confident to achieve the set goals without looking back. This strength and confidence have been given to me by team KIAMS.

Today, I owe my success of building "The Bel Street", chain of Italian Restaurants, to my professors and team KIAMS.

N Srilakshmi

Insurance Department, Meraas Holding LLC, Dubai.

Class of 2004-06



I am a part of the prominent KIAMS diaspora in the Middle East. A pass-out of the 2007 batch of KIAMS, I started my career with Al-Futtaim Willis as an Insurance Consultant in Dubai, catering to the insurance requirements of government companies and large multinational companies. I then got promoted as the Network Country Manager for UAE and Qatar, and in 2015 I took up the position of Deputy Head of the Corporate Department. During my tenure with Willis, I was awarded the Willis Medallion for being innovative and developing the client database portal that assisted the company in cross-sell initiatives.

I was recently provided with the Willis Tower Watson Long Service award for the continuous service of 10 years.

Now I have bagged the opportunity of moving to the client side and joining the insurance department of a major corporate Group, Meraas Holding LLC. It is a Dubai based holding Company, which operates through its subsidiaries in real estate, hospitality, leisure and entertainment, tourism, technology, retail, food and beverage etc.

Sandeep Tarayil

Consultant – Financial Crime & Compliance,
Actimize Inc, Georgia, USA

Class of 2006-08



It's tough to explain in words, how KIAMS changed my life. When I look at all the decisions in my last 10 years of professional life, I can see a pattern, something which I call as KIAMS influence.

Though there are many, but my biggest take away from the two years that I spent at KIAMS was 'Structured Thinking'. Every activity that you are involved in your professional life requires you to analyse options and choose the best one and KIAMS empowers you with the skills and knowledge that one needs to make those informed decisions.

Excellent faculty, great campus, and an awesome group of individuals who want to excel in life, all this makes KIAMS one of the greatest institutions that one can count on to help him/her shape their future.

Alumni Speaks

Muthaiah Narayanan

Program Manager, Ashok Leyland Nissan Vehicles Limited.

Class of 2007-09



KIAMS according to me is Knowledge enrichment with industry oriented Analysis Methods and Systems. The pedagogy is closely aligned to the ever increasing methods, systems, analysis and needs of the industry and accordingly modified every year. It helps one to be industry ready at any point in time. The activities like industry integration, corporate presentations, summer internship training, capstone presentations, outbound training sessions, rural marketing fair, management forums etc helped me obtain a holistic view on decisions that I take as a person or a professional. KIAMS continues to enrich my knowledge even today with a host of activities like alumni mentorship for summer placements, mock interviews for final year students and discussions within the alumni network for personal/professional growth. Thanks to KIAMS for enriching my life.

Akshay Amber

Manager- Trade Marketing & Visual Merchandising (India Business)
Artsana S.pA (CHICCO India)

Class of 2012- 2014



“Do not give them a candle to light the way, teach them how to make fire instead.” And this is what KIAMS has done with many of us. I am glad that I decided to join this institution which literally built me up from the scratch. The pedagogy of the institute and the campus atmosphere helps to grow in 360 degree, which ultimately helps you in the real market scenario. I wish all the very best to everyone joining KIAMS this year. Do good and be good!!

Biswajita Mohanty

Associate Vice President of Growth & strategic partnership
MySmartPrice Web Technology

Class of 2012-2014



Today, as I looked back at how my dreams have materialized into reality, I can't begin to thank “KIAMS” for preparing me to achieve at a level higher than I thought possible. World-class faculties, classroom teaching, exposure to complex case studies & Placement guidance during my PGDM was invaluable — without it I most surely would have been lost at sea. I don't know if it is possible to convey in words the sense of gratitude to each and every faculty member, placement cell & support staff involved in the process & their tireless efforts. Today, I dedicate my success to KIAMS for shaping my life in the best way possible.



Contact Us

Harihar Campus

Yantrapur, Davangere - Harihar Rd.,
Harihar, Karnataka 577601

Pune Campus

Gut No. 356 & 357, Near Tata Foundry, Village
Dhamane, Taluka Maval, Pune, Maharashtra 410506

Contact numbers for query related to admissions

☎ 86696 70519 ☎ 86696 70520 ☎ 86696 55990 ☎ 99600 95961

✉ admissions.pgdm@kiams.ac.in 🌐 www.kiams.ac.in

Stay connected with us on:

🐦 twitter.com/kiams_official | 📘 www.facebook.com/kiamsOfficial/

📺 www.youtube.com/user/kiamsaspirants | 📷 www.instagram.com/kiams_official/

🌐 www.linkedin.com/school/kirloskar-institute-of-advanced-management-studies-kiams-/