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IIIM

INTERNATIONAL
INFORMATION

MBA
PLACEMENT BROCHURE 2018



Success is getting things done efficiently - getting the results you want and being at peace with yourself and others at the same time. Using your time well and getting things done with a clear plan is crucial for a sense of well being as well as being successful in your life and work. Enthusiasm for your work and discipline to do it is inseparable for great success in your life.



An Invitation

Dear Leaders in Business,

Efficient Managers are not born, they are made. They are groomed by experiences & exposure to day-to-day realities of the work place. They grow in skills and knowledge through their interactions and encounters, with the challenging work environment that poses problems with multiple decision situations. The threats & opportunities posed by real life work situations equip them with the know-how that no theories can ever teach. However to prepare the future managers to make the most of the business world, it is essential to impart them with the attitude to learn & grow all their life.

At IIIM we work assiduously to train & educate our students to be independent, inventive thinkers. At IIIM, we impart the basic knowledge of business functions in an innovative & unique manner that cultivates the spirit of inquest & openness. The institute has fostered an environment that nurtures excellence in all undertakings including class room learnings, real time projects with corporate, consultancy & research initiatives, publications & other pioneering activities.

Our students achieve true excellence by striving to get ahead of themselves & not others. They are taught to become better by working harder, being smarter & more committed. Our management students have secured prestigious placements with organizations of repute like ICICI Bank, IndusInd Bank, Airtel, Vodafone, ICICI Securities, India Bulls, Jaro Education, Bulls Eye to name a few & have achieved the highest level of professional success.

We invite you to visit us, to meet & assess our students.

Best Wishes

Dr. Ashok Gupta
Director

About MBA

International School of Informatics & Management Technical Campus popularly known as IIIM Accredited A by NAAC, offers MBA programme duly approved by AICTE and affiliated to RTU. National Assessment and Accreditation Council (NAAC) has granted the coveted 'A' grade accreditation to the institute. With this the institution became state's first institute to have A Grade amongst the MBA and MCA institutions. The institute has been ranked first and has been awarded "Certificate of Excellence" in the category "A" through the Quality Index Value (QIV) Survey conducted by the Rajasthan Technical University, Kota for MBA and MCA Programmes consequently in 2017 & 2018

At IIIM, students are nurtured and trained for success. The entire teaching-learning process is focused on inculcating a habit of independent thinking and communicating ideas without hesitation so as to groom future managers and entrepreneurs with a global mindset and a strong foundation of core human values.

The MBA programme is designed to:

- establish the match between management theory and practice.
- develop the capacity for analysis and judgment.
- inculcate the zeal for individual excellence yet reinforce the importance of team work.
- enhance the ability to utilize the full potential of human and material resources.
- foster the spirit of inquiry to keep updated of the changing national and international scenario.

The programme provides the students a well balanced insight into quantitative techniques as Operations Research, Statistics, Business Economics, etc. along with Management Theories & Methodologies covering Operations, Strategy, Systems, Marketing, Finance, IT and HR with the aim of effectively integrating all.

Programme Structure

The programme offers dual specialization in Marketing, Finance, Human Resource Management, Production & Operations Management and Information Technology Management.

The total number of courses covered in MBA are 39 which are synergistic and integrative in nature.

The first year i.e. Semesters I and II include 20 core papers i.e. 8 theory papers and 2 practical papers per Semester encompassing various managerial functions over and above the case studies which are an integral part of the curriculum. All papers included in the first two Semesters are compulsory.

The second year i.e. Semesters III and IV include:

- a) Internship and summer training with reputed organizations at the end of second Semester. The internship is normally spread over 6 to 8 weeks. This exposure is a mandatory requirement for the completion of the Programme.
- b) 4 core theory papers and five core practical papers including summer internship and project study spread over the third and fourth semesters are compulsory.
- c) RTU offers 5 fields of specialization out of which a candidate has to opt for any two specializations for the purpose of dual specialization in the MBA Programme.

In the III semester a student opts Six Subjects (Three from each group). The student gets specialized in two Majors.

In IV Semester a student opts Four Subjects (two from each group). Thus the students study 10 elective papers in all in third semester and fourth semester.





Curriculum

Semester I:

- Fundamentals of Management
- Organizational Behavior
- Business Mathematics and Statistics
- Managerial Economics
- Accounting for Management
- IT for Managers
- Business Environment
- Communication for Management
- ◆ Information and Communication Techniques Lab
- ◆ Business Communication Lab

Semester II:

- Human Resource Management
- Cost Accounting for Management
- Financial Management
- Marketing Management
- Operation and Supply Management
- Research Methods in Management
- New Enterprise and Innovation Management
- Operations Research
- ◆ Seminar on Contemporary Issues
- ◆ Computer Applications Lab

Semester III:

- Business Policy & Strategic Management
- Summer Training Project Report
- ◆ Capacity Building Lab
- ◆ Major Optional Subject Lab-I

Semester IV:

- Business Ethics & Corporate Governance
- Project Management
- Business Laws
- ◆ Project Work
- ◆ Major Optional Subject Lab-II

List of Optional Groups for MBA (Third & Fourth Semester)

Group A [FINANCE]

- Security Analysis & Portfolio Management
- International Financial Management
- Management of Financial Services
- Corporate Taxation
- Financial Derivatives
- Banking & Insurance
- Treasury and Credit Risk Management

Group B [MARKETING]

- Integrated Marketing Communication
- Retail Management
- Sales, Distribution & Logistics Management
- Business to Business Marketing
- Product and Brand Management
- Strategic Marketing

- Managing Corporate Relations
- Consumer Behaviour & Market Research
- Marketing of Services
- International Marketing Management
- Rural Marketing
- Direct marketing
- Internet Marketing
- Customer Relationship Management
- Marketing of Innovation

Group C [HUMAN RESOURCE MANAGEMENT]

- Training & Organizational Development
- Strategic Human Resource Management
- Leadership Skills & Change Management
- Human Resource Planning
- Compensation Management
- Recruitment and Selection
- Personality Development and Business Etiquette
- Human Resource Development
- Employment Laws
- Performance Management & Retention Strategies
- Stress Management
- International Human Resource Management
- Management of Conflict and Collaboration
- Transactional Analysis
- Development of Management

Group D [PRODUCTION AND OPERATIONS MANAGEMENT]

- Materials Management
- Total Quality Management
- Production Planning & Control
- Management of Business Process Outsourcing (BPO) Organization
- Logistics & Supply Chain Management
- Technology Management
- Manufacturing Policy and Implementation
- Knowledge Management
- Operations Management in Services

Group E [INFORMATION TECHNOLOGY MANAGEMENT]

- Business Process Re-engineering
- System Analysis and Design
- Strategic Management of Information Technology
- Data Base Management
- Client Server Application Management
- Management Support System
- E-Business
- Security and Cyber Law
- Enterprise Resource Planning
- Multi-Media Management

Pedagogy

IIIM boasts of a Wi-fi campus with e-class rooms which are equipped with state-of-art facilities to facilitate a complete professional grooming of the students. The institution facilitates the effective conduct of the teaching-learning processes by means of strategically designed and efficiently implemented teaching pedagogy. Adding momentum to its efforts to impart quality education, the institute has established a CRS Radio Station in its campus and has an up link with Edusat, India's exclusive Satellite for education.

As part of innovations in pedagogical techniques, there is a greater emphasis on experiential approaches over predominant teacher-centric methodologies. Experiential learning at the institutional level is ensured through industrial visits, field trips, case-study discussions, projects, interaction with eminent personalities from industry and through the extension and outreach programmes in neighborhood communities.

The emphasis is on involving the students in gaining knowledge and helping them relate concepts and theories to business requirements. The pedagogic approach is such that the students are stimulated and enriched by involvement in managing a plethora of academic and other activities. Campus training and corporate exposure sets the momentum for a bright career.

Placement Process

Final Placements are the end towards which the two year programme is directed. At IIIM, placement is considered a very strategic activity. The Institute's Training & Placement Cell comprising faculty and student representatives organises activities and events all round the year to attract corporate houses of repute to the campus. The Placement Committee of the Institute has eminent representatives from industry and academia.

IIIM always adheres to an employer-centered procedure for campus placement. It respects the needs and expectations of the industry in its attempt to secure good placement for the students. Consistent efforts are made round the year to groom students accordingly.

Campus recruitment at IIIM offers the organizations a wide choice of candidates and provides a platform for industry-institute interaction. The placement process of the Institute is fairly simple. The companies willing to recruit IIIM management graduates are required to fill in the Placement Response Form attached herewith, ensuring that it is complete in all respects, indicating the time of interview and other relevant details. Companies desirous of conducting on-campus recruitment are requested to organise pre-placement talk followed by a suitable selection process. The Placement Cell of the institute facilitates the selection process by sending across detailed curriculum-vitae of short-listed candidates on receiving such a demand.

Many organisations express a desire to interview short-listed candidates at their own location. In such a situation, the identified candidates are granted leave to appear for interaction at the location specified by the concerned organisation.

In order to facilitate the smooth conduct of the placement process, we request the interested organisations to kindly send us the duly filled placement response form at the earliest. All correspondence regarding the placement may kindly be addressed to:

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Corporate Connections

Accenture	GE Capital Services India Ltd.	Company Ltd.
ACS Job Consultancy	Genpact Ltd.	MRF Ltd.
Activant Solutions	Glaxo SmithKline Pharmaceuticals Ltd.	Nestle India Ltd.
Aditya Birla Money	GlobalLogic	NIIT Ltd
Amul (I)	Godrej Industries Ltd.	Nilkamal Ltd.
Angel Broking Pvt. Ltd.	Grasim Industries Ltd.	Oracle Corporation
AON Hewitt	HCL Infosystems Ltd.	Oswal Industries Ltd.
Apollo Tyres Ltd.	HDFC Bank Ltd.	Pantaloons Retail India Ltd.
Appin Technology Lab	HDFC Standard Life Insurance Company Ltd.	Parle Products Pvt. Ltd.
Asian Paints Ltd.	Hike Education	PepsiCo Inc.
AU Small Finance Bank	Hindustan UniLever Ltd.	Polaris Software Lab Ltd.
Auriga IT Consulting Pvt. Ltd.	HSBC Bank	Radisson Blu Hotels & Resorts
Axis Bank Ltd.	IBM India Pvt. Ltd.	Raymond Ltd.
Bajaj Allianz Life Insurance Company Ltd.	ICICI Bank Ltd.	Reliance Capital Ltd.
Bajaj Auto Ltd.	ICICI Prudential Life Insurance Company Ltd.	Reliance Communications Ltd.
Bajaj Capital Ltd.	ICICI Securities Ltd.	Reliance Money Solutions Pvt. Ltd.
Bata (I) Ltd.	Impetus Technologies	Sapient Corporation
Berger Paints India Ltd.	Indiabulls Ltd.	SBI Life Insurance Company Ltd.
Bharat Heavy Electrical Ltd.	IndusInd Bank Ltd.	Smart Circle Group
Bharti Hexacom Ltd.	Info Objects Software Pvt. Ltd.	Sun Pharmaceutical Industries Ltd.
Bharti Telesoft Ltd.	Infosys Ltd.	Swiggy
Birla Sun Life Insurance Company Ltd.	ING Vysya Bank Ltd.	Syntel Inc.
Birlasoft (I) Ltd.	ITC Rajputana	Tata Consultancy Services Ltd.
Bosch Ltd.	Jaro Education	Tech Mahindra Ltd.
Britannia Industries Ltd.	JCT Ltd.	The Bank of Punjab
Cadbury (I) Ltd.	Justdial Ltd.	The Energy and Resources Institute
Ceasefire Industries Ltd.	Karvy Stock Broking Ltd.	Thomas Cook (I) Ltd.
Citibank India	Kirloskar Industries Ltd.	Toppr.com
Code-XInfo solutions LLP	Kotak Mahindra Bank Ltd.	Transport Corporation Of India Ltd.
Colgate Palmolive India Ltd.	L&T Infotech Ltd.	Vadilal Industries Ltd.
Dabur (I) Ltd.	LG Electronics India Pvt. Ltd	Vishal Mega Mart
Dell Perot Systems TSI (India) Ltd.	Mahindra & Mahindra Ltd.	Vodafone Idea Ltd.
Deutsche Bank	Maruti Suzuki India Ltd.	Whirlpool Corporation
ETV Bharat	Max New York Life Insurance	Wipro Technologies Ltd.
Flextronics International Ltd.		Yes Bank Ltd.

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