FIIB Admission Brochure 2022

#NeverStopLearning

Admitting 27th Batch

PGDM | PGDM(FM) | Doctoral Programmes

ENTER TO LEARN, LEAVE TO SUCCEED

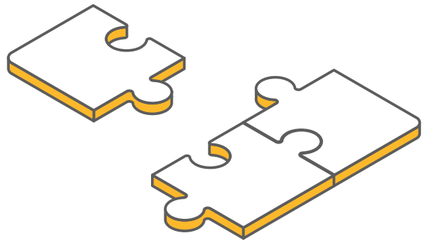
[#NeverStopLearning]

"***Never Stop Learning***" describes the guiding philosophy of our PGDM programme. We seek to develop business leaders with ***integrity, social responsibility,*** and a ***global perspective*** through the flagship PGDM programme, that builds on decades of excellence in management education.

At FIIB we follow an 'outcome-based approach of learning', on which the curriculum is designed and reviewed periodically by industry mentors.

The rigour of the ***PGDM*** programme will test your ***initiative, challenge your perspective,*** and enable you to ***develop the leadership*** and ***management skills*** that are essential for career success.

So, get ready for a ***career-transforming*** and ***life-changing learning experience*** at FIIB.



[Program Highlight]

PGDM

FIIB is one of the top management institutes in Delhi NCR, offering a Post Graduate Diploma in Management (PGDM). Set up with the aim of developing leader-managers with a global mindset. FIIB's 2-year full-time PGDM is among the best MBA programmes in Delhi NCR. It is approved by AICTE, accorded equivalence to MBA by AIU, accredited by NBA and member of AACSB.

PGDM (FM)

FIIB offers a specialized 2-year full time PGDM-Financial Management Programme with a comprehensive curriculum on various contemporary and key aspects of Financial management and technology-enabled decision making. The Programme specifically trains students for a successful career in Finance and Fintech sectors by providing hands-on-experience through a dedicated Finance Lab, an employability-focused curriculum, and well-rooted Industry linkages.

Doctoral Programmes

Fellow Programme in Management (FPM) is a 3-year Doctoral Programme approved by AICTE. The Programme is designed to cater to the research and academic needs of innovative, dynamic and focused individuals who aspire to advance their career in teaching, research or the corporate sector with an advanced research degree in management.

[Our Mission]

To advance the practice of management, and produce leader-managers of business and social relevance

Why we exist: To develop success-ready leader-managers who drive growth in their communities and professions

What we offer: An exemplary individual-focused and career-oriented education that challenges every student to develop the right attitude, problem-solving abilities and management skills for their long-term career success

How we make it happen: By providing a strong knowledge foundation, rigorous experiential training and a career-empowering community

[Our Promise to you]

This place will ***challenge you*** to achieve your potential, and ***create opportunities*** for your future success with the ***support*** of committed mentors and lifelong friends you'll make here

Content:

The Institution

1. *Our Reputation* 11-17
2. *Faculty* 18-19
3. *Recruiters* 20-23
4. *Infrastructure* 24-25

The Student

1. *Student Clubs* 30-31
2. *Anual Events* 32-33
3. *Live Projects* 34
4. *Alumni Achievers* 35
4. *Industry Interaction* 36-41

The Methodology

1. *Curriculum* 44-45
2. *Experiential Learning* 47-53
3. *Corporate Internship* 54
4. *Employability Enhacement* 55

The Placement

1. *Student Matrix* 58
2. *Placement Highlights* 59
3. *Alumni Career Tracks* 60-63
4. *Let's Connect* 64-67

“ The real purpose of education is to transform lives ”

- Mr. R.K. Shrivastava
Our Founder

A TRULY UNIQUE MBA EXPERIENCE

It is said that success rides on time. FIIB has achieved a 26-year tradition in delivering a learning experience that is rigorous, relevant and rewarding. Our role is to challenge and inspire students, and ultimately enabling them to achieve their potential for both personal and professional growth. Today, we continue to attract a great diversity of students who have the drive, confidence, a strong record of achievement and a burning desire to advance the progress of business and society.

At FIIB, you will find the ideal environment to realize your full potential and become a business leader for the 21st century. You will build your competencies in an energizing, collaborative community, that has only one focus – Your Success!

A perfect equation between our class size and an individualized approach to development means that your interests and aspirations are valued.

Excellent professors keeping themselves current and relevant through their research will build upon your unique talents and shape your learning experience. Our faculty infuse a rare combination of broad experience, personal insights and advanced management thinking into their classes.

Armed with the latest knowledge of today, you will be well-prepared to solve the business problems of tomorrow. During our 2-year program, you will develop the core management skills needed to excel in today’s competitive business world. You will also go much deeper with your analytic skills, a most required skill of the 21st century using the power of data to drive smart decisions.

At FIIB, you will experience an entirely different approach to leadership. We believe that you must know yourself and your strengths to truly lead. After learning the theories of leadership, you will face your fears, develop critical thinking skills and challenge conventional wisdom in complex situations specifically designed to put those theories to the test.

One-on-one meetings with our Career Center offer you unparalleled advice about achieving your goals. Fuel your career transformation with regular campus visits by top recruiters from some of the most sought-after companies, and by regularly scheduled events with our prestigious network of over 2500+ alumni.

If you are a high achiever who dreams big, with the courage and passion to turn that dream into a reality, the FIIB PGDM is for you.

With Warmest Wishes,

Radhika Shrivastava
Executive Director

[The Institution]

To inculcate a flourishing culture of zero hype and maximum excellence, FIIB has excellent credentials to offer, along with a rich mix of the right associations, competent faculty, committed students, accomplished alumni and most importantly, discerning recruiters that come back y ear after year.

[Ranking & Awards]

Rankings

Ranked **4th** in
Top Pvt. B-Schools
of Delhi by
Bussiness Today 2020

Ranked **4th** in
Top Pvt. B-Schools
of Delhi by
The Week 2020

Ranked **13th** in
Top B-Schools of
North India by
The Week 2020

Ranked **29th** in
Top Pvt. B-Schools
of India by
CSR-GHRDC 2020

Other reputed bodies that ranked FIIB highly are:

Awards

Best Institute for Business
Recruitment in Delhi NCR Adfocus Media -
Global Leadership Awards 2020

Best Education Institute that encourages leadership
as a part of Curriculum Dewang Mehta –
B-school Affaire National Education Award – 2019

Top Institutes of India for the year 2020
Competition Success Review

Educational Institutions putting substantial effort
on industry based teaching and learning pedagogy
Federation for World Academics (FWA)-
Industry Anchored Brands Award 2019

Other Academies that have awarded FIIB are:

[Associations & Accreditations]

AICTE Accredited | AIU Approved | NBA Approved | AACSB Member

Institutional Membership with the Industry	Global Collaborations
ASSOCHAM INDIA, PHD Chamber, DMA, CII Confederation of Indian Industry, NHRD, EPSI, FICCI	University of Arkansas, Uniglobe College, Burgundy School of Business, Solbridge International School of Business, BIHRM, Università degli Studi di Salerno, SBS Swiss Business School, University of Agder

> *All that we read and researched about India was nothing compared to experiencing it live. We understood how different factors affect business and life in India. Thank you FIIB, not only did we learn about Business and Management in India, but we also created lasting experiences different and better than we anticipated.*
>
> **Kathryn,** Student, Sam M. Walton College of Business

[Board of Advisors]

The FIIB Board of Advisors focus especially on providing counsel and stimulating advances in areas of strategic importance to FIIB. The Board features accomplished and distinguished members, covering an array of businesses and industries. They meet once every quarter to provide recommendations on new initiatives and offer feedback on matters related to the Institute.

1. **Maj. Gen. D.N.Khurana, AVSM,**
   Former Director, All India Management Association (AIMA) Chairman of the FIIB's AAC
2. **Mr. Rajat Jain,**
   Founder Director PadUp Ventures and Non- Executive Director in Times Innovative Media Ltd., Delhi Apt., Neva Garments Ltd., Securenow Tech Services, Intelligent Resource Group.
3. **Prof. Rajen K Gupta,**
   Ex Professor – MDI Gurgaon & IIM Lucknow
4. **Ms. Ritu Jain,**
   Managing Director,
   EOS Capital Advisors Pvt Ltd.
5. **Mr. Amitabh Jhingan,**
   Co-Chair FICCI K12 Committee
6. **Mr. Manish Kheterpal,**
   Managing Partner,
   WaterBridge Ventures
7. **Mr. Saurabh Mittal,**
   Executive Coach
   Adviser to Start-ups
8. **Mr. Vinay Mittal**
   Chief Financial Strategist
   HT Media
9. **Prof. Anadi Pande**
   Professor, IIM Lucknow
10. **Ms. Radhika Shrivastava,**
    Executive Director, FIIB.
11. **Dr. Anil Kumar Sinha**
    Director, FIIB
12. **Dr. Sangeeta Chopra**
    Assistant Professor
    Faculty Representative, FIIB

[Member fo the FIIB Governing Board]

Along with the board of advisors, a board of industry experts help us reinvent business education time and again, so that it stays relevant to the current and future needs of business and society. Our Board of Studies 2018 includes:

1. **Mr. V K Shrivastava,**President
2. **Mr. Nivedan Bharadwaj,** Treasure
   Managing Director Fortune Stone
3. **Ms. Radhika Shrivastava,** Secretary
   Executive Director, FIIB
4. **Mr. Manish Kheterpal,** Member
   Founder Partner, Waterbridge Ventures
5. **Ms. Anu Malhotra,** Member
   Managing Director, Kangaroo Kids
6. **Mrs. Rekha Shrivastava,** Member
   Director, Winterwear India Pvt. Ltd.
7. **Mrs. Meenu Kaushik,** Member
   Head QA, Fortcaps Healthcare Limited

"Education is an admirable thing, but it is well to remember from time to time that nothing that is worth knowing can be taught."

[Faculty]

FIIB is known for its excellent faculty and high quality intellectual capital. The consulting, and solving the intricate problems typical to global business environment. They are the role models whom our budding managers look up to, and build lifelong student-mentor relationships with. Their commitment concepts helps the students emerge as leaders and keep prepared for the arduous trials of corporate life.

Dr. Anil Kumar Sinha

Director

Area of specialization: Sr. Professor, Finance

Teaching and Research Interests: Financial Management, Financial Services, Banking and Finance, Project Finance.

Dr. Sudhir Rana

Associate Professor

Area of specialization: Marketing

Teaching and Research Interests: Marketing Management, Consumer Behavior, International Marketing, Sales & Distribution

Dr. Saurabh Mittal

Assistant Professor

Area of specialization: Business Analytics

Teaching and Research Interests: E-Business, Digital Marketing, Information Systems, Business Intelligence and Data Mining.

Dr. Namita Dixit

Assistant Professor

Area of specialization: IB

Teaching and Research Interests: International Marketing, International Logistics, International Business Strategy Development, Thrust Products and Thrust Markets, India's Foreign Trade.

Ms. Shuchi Dikshit

Assistant Professor

Area of specialization: HR

Teaching and Research Interests: Organizational Behaviour, Human Resource Management, Employee Engagement, T&D, Group Dynamics

Ms. Manpreet Kaur Uppal

Assistant Professor

Area of specialization: Strategy and Entrepreneurship (S&E)

Teaching and Research Interests: Economics, Marketing & Strategy Courses

Dr. Piyush Gupta

Assistant Professor

Area of specialization: Operations Management

Teaching and Research Interests: Service Operations Management, Operations Management, Supply Chain Management, Quality Management

Mr. Vibhor Kataria

Assistant Professor

Area of specialization: HR

Teaching and Research Interests: Businesss Communication, Customer Relationship Marketing, Organizational Behaviour, General Management, Research Methods

Ms. Rajni Joshi

Assistant Professor

Area of specialization: Finance

Teaching and Research Interests: Financial Statement Analysis, Management Accounting, Financial Management, Corporate Governance

Dr. Rahul Pratap Singh Kaurav

Associate Professor

Area of specialization: Marketing

Teaching and Research Interests: Marketing Management, Marketing Research, Strategic Management-Marketing, Services Marketing, Marketing Analytics, and Research Methodology

Dr. Sangeeta Chopra

Associate Professor

Area of specialization: HR

Teaching and Research Interests: Human Resource Management, Organisation Behaviour, Organisation Development, General Management, Written Communication, Business Ethics.

Ms. Farida Rasiwala

Assistant Professor

Area of specialization: Finance

Teaching and Research Interests: Corporate Finance/ Financial Management. Financial Planning and Wealth Management ,Accounting for Managers/ Cost Accounting.

Dr. Sakshi Khanna

Assistant Professor

Area of specialization: Marketing

Teaching and Research Interests: Consumer Behavior, Brand Management, Marketing Management, Sales & Distribution Management, Business Research Methods.

Mr. Arun Sangwan

Assistant Professor

Area of specialization: Strategy & Entrepreneurship

Teaching and Research Interests: Strategic Management, Entrepreneurship and New Venture Creation, Business Ethics and CSR, B2B Marketing.

Dr. Sudhi Sharma

Assistant Professor

Area of specialization: Finance

Teaching and Research Interests: Financial Modelling, Financial Econometrics and Equity Research

Dr. Bhupender Som

Professor

Area of specialization: Business Analytics

Teaching and Research Interests: Stochastic Queueing Systems, Operations Management.

Dr. Manish Kamdar

Assistant Professor

Area of specialization: Strategy and Entrepreneurship

Teaching and Research Interests: Innovation & Entrepreneurship

Dr. Bhajneet Kaur

Assistant Professor

Area of specialization: Operations / Business Analytics

Teaching and Research Interests: Information Technology Management, Research Methodology, Quantitative techniques, Business research Analytics, Management Information System, Data Analytics & Prediction, Data Mining, Machine Learning

Dr. Anurag Tiruwa

Assistant Professor

Area of specialization: Marketing

Teaching and Research Interests: Strategic Management, Entrepreneurship and New Venture Creation, Business Ethics and CSR, B2B Marketing.

Dr. Purnima Rao

Associate Professor

Area of specialization: Finance and Accounts (F&A)

Teaching and Research Interests: Corporate Finance, Security Analysis, Project Appraisal

Dr. S. P. Verma

Professor

Area of specialization: HR & OB

Teaching and Research Interests: HR, OB, General Management, Labour Laws

Dr. Abhishek Behl

Assistant Professor

Area of specialization: Business Analytics

Teaching and Research Interests: "Gamification and Digital Engagement, Sports Analytics E-commerce, Social Commerce, Research Methodology, Business Analytics"

Dr. Pavitra Dhamija

Assistant Professor

Area of specialization: HR & OB

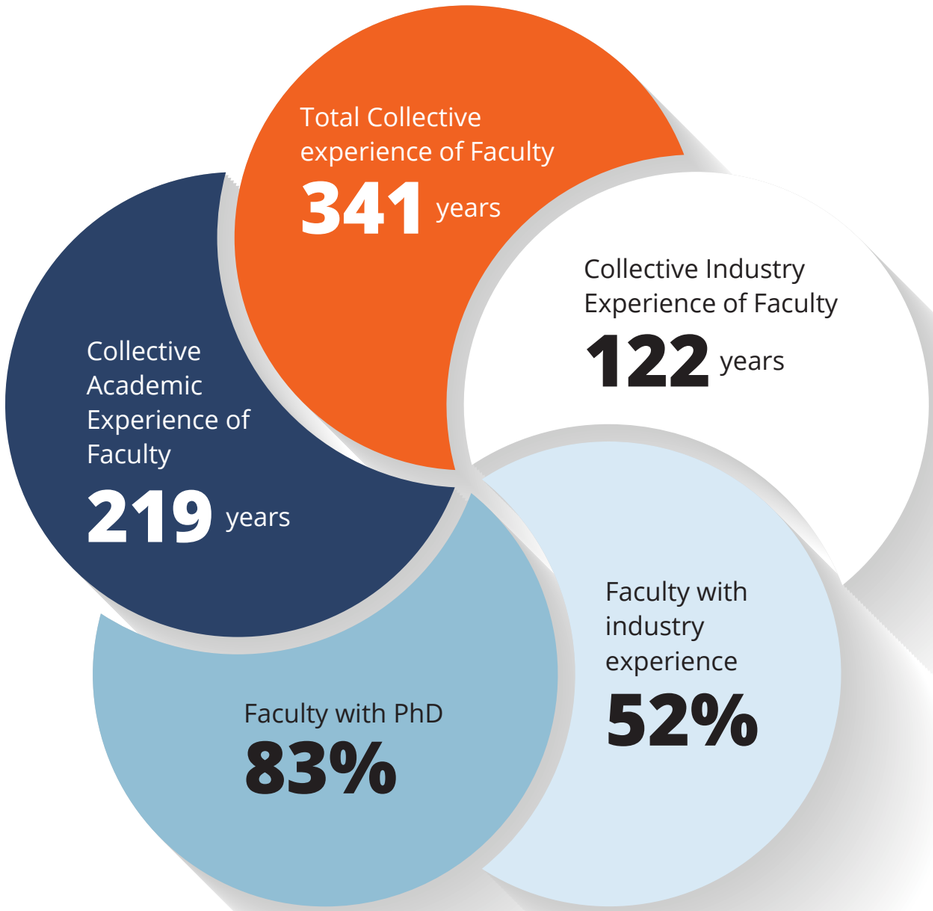
Teaching and Research Interests: Business Research Methods, Human Resource Management, Organizational Behavior

[Mentoring Beyond Pedagogy]

Every faculty member fulfills multiple responsibilities in paving a successful career path for their students. Their job doesn't end there. As critical thinkers, they take up research to solve the complex management challenges that arise globally; they contribute to the training of industry leaders and other faculties through Management Development Programs (MDPs) and Faculty Development Programs (FDPs); Stepping beyond the role of convetional pedagogues, they learn as well as mentor and inspire our young managers.

The most important thing for faculty is to put learning first. The students spend most of their time at college with us. That puts a huge responsibility on our shoulders to mold them into success-ready individuals. Of course, it's not easy. But knowing that these people, who're listening intently to each and every word we utter in the classroom, possess the potential to become game-changers of the marketplace and economy, keeps us on our toes to stay updated and make learning impactful.

Dr Sudhir Rana , Associate Professor, FIIB



[Executive Development Programs and Research]

FIIB EDPs are designed with the right balance between theoretical inputs, practical insights and the latest research findings with the aim to further enhance the reputation of FIIB as a B-School and bridge the gap between academia and industry, to train on personal as well as organizational fronts and develop competencies with new and finer skills, knowledge and attitude. We equip participants with strategic tools in the field of Strategic Planning, Finance, Marketing, Operations, International Business, Organizational Behavior, HRM, Communications and Soft Skills like Time Management, Yoga and Meditation, Holistic Wellbeing, Sensitization, Interpersonal Skills, Selling Skills, Presentation Skills, Leadership, Etiquettes and Grooming, Motivational Skills etc.

The organizations where our faculty regularly delivers training sessions are:

[Cutting edge Executive Development Programs for Industry]

- Design Thinking Bootcamp
- ELP - Emerging Leadership Program
- Negotiation for high yield Business Activity
- Managing change and conflicts at the Workplace
- Visual Analytics: Insights from Data for Clear Thinking
- Developing an entrepreneurial mindset
- Cross-cultural Communication
- Emotional Intelligence
- Gender sensitization, and sexual harassment at the workplaceMindfulness for Leader-Managers
- Financing And Valuation Of Start-ups And New Ventures
- Mental Health and Emotional WellbeingFinancial analysis And Valuation For Strategic Decision Making
- Predictive Analytics in Marketing
- Selling Value: Moving Beyond Features and Benefits
- Data Analytics for Expanding Markets
- Managing Expectations for Sales ProfessionalsSocial Media Analytics for Business Intelligence
- Predictive Analytics in HR
- Emotional Wellbeing for Workplace
- Awareness of Conduct & Disciplinary Rules in Industry
- Awareness on the Prevention of Sexual Harassment of Women at Workplace
- Demystifying Equity Markets
- Superhuman Focus in Distracted World
- Dig-In Digitally
- Advanced Leadership Programme
- Business Valuation

[Regular Recruiters]

FIIB has been privileged to have many renowned recruiters visiting for campus placement regularly, which speaks volumes about their continued faith in our ways. This faith can be credited to the exemplary performance exhibited by our alumni working with various organisations at different levels & locations.

The following are select regular recruiters of FIIB:

MRF, Aditya Birla Group, Amul The Taste of India, apollo TYRES, Bisleri, Nestlé

Future Consumer, hindustantimes, kotak, Reliance Industries Limited, naukri.com, ITC Limited

PayU money, pladis, PEPSICO, Grofers, Federal Bank, Colgate Palmolive

Hindustan Unilever Limited, Kuehne+Nagel, S&P Global, SMERA Ratings Limited, Ameriprise Financial, NIIT

ICICI Bank, DB Schenker, Jeena, Axis Bank, asianpaints, Edelweiss

JLL, McCann, EY, OYO, Deloitte., protiviti

AIS Asahi India Glass Ltd., ICRA, HDFC Bank, KENT Mineral RO Water Purifiers, Khimji Ramda, WNS

zomato, Godrej | Godrej & Boyce, BlackRock, Greenlam, UNIQLO, Acuity

Berger, LT Foods, citibank, Jio, Bajaj, Reckitt Benckiser

[Recruiters Speak]

The recruiters have often spoken highly of FIIB at different forums, the highlighting point being its students, curriculum and experiential learning opportunities. Here are a few bites in their own words:

I thoroughly enjoyed interacting with the students at FIIB and thank the entire team for their invitation and supporting us throughout the process.

- **Ms. Arti Pandey, Kuehne + Nagel**

A very good experience of hiring from FIIB this year again, though first time on virtual mode. The students possess good communication skills and sound knowledge of the industry.

- **Mr. Hemant Kumar,**
ICICI Securities Ltd.

It was wonderful experience meeting faculties & students, thanks for the same. Wish them all the best from my side."

- **Ms. Yamini Puri Singh,**
Coffee Day Beverages

It was absolute pleasure to address the FIIB students. Overall amazing initiative from the institute & really delighted to see the level of understanding and awareness of students about the industry. Thank you for having me at FIIB.

- **Ms. Bhawan Dhawan,**
Pladis Global

The students are very passionate about their career and well trained to perform the tasks given to them. We would surely like to revisit again next year.

- **Ms. Arthi Velmurugan,**
Toothsi

#Thanks for inviting me to FIIB. The insights inculcated during the session will be professionally useful to strengthen the thoughts of the students. I want to express my gratitude towards everyone from the Institute and wish all the best to the student managers.

-**Mr. Sumit Bhasin,**
EyeQ India

Infrastructure

Located in prime South Delhi, infrastructure at FIIB has state-of-the-art facilities that equip the students with the right tools and technology to excel. With hi-tech classrooms supporting student learning, library that houses the most up-to-date resources, and student recreation centres that support a friendly learning environment, FIIB nurtures exploration, invites cross-cultural engagement and inspires dynamic interactions.

FIIB campus is also well-connected to major hotspots of entertainment, shopping, gastronomy and culture in Delhi-NCR, offering our vibrant and diverse student network with memorable experiences and the opportunity to bond with FIIB community for life-time.

To facilitate more room for reading, a main reading hall separates the stack room. library spaces at FIIB are more inviting, more personal. That's really important. It becomes a home away from home for the students who are lost in the books, devouring the knowledge hungrily trying to find answers of some of the most challenging business problems of today.

Neha Chandel, Assistant Librarian, FIIB

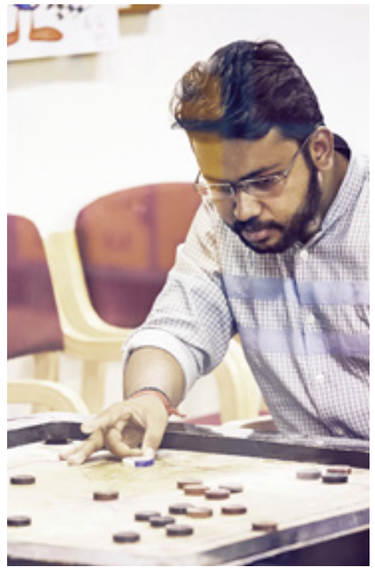
[The Student]

The hallmark of a good MBA institution is the quality of its Management Graduates. FIIB students have consistently gone out into the world and blazed trails. These are some of the reasons why.

[Student Clubs]

At FIIB, students play a pivotal role in planning, organizing, curating and monitoring all intra and inter college events at the campus. With a view to promote a student-driven culture at the Institute, a number of Student Clubs have been formed. These clubs serve as excellent forums to strengthen entrepreneurial and managerial capabilities through the practical application of live projects outside the classroom.

- udaan – Wings to Our Dreams – FIIB Student Club
- FSE – Fortune Stock Exchange – FIIB Student Club
- Jaagriti – The Social Conscience – FIIB Student Club
- Prose – The English Edge – FIIB Student Club
- SIGMA – Operations & IB – FIIB Student Club
- Brand Rovers – Marketing Gurus – FIIB Student Club
- FIIB Spirit Committee
- CYnerGY – The HR Network – FIIB Student Club



[Event of the Year]

The annual calendar at FIIB is home to some of the most high-spirited and thought provoking events that contribute to the comprehensive development of the students.

TEDx
TEDxFIIB discusses ideas worth spreading through renowned speakers who have built a stage for themselves through their remarkable achievements.

International Management Conference (IMC)
IMC is the flagship event of FIIB. The conference facilitates deliberations on key National and International issues by eminent researchers, Industry practioners and Academicians.through their remarkable achievements.

International Symposium on Economic Development (ISED)
ISED is attended by world's leading researchers, economists, corporate members and students. The symposium deliberate on the impact of globalizations and policy decisions.

HR Conclave
Human Resource Conclave offer an interactive platform for meaningful discussion on the latest Trends in HR and its impact in the corporate workforce.

Katastasi
Katastasi is an annual Internship based case writing competition to enhance skill sets of students. The initiative is in pursuit of excellence in Management education and research.

Marketing Conclave
The National Marketing Conclave is an interactive forum to deliberate on contemporary Management practices and discuss the roadmap for future.

Founder's Day
Founder's day is organized to commemorate the Founding Father of FIIB and celebrating the history and accomplishments of the Institute and its various stakeholders.

Sustainability Summit
The Sustainability summit provides a forum to deliberate on key issues to create Sustainability across all walks of life.

Ranbhoomi
Ranbhoomi is an annual sports event at FIIB. The students enthusiastically participate in the games and fun activities with spirit and pride.

OPex Conclave
OPex Conclave is an initiative of FIIB Operation domain. The conclave deliberate on operational excellence and strategy for a sustainable Business.

Finance Conclave
Finance Conclave is an initiative of the FIIB finance domain. Eminent speakers deliberate on key issues related to the finance and Banking sector during the conclave.

Samavesh
Samavesh is an annual cultural fest at FIIB. The fest is a harmony of talent and hard work where students learn about management through fun and cultural activities.

Meraki
Meraki is an annual Business Plan competition for students to show case their talent for industry preparedness.

[Live Projects]

The purpose of live projects is to give students professional management experience that will help them at the beginning of their careers and long-term. In this way, students get a mix of hands-on work experience and get to see how the corporate world works before they actually get into it. When working on a live project, there is an opportunity for students to specify a specific domain and select a project that fits their area of interest. Additionally, they are able to meet professionals and discuss the project with them.

The following companies have offered live projects to our students in 2020-21

10 LEAVES | THE H-WEB | cfi

THE CIRCLE .WORK | lumis | ar Agency Reporter

tenl.io | | DHL

sargana | DOT GLASSES | LUMIS PARTNERS

EMOHA | code4kids | bot shreyasi

GUIDE 2 SUCCESS | DELHIVERY Small World | max MORE FASHION MORE VALUE.

AZUKE

[Alumni High Achievers]

Our acclaimed alumni are spread globally and have not left any sector untouched by their brilliance. We feel proud to be a part of their triumphant journeys while they are busy transforming the business and social landscape with their unparalleled talent.

amazon

Anuj Kaura (1996-1998)
Amazon, Site Lead, Amazon Customer Fulfilment Center

JINDAL STEEL & POWER

Sudeep Purkayastha (1995-1997)
Executive Vice President

DIAGEO

Navdeep Singh Mehram (1996-1998)
Head CSR and Sustainability

KPMG

Suresh Srinivasan (1998-2000)
KPMG, National Manager - Digital Consulting

SOCIETE GENERALE

Rahul Kumar Singh (2004-2006)
Function Head CRM

FedEx Express

Biplab Nayak (2002-2004)
FedEx, Head of Marketing

Microsoft

Patralekha Mohanty (1997-1999)
Microsoft, Account Director

WNS

Yogendra Goyal (1995- 1997)
WNS Global Services, National Manager - Digital Consulting

Delhi Duty Free

Abhijit Das (1998-2000)
Delhi Duty Free, Head of Marketing

db group

Satish Chinnadurai (1998-2000)
D B Group India Pvt Ltd, Director- India

Walmart Save money. Live better.

Asim Agha (2014-2016)
Walmart. Senior Analyst - Global Logistics

CAPITALINDIA Home Loans

Ravi Virwani (2003-2005)
Capital India Home Loans Limited, Chief Business Officer

mastercard

Mohit Gupta (1997-1999)
Mastercard , Director

data LEADS

Surbhi Nangia (1996-1998)
DataLEADS, Director- Outreach and Engagement

TATA TATA PROJECTS

Shahla Rahman (2006-2008)
Tata Project, Manager Planning

SBI card

Pritiman Sarkar (1998-2000)
Karvy Fintech,
Sr. Vice President

[Student Employability Enhancement : SANKALP]

FIIB follows a structured training plan conducted in a phased manner to enhance employability of the students. The Career Preparatory Program, which spans the entire four terms is carefully designed to enable students to succeed in the competitive corporate environment. A scientifically and extensive training needs assessment including a comprehensive psychometric assessment of each student is conducted to ensure individual and personalised personality enhancement.

In addition to the continuous efforts put internally to improve employability skills of students, we believe that an evaluation from industry perspective at regular intervals brings a 360 degree dimension to the whole exercise. FIIB has very carefully curated 'SANKALP - Skills and Knowledge Aligned to Lead and Perform' in four different phases during the course of the entire PGDM Program. Each phase of SANKALP addresses specific gaps between industry and academia with a detailed activity chart carried out by industry experts over a period of 2-4 days depending upon the nature of the activity. SANKALP also ensures that every experience the students have coincides directly with the career path they want to explore.

[Industry Interaction]

Guest sessions: The student at FIIB get to network with top leaders from industry and learn from the experience of industry professionals. These sessions provide students with exposure to emerging trends in various sectors, the contemporary developments therein and also the expectations of the industry from the future managers.

[Industry Visits]

The industry visits give the students an on-ground feel of the industry and understand the systems and procedures involved in working for an organization.

Global Immersion Experience

Often called as the fun learning part of the FIIB MBA, the Global Immersion Program provides students with an experience driven understanding of the culture and commerce of another country, and develop the confidence work internationally. Before the program, students are asked to research the culture, economy and industries of the country they are going to visit to get better insights into various management practices related to Operations, Marketing, Sales and HR.

[Global Exposure]

FIIB understands the importance of academic and research collaboration on a global platform. This not only accelerates the progress but also enhances the quality of the work and extends the repertoire of the partners. It is beneficial not only to the students in increasing their knowledge but also to the faculty in learning new teaching techniques.

FIIB collaborations are multifaceted and impact and improve quality, capability and resources sharing, resulting in an improvement in quality and acceleration of progress. We have successfully collaborated with institutes and universities on almost all continents across the globe, including Asia, Europe, North America, etc. Students, staff, and the educational curriculum benefit from partnerships that enhance their knowledge, skills, and expertise. Students have been exposed to learning in global environments through exchange programs for a term or a year. A number of faculty and staff members have been actively involved in deliberation in several institutions and universities. This is whether it be through their participation in curriculum development, conferences, seminars, or even just as guest lectures or keynote speakers.

FIIB, with its global outlook, is one of the finest B schools in New Delhi and NCR. The Academic Environment promotes collaboration, contributes to research, is productive in curriculum development, and accelerates career development. Its professional approach and outward orientation contribute to making it a truly international institute.

1. Sam M. Walton College of Business (Walton College), University of Arkansas, USA

FIIB partnered with Sam M. Walton College in 2005 for collaborations in the areas of Student Exchange, Exchange of Faculty and Researchers, Establishing Joint Specialized Courses, Supporting the Participation of Faculty and Researchers at Professional Support Forums, and Collaborative Research. FIIB hosts 30 students from Walton College for a one-month 'Study and Cultural Immersion Program' every year. From January to May 2020, three FIIB students completed their 'Semester Study Program' at Walton College, with a full waiver of tuition fees.

2. Burgundy School of Business (BSB), France

With aiming to foster cross-cultural learning and continued global exposure for our students, FIIB has partnered with BSB since the year 2015. Alliances with BSB have taken the form of Collaborative Research, Writing Joint Research Papers, Organizing International Conferences, Mentoring Faculty for Research, and Faculty Exchange Programs. BSB regularly participates in the 'International Management Conference' AT FIIB's annual Research Conference. Additionally, faculty colleagues at FIIB are writing joint research papers with BSB faculty counterparts.

3. Solbridge International School of Business, Woosong University, Republic of Korea

In 2017, FIIB initiated a partnership with Solbridge School which enabled students to be a part of the 'Student Exchange Programs'. Two FIIB students attended the 'Solbridge Semester Study Programme' from August till December 2018 on a full fee waiver. Currently, discussions are ongoing for a 'Full Semester Study Program' as a part of the engagement initiative.

4. SBS Swiss Business School, Switzerland

To encourage multicultural learning and provide continued global exposure for our students, FIIB and Swiss Business School, Switzerland, partnered in 2019 with the dual purpose of facilitating Student and Faculty Exchange Programmes

5. Department of Management & Innovation Systems, University of Salerno, Italy

Our Academic Partnership with the University of Salerno dates back to 2018 when the two institutes struck an agreement by signing an MOU to collaborate in the area of Student Mobility, Faculty teaching, collaborative research, Organizing joint international conferences/seminars, symposia and workshops. There has also been an active Student Exchange programme between the two institutes, and recently we have begun a new initiative of cross institute corporate internships. Under this initiative, FIIB's Corporate Management Centre (CMC) has put in efforts to provide corporate internships to the students of the University of Salerno in India. This is an excellent example of our collaborative efforts and yet another means to widen the global outlook of students.

6. Uniglobe College, Kathmandu, Nepal

A partnership between FIIB and Uniglobe College was established in 2015. The scope of our partnership includes Joint Conferences, Joint Research, Student-to-Student Research, and Faculty Exchange Programmes. Uniglobe College participates as an Academic Partner in the International Conference of the FIIB every year. Likewise, FIIB participates as an Academic Partner in Uniglobe conferences. Uniglobe and FIIB are currently planning to conduct guest lectures through their faculty exchange programme initiative.

7. Universiti Teknologi MARA (UiTM), Malaysia

FIIB's latest collaboration with UiTM in 2020 entails the Exchange of Faculty, Joint Teaching, Research, and Organization of Joint Conferences. The joint teaching initiative was undertaken by UiTM and FIIB in April and May 2021 wherein 3 lectures each were conducted by both the partner schools. In addition, UiTM and FIIB are currently conducting guest sessions from their respective faculty through their faculty exchange programme initiative

8. Geneva School of Diplomacy and International Relations, Switzerland

To encourage multicultural learning and provide continued global exposure for our students, FIIB and Geneva School of Diplomacy and International Relations, Switzerland partnered in 2019 with the dual purpose of facilitating Student and Faculty Exchange Programmes.

9. Bangladesh Institute of Human Resource Management, Bangladesh

To encourage multicultural learning and provide continued global exposure for our students, FIIB and Bangladesh Institute of Human Resource Management, partnered in 2019 with the dual purpose of facilitating Student and Faculty Exchange Programmes.

[Methodology]

Improve the quality of every single component, make every single process airtight, and the resultant overall excellence is all but inevitable. Here are some of the methods and process we've employed to become who we are.

[Industry Focused Curriculum]

The FIIB Curriculum has been developed through vigorous debate and deliberations among the industry frontrunners. The FIIB Faculty lends it the extra edge needed to transform students into success-ready managers. One of the reasons why FIIB has been ranked 26th by Business World is our curriculum and pedagogy. The amalgamation of rich industry experience, proven leadership potential and academic rigour produces talent that is ready to hit the gro u n d r u n n i n g from the very first day in complex business environment

FIIB has always been quick on updating it's curriculum in response to the changing needs of employers like yourself. A panel of experts from various industries has helped us pick the right courses such as Businss Analytics, Collaborative IT Tools and Visual Storytelling that are required to solve contemporary and emergent business problems. As a result, our batches have been hailed by recruiters in need of management talent at the entry level.

[Industry Speak]

Analytics is everywhere, whether you are aware of it or not, it is embedded in every part of the business transaction. Fresh MBA graduates should concentrate on learning analytical skills and be quick to solve statistical problems. These skills would attract a recruiter as they're looking for someone who can understand and solve problems from day one. I really am fascinated by the FIIB community for being open to industry opinions to accommodate changes in the curriculum. The discussion was fruitful and with analytics being woven into regular courses, the students would be equipped with real-time analytics and decision making that can set them apart from others.

Mr. Suhas Handa, Manager- *Workforce Analytics, Ericsson*

[Curriculum Diagram]

With a harmony of core management studies, thought leadership and practical experience, our curriculum provides hands-on experience, knowledge and skills to excel. Designed with the right blend of courses, electives and experiential learning opportunities, this curriculum serves as a road map to success.

[Career Tracks]

These are specialised frameworks enabled to define job titles consistently within each specialization. The objectives of FIIB Career Tracks is to provide clearer definition of responsibilities, requirement of knowledge, skills & abilities and career paths, to develop a professional development plan for FIIBians. Through these Career Tracks, our students' development plans are linked to common job requirements within their areas in a systematic way.

Career Tracks make it easier for students to identify their interests and enhance their skills through various career enhancement and employability sessions during their tenure at FIIB.

Marketing

- Business Development/ Sales
- Marcom

Finance

- Financial Research
- Corporate Finance
- Banking Operations
- Financial Sales

Human Resources

- Talent Acquisition
- HR Generalist
- HR Analytics

Operations & IB

- Management Trainee - Operations
- Supply Chain Management/ Freight
- Service Operations

Analytics

- Business Analytics

Strategy

- Management Consultant
- Entrepreneurship

[Marketing]

Marketing is a demanding career that requires a wide range of skills to succeed in. Students at FIIB are brought up to be great storytellers to be able to convince a client and possess technology skills that are essential for success in research. They believe in testing everything and assuming nothing, using data evidence to make decisions. FIIB creates industry-ready marketing professionals equipped with selling, marketing communication, relationship building, digital marketing, research and reporting skills. Our curriculum offers a perfect launch-pad for Business Development / Sales & Marcom career-tracks

Business Development & Sales

As a Business Development & Sales professional, our students have been trained on how to research and pursue new and prospective business leads for business growth. As per the requirement of the role, our students have the ability to manage self, learn and adapt to new situations. They possess exceptional inter-personal skills and are made ready to apply Sales Pitch using FAB analysis, Negotiate using BATNA & ZOPA

Marcom

The product & brand management, marketing communication, digital marketing, market research and analytical interpretation of consumer behaviour broadly helps in creating a "pull factor" around a company or a brand. With the way marketing function is advancing with technology, our students are made aware of the nuances of marketing in the digital space as well as OOH and the ways & means through which a product is made a brand. The hands-on exposure they get on Marketing Plan- Formulation, Implementation & Control with hands-on experience of SEO/ SEM/ SMM/ PPC and community engagement. They are also skilled on the tools supporting the function such as Google Adwords, Google Analytics etc.

[Marketing Tools We Teach]

Awareness of softwares and tools related to :

- *Lead Squared,*
- *Salesforce,*
- *DSR Excel,*
- *SPSS,*
- *Tableu,*
- *Cognos,*
- *Google Adwords,*
- *Google Analytics.*

List of Electives

- *Consumer Behaviour*
- *Integrated Marketing Communication*
- *Sales & Distribution Management*
- *Digital Marketing & Social Media*
- *Marketing Research and Analytics*
- *Business to Business Marketing*
- *Strategic Marketing*
- *Marketing of Luxury Products*
- *Services Marketing*
- *International Marketing*
- *Retail Marketing*
- *Brand Management*
- *Customer Relationship Management*
- *Search Engine Marketing and Social Media Marketing*

[Finance]

The field of finance carries a strong ethical responsibility and requires dedication to protect professional standards of practice. The competitive nature of the industry entails a preference for those who have relevant qualifications. Our students are adept to analyze all data to develop strategies and ensure achievement of all financial objectives for clients with special focus upon the following four roles.

Financial Research

The financial industry is beaming with career options for young budding managers with analytical bent of mind and understanding of data. Our students are great with numbers and have an analytical bent of mind with problem-solving skills. They possess the ability to use financial data to spot trends and extrapolate the same, helping their employers and clients make informed decisions.

Corporate Finance

This is a fast growing area which is present in almost all the industries. The Finance department in all organisations nowadays require a person who can understand, interpret complex data and present the same in visually appealing form through Data Visualization tools & techniques. Our students have been trained well into the financial aspects, as well as the technology of presenting the data in visual form.

Banking Operations

Our students are good at holistic capturing of operational and systemic nuances of Banks and Financial Institutions. FIIBians are trained to practice a perfect blend of analysis of financial statements, routine & digital banking operations and carry-out sales transactions simultaneously within a branch banking environment.

Financial Sales

A combination of Finance and marketing skill sets the right tone for preparing the student to be a good fitment for the financial sales profile with any organization. This is a highly-skilled role as well as one of the most rewarding sales careers within this constantly changing and evolving industry. We train our students to have strong interpersonal skills in addition to their quantitative and analytical skills that are of utmost importance in today's world for a successful career.

[Finance Tools We Teach]

Advanced Excel, Learning through Data Analysis from stock and *derivatives market*, *Risk Analytics*, *Financial Models*, *Financial apps*, *Tools*, *Finnacle*, *Capital Line Plus*, *R-Software* and *Tableau*.

List of Electives

- *Financial Services*
- *Financial Statement Analysis*
- *Security Analysis and Valuation*
- *Advanced Corporate and Finance*
- *International Finance & Treasury Management*
- *Management of Banks & Financial Institutions*
- *Tax Regulations & Planning*
- *Financial Derivatives & Risk Management*
- *Investment Banking*
- *Project Appraisal & Financing*
- *Mergers Acquisitions and Corporate Restructuring*
- *Financial Modelling*
- *Risk Analytics*
- *Portfolio Management: Equity & Fixed Income Securities*
- *Econometrics for Decision Making*

[Human Resource]

Our HR specialization students have acquired skills in Recruitment, HR Analytics and Employee Relations, while imbibing an integrative view of Human Resource function and business goals. Our courses set up the students for career openings in Talent Acquisition, HR Generalist and HR Analytics profiles.

Talent Acquisition

Our course-Talent Acquisition and Competency Mapping (TACM) broadly caters to Talent Acquisition career track. The course contents cater to strategic and operational dimensions of organizational Talent Acquisition process with focus on competency mapping, recruitment process, assessment centre. Our pedagogy is a blend of conceptual and experiential learning; and provides the students a firm footing to accomplish practical expectations in the industry.

HR Generalist

Our bouquet of courses develop a student from multiple dimensions to ensure holistic preparedness for a long and cherishable HR career. Some of the courses designed with focus on for HR Generalist career track are Employee Engagement, Industrial relations-Labour Laws and Compensation and Benefits. Almost all our courses are designed to cover the conceptual, practical, research and analytical dimensions.

HR Analytics

The HR leadership at any organisation has to make critical decisions based on complex data involving human resource factors. To make such decisions, a resource is required with knowledge of HR function as well as analytical bent of mind to interpret the data. Courses at FIIB are based on field projects on designing, conducting and analysing surveys to provide the students a research perspective. Our seminars on People Analytics, Artificial Intelligence in Future of Work enable them imbibe required skills to evolve as well groomed HR Analytics professionals.

[HR Tools We Teach]

Our students have worked on recruitment portals and softwares. They have gained knowledge of People Analytics, Tableau, Advance Excel, SPSS, Google sheets, Survey Monkey and others.

List of Electives

- *Talent Acquisition and Competency Mapping*
- *Employee Engagement*
- *Training & Development*
- *Compensation & Benefits*
- *Employee Performance Management*
- *Organizational Development & Change Managenent*
- *Cross Cultural Management*
- *People Analytics*
- *Strategic Human Resource Management*
- *Industrial Relations & Labor Laws*
- *Negotiation & Conflict Management*

[Operation & IB]

Our Operations & IB graduates have strong organizational skills, ability to adapt and work in teams. Their consummate organizational abilities gained during their PGDM are crucial in successfully enhancing efficiency and driving productivity as an operations professional in the industry. Our career tracks in Operations & IB are focused on Management Trainee – Operations, which is a mixed profile for sales & operations; Supply chain professional and Service Operations.

Management Trainee - Operations

The financial industry is beaming with career options for young budding managers with analytical bent of mind and understanding of data. Our students are great with numbers and have an analytical bent of mind with problem-solving skills. They possess the ability to use financial data to spot trends and extrapolate the same, helping their employers and clients make informed decisions.

Supply Chain Management

Operations Management, Project Management, Service Operations Management, Quality Management, Supply Chain Management and Six Sigma, International Logistics Management and International Trade Operations & Documentations courses build requisite skills to enter careers in supply chain and logistics operations of small and large businesses.

Service Operations

A service operations manager has a broad role that includes monitoring and analysing the current system of production or provision to check it's effectiveness, and working out a strategy for its improvement, if necessary. Analytical skills, logic and reasoning, effective decision making and people management skills are imbibed in our students to take on the role from the very beginning.

[Operations/IB Tools We Teach]

Advanced excel, Statistical modelling, Kaizen, 5S

List of Electives

- *Supply Chain Management*
- *International Logistics Management*
- *Quality Management & Six Sigma*
- *Service Operations Management*
- *Advance Spreadsheet for Managers*
- *Supply Chain Analytics*
- *Project Management*
- *Warehouse Management*
- *International Logistics Management*
- *International Trade Operations & Documentations*
- *International Finance & Treasury Management*
- *India's Foreign Trade*
- *Thrust Product & Thrust Market*
- *International Marketing*
- *Cross Cultural Management*

[Business Analytics]

With the exponential growth that analytics has seen lately, it surely has far outpaced the growth in other areas. The massive current and forecasted demand for analytical resources ensured that FIIB embraces an analytics-driven culture into all verticals. Our courses are embedded with data driven thinking and so are our students, who are encouraged to take decisions based on data. Our students are trained to be outcome driven and skilled to understand processes and data.

Business Analyst

FIIB prepares its students to draw insights from data to help the organization manage, change and plan. The FIIBians are capable of using the software systems like Spreadsheets, Tableau, R to work as per the directions of the manager to produce data visualization/dashboards which provide an excellent understanding of the current system state and provide insight to handle problems/issues. FIIBians are also exposed to automating tasks using VBA and mine data using SQL.

[BA Tools We Teach]

Visual storytelling, Predictive Analytics, Big Data Ecosystem, Tools for Analytics (VBA/SQL), Analytics using R, Spreadsheets for Business along with tools like R/ Tableau/ Spreadsheets/ SQL, use of new era apps for managerial purposes.

List of Electives

- *R For Managers*
- *Tools for Analytics*
- *Predictive Analytics*

[Stategy & Entrepreneurship]

To equip the students with the dynamic global aspects of alignment of firm's resources and capabilities to external market opportunities, we offer them strong course electives with cutting-edge theories and practical projects. These courses instill management consulting, entrepreneurial, strategic management skills with an orientation towards CSR that act as an asset to every manager regardless of the career track they choose.

Management Consultan

Our students are imbibed with knowledge, understanding and skills in helping businesses improve their performance, solve problems and finding new and better ways of doing things. The rigor ensures that students develop not only strong intellectual capabilities and analytical skills but good judgment and practical sense.

Entrepreneurship

Throughout the program, students gain requisite skills and importantly, develop an orientation for being entrepreneurial managers as well as being business owners. We ensure that the students are confident about conducting requisite research to validate their idea, sourcing of funds and putting their ideas to work in a competitive economy.

[S&E Tools We Teach]

PESTLE, Value Chain Analysis (VCA), Balanced Score Card, VRIO Analysis, McKinsey 7S Framework, BCG Growth-Share Matrix, Ansoff Matrix, ADRAI, Blue Ocean Strategy, Customer Consumption Mapping

List of Electives

- *The Business Consultant's Toolkit*
- *Entrepreneurship & Venture Capital*
- *Corporate Entrepreneurship*
- *Social Entrepreneurship*
- *Managing Technology and Innovation*
- *Entrepreneurship for Family Businesses*

[Integrating Experiential Learning]

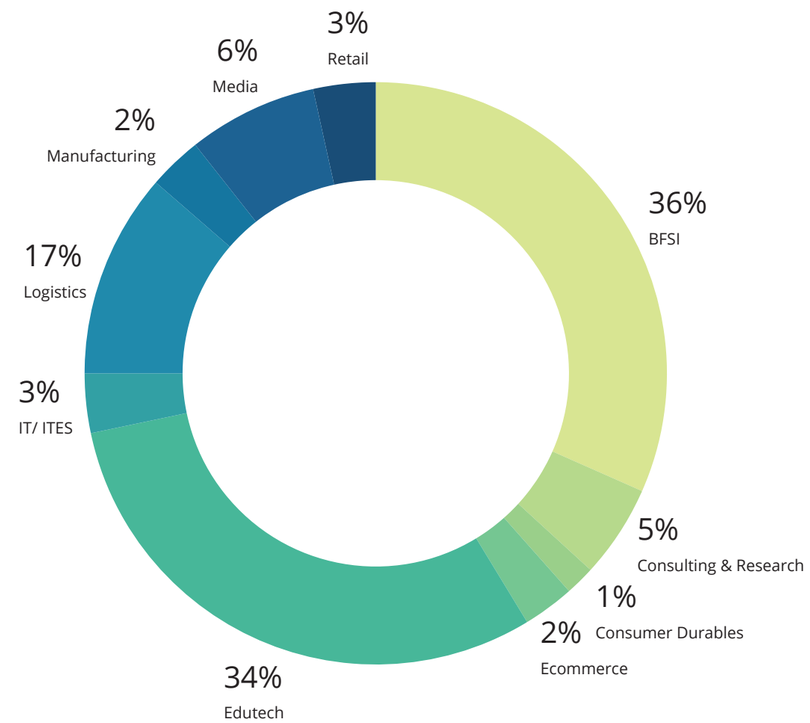
Our students are exposed to various experiential learning programs that mould their skills into action plans. These opportunities enable our students to rub shoulders with the corporates and understand the changing business scenarios.

[Corporate Internship Programs]

The focus of FIIB has always been on experiential learning. The 8 week CIP (Corporate Internship Program) is an ideal way of understanding the nuances of different industry verticals and functional areas by each student manager as per their career orientation. FIIB-ians were offered noteworthy roles with multiple industries like FMCG, Media, BFSI, E-commerce, Manufacturing, Telecom and Consulting. The projects offered to students were in sync with the 'major specialization' opted by the students, unique for each set of students. The projects offered included various functions like business development, sales promotion, market research, digital marketing, supply chain management, warehouse management, import-export documentation, talent acquisition, HR operations & analytics, investment portfolio management, banking operations and sales of financial products.

Some of the leading organisations who've offered CIP projects to our students include

[CIP Industry-wise Coverage]



[Social Internship Programs]

In this program, students work alongside leading NGOs and social ventures under the mentorship of faculty to identify and solve the business problems. The core activities of these NGOs are women empowerment, adult education, child welfare & education and sustainable living. This initiative is to create socially aware corporate leaders of tomorrow. By the end of the program, students make connections between themselves, community experiences and the larger world.

Some of the leading organisations who've offered SIP projects to our students include

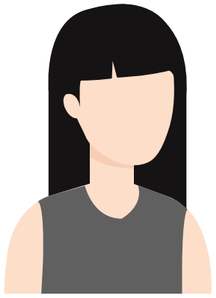
[The Placements]

One look at the past placements of our institution will give you enough data to support the claims we have made so far. Have a look.

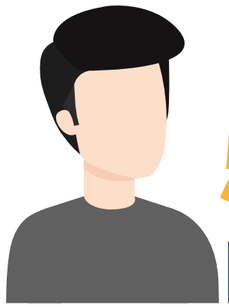
[Stategy & Entrepreneurship]

FIIB is committed to find the right mix of student with versatile and intriguing background that is both diverse and inclusive.

Gende Diversity

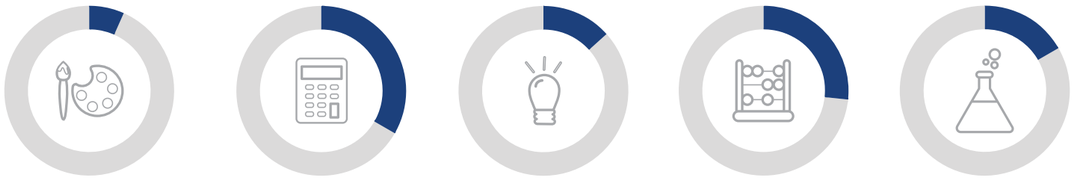


41%
Female

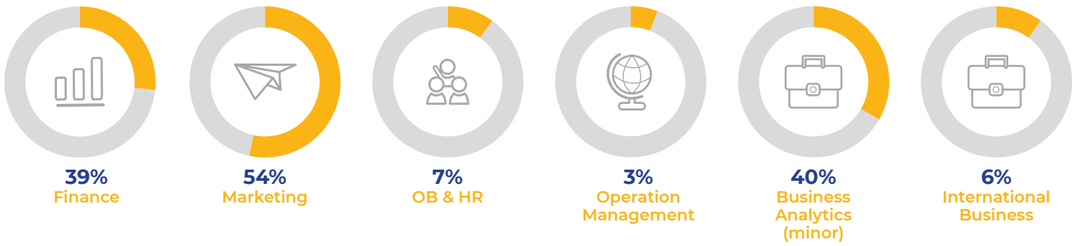


59%
Male

Education Background Diversity



Specialisation Spread

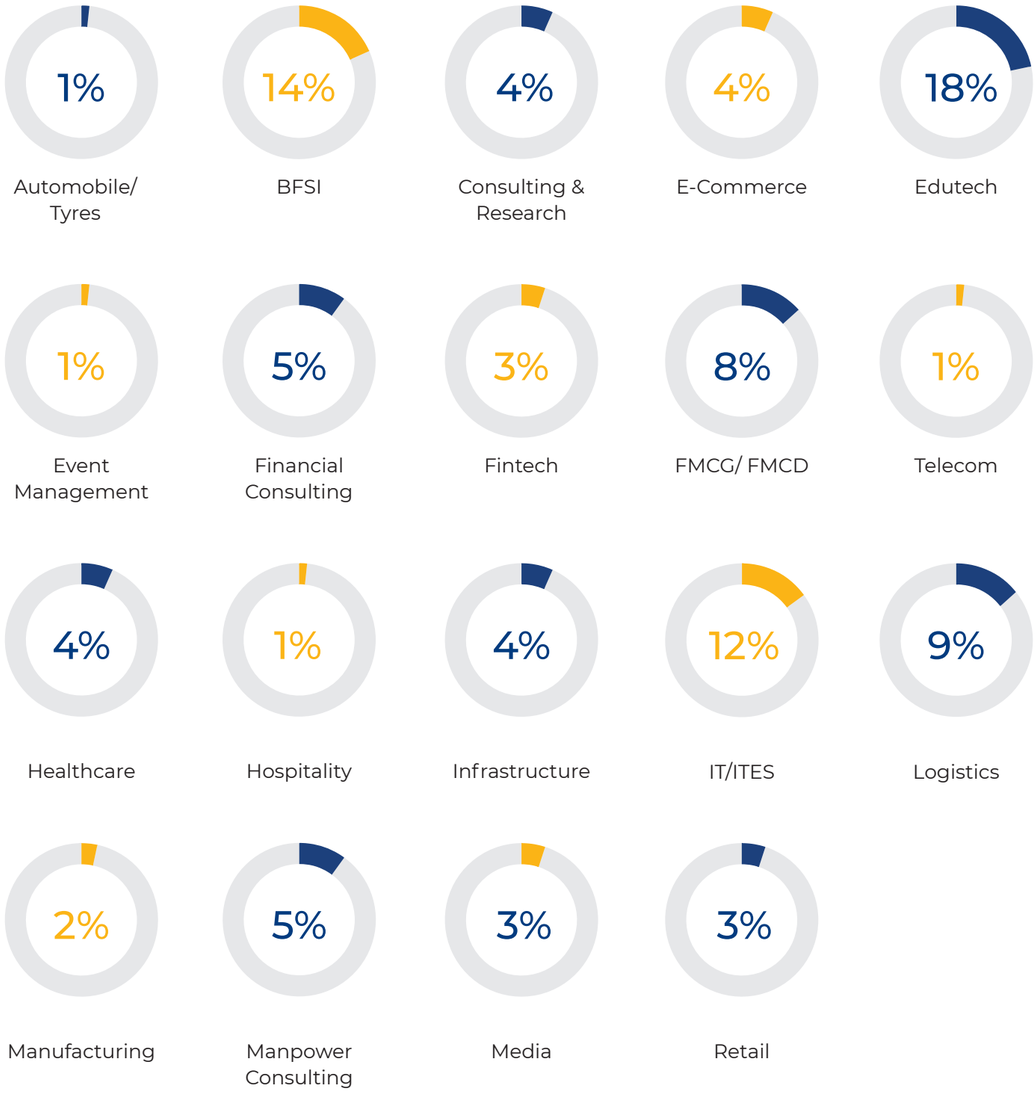


[Placement Highlights of Batch 2019-21]

We had yet another successful placement season for the PGDM Batch of 2019-21. We saw robust Growth in recruiters, a wide variety of profiles on offer and better compensations. A total of 114 companies visited FIIB offering 155 job-profiles, the highlight being 61 new recruiters added to the tally which shows the growing presence of FIIB in the corporate sector. The placement trend has seen growth in hiring by IT/ ITES, Consulting, FMCG, E-Commerce & Edtech industries. The profiles offered on campus included Sales, Research, Product Branding, Digital Marketing, HR, Finance, Business Analytics & Operations.

This year, B2B Sales, Enterprise sales, Consulting & Analytics profiles have seen an upsurge. Some of the leading recruiters include Amazon, Deloitte, Reckitt Benckiser, Moody's, ICICI Bank, Federal Bank, ITC, Asian Paints, Berger Paints, Khimji Ramdas, Reliance Brands, Marico, Naukri.com, Zomato, Coffee Day Beverages, HUL, ABP News, Fedex, HDFC Bank, S&P Global, Grofers.

Diversified Placement of 2019-21 Batch



[Alumni Career Tracks: Marketing]

Business Development/ Sales

Vikram Chauhan
Batch 1995-97

Gillette India Ltd
Research Executive
1997- 1999

Arvind Brands Limited
Sales & Marketing Manager
2000 - 2001

LG Electronics
Sales & Marketing Manager
2001- 2004

Hyundai Electronics, India
Sr. Manager - Marketing
2005 - 2005

LG Electronics, Dubai
Sales Head- Dubai
2006 - Present

Marcom

Vikrant Gupta
Batch 2003-05

Sr. Executive
Infomedia India
2005- 2006

Relationship Manager
Clickjobs.com
2006 - 2009

Digital Fundraising Manager
Plan International
2013- 2015

IFFCO
Corporate Communication Manager
2015 - Present

Other Recruiters in the Same Field

[Alumni Career Tracks: Analytics]

Business Analyst

Monika Awana
Batch 2006-08

Cvent India
Research Analyst
2008- 2010

Accenture
Web Analyst
2010- 2012

3Pillar- Global
Lead- Online Marketing
2012- 2014

Adobe
Solution Consultant
2015- 2018

United Health Groups
Manager- Digital Analytics
2019- Present

Other Recruiters in the Same Field

[Placement Highlights of Batch 2019-21]

Financial Research

Hardik Virmani
Batch 2011-13

American Express
Finance Analyst
2013- 2014

American Express
Sr. Finance Analyst
2014 - 2016

American Express
Sr. Lead Financial Analyst
2016- Present

Corparate Research

Rahul Kumar Singh
Batch 2004- 06

Infosys BPO
Process Executive
2006- 2007

Deutsche Bank
Sr. Analyst
2007 - 2011

Deutsche Bank
Associate
2011- 2014

Deutsche Bank
A.V.P
2015- 2017

Goldman Sachs
Vice President
2017- 2021

Societe Generale Global Solution Centre
Function Head CRM
2021- Present

Banking Operations

Abhishek Matha
Batch 2004- 06

Axis Bank
Exucutive
2006- 2007

Indusind Bank
Branch Manager
2007 - 2008

MaxLife Insurance
Sales Manager
2008- 2009

IDBI Bank
Branch Head
2009- 2011

HDFC Bank
Vertical Head eCom
2016- Present

Financial Sales

Ritesh Saxena
Batch 1998- 2000

HCL Info Systems
Channel Sales Manager
2000- 2004

ICICI Lombard
Area Sales Manager
2004 - 2008

HDFC ERGO
Area Sales Manager
2008- 2010

HDFC ERGO
Regional Sales Manager
2010- 2011

Star Health Insurance
Zonal Manager
2019- 2021

Other Recruiters in the Same Field

[Alumni Career Tracks: HR]

Talent Acquisition

Banshree Deka
Batch 2010-12

ABC Consultants
Recruitment Executive
2012- 2013

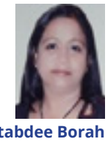
PeopleStrong HR Services
Sr. Recruitment Executive
2013- 2015

PeopleStrong HR Services
Team Lead-RPO
2016- 2019

Schneider Electric
Talent Acquisition Specialist
2019- 2021

Legtand
Entity - TA Partner
2021- Present

HR Generalist



Satabdee Borah
Batch 2002-04

Suzuki Motorcycle Indian
Executive - HR
2004- 2006

Honda Motorcycle & Scooter India
Executive - HR
2006- 2008

Aditiya Birla Retail
Asst. Manager- HR
2008- 2011

The Body Shop
AVP- HR & Admin
2011- Present

HR Analytics

Rohit Joshi
Batch 2011-13

SARE Group
Executive
2013- 2014

Indiabulls Real Estate
Asst. Manager- HR
2014- 2015

Lotus Green Developers
Dy. Manager- HR
2015- 2018

ION
Sr. HR Analyst
2018- Present

Other Recruiters in the Same Field

[Placement Highlights of Batch 2019-21]

Supply Chain Management/Freight

Nirmal Choudhary
Batch 2003-05

Columbia PetrolChem
Logistics Manager
2006- 2009

Schlumberger
Logistics Supervisor
2006- 2009

Schlumberger
Supply chain Specialist
2009- 2011

Schlumberger
Team Lead Logistics
2011- 2014

BASF
Head -SCM
2019- Present

HR Generalist

Biplab Nayak
Batch 2002- 04

Kuehne + Nagel
Executive Trainee
2004- 2005

Air Jamaica
Asst. Manager-Cargo Sale
2005 - 2007

Jet Airways
Jr. Manager- Int'l Cargo Sale
2007 - 2008

FedEx Express
Sr. Territory Manager (Freight Sales)
2011 - Present

HR Analytics

Abhishek Rairakar
Batch 2007- 09

Safexpress Pvt. Ltd.
Executive - 3PL
2009- 2011

Future Supply Chain Solutions
Senior Executive - SCM
2011- 2012

Lakme
Supply Chain Manager
2013- 2016

Chanel
Manager - Supply Chain
2016- 2017

Nykaa
Sr. Manager - Supply Chain
2018- Present

Other Recruiters in the Same Field

[Let's Connect]

We welcome applicants from diverse academic, professional and personal backgrounds and examine all components of their applications to gain an insight and understanding of them as candidates. Our admission committee of the college is interested in candidates' potential for academic success at the college, and professional success in the future. We seek applicants who are highly motivated, self-directed and innovative. Personal competencies such as communication, interpersonal, teamwork and leadership skills are among other key considerations. Candidates must demonstrate readiness for the rigour of our academic programs because of our strong emphasis on academic quality.

Selection Process

Every student has to go through a rigorous and elaborate selection process to be a part of FIIB. To apply for admissions, the candidates should have appeared in at least one of the entrance tests from among CAT/GMAT/XAT/CMAT/MAT or ATMA and must have fared reasonably well with their scores. FIIB scales the personality and capability of the students largely through their past academic performance and work experience. The aptitude and written tests judge the analytical and reasoning skills while the personal interview by our experienced faculty and industry experts happens on the basis of their communication abilities, interpersonal and soft skills, teamwork and leadership qualities.

Eligibility Criteria

- The candidate must hold a Bachelor's degree with minimum 50% marks in aggregate of all the subjects from any of the Universities recognized by the AIU/ UGC or AICTE, or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India
- The Bachelor's degree or equivalent qualification obtained by the candidate must entail or minimum of 3 years of education after completing Higher Secondary Schooling (10+2) equivalent.
- Candidates appearing for the final year degree examination in the year 2020 can also apply subject to furnishing the proof of having passed graduation by October 2020 and obtaining minimum 50% marks in aggregate total of all the subjects studied failing which the provisional admission will be cancelled and no fee will be refunded in lieu thereof.
- All candidates are required to take the CAT/MAT/ATMA/ XAT/CMAT or GMAT with minimum 50 Percentile.

Evaluation Process

Applicants are evaluated based on GMAT/CAT/XAT/MAT / CMAT/ATMA scores, past academic performance, work experience, speaking skills and personal interview. The selection process builds in a criterion that facilitates evaluating each candidate on:

- ***Academic Abilities:*** The program at this college is highly demanding and candidates with consistent academic background and an ability to sustain pressure only make it to the shortlist.
- ***Standardized Test Scores:*** FIIB considers GMAT/CAT/ XAT/MAT/CMAT/ATMA scores in the overall assessment.
- ***Rank Holders:*** The B-program gives a clear advantage to College/University rank holders.
- ***Integrity and Ethical Values:*** The college lays emphasis on integrity and values including originality. Plagiarism will not be tolerated in any form.
- ***Diversity:*** Diversity in academic background facilitates peer learning which we actively try to bring into the PGDM classroom.

Scholarships

FIIB's Scholarship Programme offers unique scholarships to help PGDM aspirants who have demonstrated their aptitude for a career in business management to pursue and realize their dreams.

FIIB Merit-Based Scholarship Programme: FIIB Scholarship Program is designed to choose highly meritorious students and includes a total of 10 scholarships of up to 100% tuition fee value for the specially selected students admitted to the PGDM and PGDM-FM programmes. Many more partial tuition grants of 5-10% are also available for other deserving candidates, or those belonging to special categories, under the Tuition Assistance Programme (TAP).

FIIB Scholarships - Tuition Assistance Programme (TAP): Scholarships of up to Rs.2,20,000 per student are awarded to deserving students decided on the basis of:

- Past Academic Performance (Graduation, Xth and XIIth Standard)
- Score in Competitive Examinations
- Relevant Work Experience

Conditions for Grant of Scholarship: To ensure that you continue to achieve what you have done in your past academic pursuits and achieve new goals, there are certain conditions laid for the grant of scholarship

- The student has to maintain a minimum GPA of 8.0 (out of 10.0) for every term till Term IV at FIIB.
- The student should remain in good standing and comply with the accepted code of conduct of the Institute.
- The Student has to maintain 90 % attendance in every course.

R. K. Shrivastava Scholarship Programme: In addition to the above-mentioned scholarships on offer at the time of admission to the FIIB PGDM programme, at the end of 1st year at the college, the top 10% students of the batch receive performance-based scholarship with 3 top performing students getting special merit scholarships

[How To Apply?]

Aspiring candidates should apply to the Admission Office through the dult filled in Application Form available through the following method:

Online: Fill the online application form (*http://admissions.fiib.edu.in/*)

Fee: The total fee for the PGDM cource is 8.90 Lakhs (Fee 8.75/- Rs + 15,000/- Rs (*Refundable Security*)

Fee Details* for FIIB PGDM Batch 2022-24

Particulars I	At Registration	II 01-Sep-21	III 01-Sep-21	IV 01-Sep-21	V 01-Sep-21	VI 01-Sep-21	VII 01-Sep-21	Total
Program Fee*	1,80,000/-	1,20,000/-	1,15,000/-	1,15,000/-	1,15,000/-	1,15,000/-	1,15,000/-	8,75,000/-
Security Deposit	15,000/-							
Commitment Fee	75,000/-							

- The Fees mentioned includes all Tuition Fee, E-books/ Study Material, Examination Fee, Computer Lab Charges, Library Charges and Alumni Life membership.
- Refundable after completion of the program, subject to clearance of all dues and damages to Institute properties/ assets.
- The Commitment Fee of INR 75,000 is required to be paid by the designated Registration Date in order to reserve a seat in the Program. It will be fully adjusted in the 1st Fee Instalment; so the total due will be INR 1,20,000 (included refundable security deposit) within one month of registration date.

Additional Note:

- All students enrolled at FIIB have to submit proof of their medical Insurance alternatively. FIIB offers Medical Insurance under its group policy at a onetime paymen of INR 3,000/- for annual coverage of up to INR 50,000/- Higher the premium amount you pay the policy coverage will increase accordingly as per the company's offerings.
- All students enrolled in the institute need to have a laptop for their coursework. Wi-Fi connectivity is provided to all students once enrolled. The minimum configurations for smooth running of most programmes required as part of the coursework are: Processor Speed: minimum of Intel Core i5, RAM- minimum of 8 GB, Hard Drive/SSD - 500 GB or higher, Wi-Fi enabled, OS: Windows-7 or above. In addition any licensed antivirus software (Freeware are not valid).
- It is our endeavour to provide our students an international exposure through our signature Global Immersion Experience (GIE) Program for which students are required to travel overseas, and have a valid passport. Such programs are offered at a highly subsidized cost to the students and announced by the end of the second term of the applicable academic year. Additional charges may apply depending on the location and any value-added experiences offered, which will be communicated at the time of location finalization. All students have to pay their own visa fee and medical insurance premiums as applicable. The ensuing GIE Program would be conducted based on the then prevailing global travel scenario and the prescribed government guidelines regarding the same and the final decision would be at the sole discretion of the management committee of the institute.

The above conditions/clauses/terms can be reviewed by the institute from time to time.

Facilities for Differently Abled Students

FIIB is committed to promoting full participation for disabled students in all aspects of the academic and social life of the Institute. All applications from candidates who have disclosed a disability will be considered in the same way as any other application, and a decision will be made that is based only upon the candidate's academic merit and potential.

In order to provide study support, the candidate has to provide certain information about their needs. The information will be shared on a need –to-know basis with only relevant people.

Note: the following are commonly understood forms of disability -dyslexia, dyspraxia or AD(H)D; visual impairment uncorrected by glasses; serious hearing impairment; physical impairment or mobility issues; long standing mental health condition; long standing illness or health condition such as cancer, HIV, diabetes, chronic heart disease, or epilepsy; social/ communication impairment such as Asperger's syndrome/other autistic spectrum disorder; or a disability, impairment or medical condition that is not listed here.

Facilities Provided

Special facilities such as ramp, Special reserved car parking, lift, Unisex Toilet, Individual Guidance and Counselling, Fee concessions, Trained Staff, and make other necessary changes to suit the special needs of differentlyabled persons.

Anti-ragging Policy

FIIB has a 'Zero tolerance' policy on ragging, anybody found guilty will be punished appropriately. It is the responsibility of all the students to encourage an atmosphere of learning, social responsibility, respect for human dignity, and improve positive influences, constructive development for members and aspiring members. As per the regulation, any act of physical abuse including all its variants: sexual abuse, homosexual assaults, stripping, forcing obscene and lewd acts, gestures, causing bodily harm or any other danger to health or person would amount to ragging. Any act by student that prevents, disrupts or disturbs the regular academic activity of any other student and exploiting the fresher's for completing the academic task assigned to an individual or a group of students also amount to the offence.

The act of abuse by spoken words, email, and post public insults, which would also include deriving perverted pleasure, vicarious or sadistic thrill from actively or passively participating in the discomfiture to fresher's or any other student will amount to ragging.'

Kindly read the **Information Pack** available at our website **www.fiib.edu.in** to know more details about ragging and its regulations.

National Anti-Ragging Help Line (UGC Crisis Hotline)

24x7 Toll Free Number* 1800-180-5522, (helpline@antiragging.in)

Economically and Socially Challenged Students (ESCS)

FIIB has the provision to grant assistance to the students of the institute belonging to the economically and socially challenged sections of the society. The purpose of the opportunity is to enhance the accessibility of students belonging to economically and socially challenged sections of the society.

- The opportunity is open to all the student of the institute who fulfil the eligibility criteria as laid down.
- The income of the family from all sources, to which the applicant belong should not be more than 2.40.000/- P.A.
- An Applicant availing any kind of financial assistance or scholarship from any other sources of the goverment or otherwise shall be eligilbe for grant of financial assistance.
- The student who has the status of failure in any of the subjects in any of the subject in any of the semester shall not be grant of financial assistance.
- The student has to maintain a minimum GPA of 8.0 (out of 10.0) for every term at FIIB..
- The student should remain in good standing and comply with the accepted code of conduct of the Institute.
- The Student has to maintain 90% attendance in every course.

Disclaimer: We endeavour to provide our students with all the offerings/ facilities/experiences/services outlined in this brochure and the institute will make all the efforts that are reasonable and consistent with accepted practices in the education industry to deliver or provide access to these. However, in no event shall the Institute be responsible or liable for any failure or delay in the performance, delivery or access to mentioned offerings/ facilities/experiences/services committed and of its obligations hereunder arising out of or caused by, directly or indirectly, forces beyond its control, including, without limitation, natural or man-made calamities, work stoppages, strikes or bandhs, accidents, acts of war or terrorism, civil or military disturbances, nuclear or natural catastrophes or acts of God, pandemic, and interruptions, loss or malfunctions of utilities, communications or computer (software and hardware) services. In such situations or circumstances, the institute shall make and use all reasonable efforts that are consistent with accepted practices in the education industry to resume performance and to deliver as practicable under the circumstances.

FIIB

ENTER TO LEARN, LEAVE TO SUCCEED

Plot No. 5, Rao Tula Ram Marg, Opposite Army R&R Hospital, Vasant Vihar, New Delhi, Delhi 110057
admissions@fiib.edu.in| www.fiib.edu.in