



**Pibm**

PUNE INSTITUTE OF BUSINESS MANAGEMENT

**NBA & NAAC ACCREDITED PROGRAMS**

APPROVED BY AICTE | AFFILIATED TO SAVITRIBAI PHULE PUNE UNIVERSITY

Lead the Future  
**BUSINESS  
WORLD**

with **NEXT-GEN  
MANAGEMENT SKILLS**

**INDUSTRY-RECOGNISED  
MANAGEMENT PROGRAMS**

(2 YEARS FULL-TIME DEGREE)



## PIBM In Numbers



**700+**

Corporate Panel Associates  
& Guests to interact with  
PIBM students

**750+**

Top Recruiters from diverse  
sectors to offer the best jobs  
to PIBM students

**21000+**

Book copies available  
in PIBM's Library

**350+**

Faculty & Domain Trainers  
to imbibe the Business  
Management Knowledge

**50+**

Live Business Projects to  
assist students in developing  
Practical knowledge

**7500+**

Success Stories of our  
proud Alumni already  
created by PIBM since inception

# 30+

Industry Visits in various companies to understand and the corporate functions at first hand

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# 50+

Mock Group Discussions to practice the art of communication & building knowledge

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# 100+

Aptitude Tests to improve the analytical and reasoning skills

# 100+

Mock Interviews to ensure imbibing the confidence required for the Placement process

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# 10+

Business Magazines Subscription to keep abreast with the Global Business & Economics

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# 15+

National & International Journals subscription like ProQuest & JQuest

# 21+

Certification Programs: SAP - ERP, Six Sigma, R, MS Project, Advanced Excel, Hadoop & more

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# 3000+

Book Titles from various fields & functions

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# 26+

States from where Students have joined PIBM to achieve their dreams



# RANKINGS & RECOGNITIONS

Accredited by



PIBM ranked amongst

- Top 100 B-schools in India
- Top 10 B-schools in Maharashtra
- Top 2 B-schools in Pune

Accredited by



**50<sup>th</sup>**

in Best Private  
B-Schools  
in India

**67<sup>th</sup>**

in Best  
B-Schools  
in India



**69<sup>th</sup>**

in Best B-Schools in India



**46<sup>th</sup>**

in Top 75 Private B-Schools in India

**32<sup>nd</sup>**

in Top 100 Private Institutes

**24<sup>th</sup>**

among Top Placement Colleges



Featured in Forbes Marquee edition as one of the Great Indian B-Schools



Covered by Republic TV as one of the Great Places to Study in India.



**70<sup>th</sup>**

Top B-Schools in India

**42<sup>nd</sup>**

in Learning Experience

**40<sup>th</sup>**

in Future Orientation



Awarded as the Best Emerging Institute in India



Awarded for the Most Innovative Learning Practices 2018 in Asia



**16<sup>th</sup>**

Top B-Schools in India for Finance

**10<sup>th</sup>**

for Intellectual Capital & Learning Experience

**10<sup>th</sup>**

for Industry Interface



Recognized as one of the Best Education Brands

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# About PIBM

Pune Institute of Business Management (PIBM) is one of the top B-Schools in India, where our aim is to provide high-value business management education to **produce educated and skilled Management Graduates**. PIBM stands tall amidst B-schools in India, because not only do we focus on the highest standards of academics but also train students with the right skill sets making them shine in the corporate world. Established in 2007 and spread across 18 Acres, PIBM is strategically located in the calm and serene valley on the outskirts of Pune, giving students an ideal learning atmosphere, aiding them in coping with their rigorous workload.



PIBM provides Post Graduate courses in Management at Pune campus. **Post Graduate Diploma in Management (PGDM)** which is an **AICTE approved course** is the flagship program at PIBM Pune. PIBM also offers three **Master in Business Administration (MBA)** courses in affiliation to Savitribai Phule Pune University which are **MBA, MBA (Project Management), and MBA (FinTech)**. Along with these courses, PIBM also provides a **Global PGDM program** in association with some of the top global management institutes. In recent years, PIBM has expanded by opening up Campus for Graduation Courses - BBA, B.Com & BCA in Guwahati (Assam). As a testimonial to PIBM's rapid growth, we have also **acquired New Campuses – Tirupati Institutes of Management (Pune) and ASMA Institute of Management (Pune)** offering MBA courses.

At PIBM, education is not limited to academic accomplishments alone but extends much beyond the mainstream classroom education. **Teamwork, problem-solving, analytical thinking, creativity, leadership skills,**

decision making, and goal achievements are areas that are addressed effectively to build flourishing careers in business management. We boast of having a unique training methodology wherein the whole curriculum is solely designed only on the basis of requirements of the Industry with the help of technology. This helps in bridging the gap between Companies' requirements & Management Graduates' business knowledge.

To make the whole training process Industry friendly and learning process more practical in approach, the **redesigning of curriculum happens every six months which keeps our training methods updated with the latest Industry requirements.** This process ensures that every concept during the training process is linked with the Job requirements. Corporate Heads from various domains in Industry visit our campus on Corporate Weekends and interact with students, to share the practical knowledge of Business Concepts. PIBM continuously organizes various Corporate Events – International Conference, CEO Charisma, Pioneer Convergence, Sector Specific Conclaves, Virtual Leadership Series and many more.

PIBM is proud to have **a strong association with 100+ Corporate Panelists and 700+ other Corporate Heads like CEOs, CFOs, Directors, Presidents, VPs, and Heads, etc.** who continuously train our students. At PIBM, Quality speaks for itself. Every student at PIBM stands out in the crowd as they are not only equipped with Business Concepts but also the right Attitude, Aptitude, Communication, Skills, and Personality.

The ever-growing number of companies that visit the campus for placements is a projection of PIBM's stellar results. The number of companies visiting the campus during Placement has outnumbered the total strength of students of the batch long back. The demand for PIBM students in the Corporate World is growing every year. Till date, **PIBM has produced 7500+ successful Alumni who are placed in top companies at Senior Management positions as well as few**

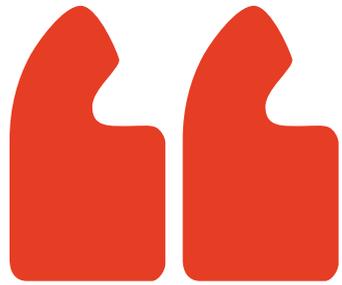


**have become Entrepreneurs.**

Learning never stops at PIBM. Even during the global challenges or crisis, PIBM ensures that the students are learning and getting trained so that their future career does not get affected. PIBM's upgraded training mode ensures the continuous learning of the students through our Live Learnings mode where faculty members seamlessly conduct regular classes, give assignments, provide feedback, conduct mentorship and doubt clearing sessions and more like regular campus routine but through online, ensuring everyone's safety.

PIBM values students' careers more than anything. Fighting against the COVID-19 outbreak, PIBM's upgraded mode of training enabled students to continue their classes virtually.

Through our AI-based Online Learning Management System - Classroom+ and our strong dedication towards shaping the future of our students, we ensure our students that nothing can affect their future career. Learning smart at PIBM continues with our Online Learning Model through Online Virtual Classroom Sessions integrated with real-time Faculty-Student interactions, Learning Content in the form of Videos, PPTs, and DOCs shared online with 24x7 access from anywhere, & online assessments like Assignments, Quizzes, and Case-Studies with real-time feedback.



## WHAT MAKES PIBM UNIQUE?

Since the foundation, PIBM has always worked towards the betterment of the students and focusing on training and developing the students thus creating the leaders of tomorrow.

Our mission is to create Industry ready Management Professionals having confident, sharp & intelligent personalities. Our advanced training techniques have enabled us to train fresh minds in a way that they can Experience Learning rather than just memorizing things and passing exams.

At PIBM, we believe more in practical exposure rather than classroom teaching. Our training



pedagogies ensure a **360-degree learning and** training method focusing on strong Competencies Development that empowers the students with Advanced Skills, Rich Domain Knowledge and Strong Corporate Insights.

Starting from Experiential Learning and Profile and Sector specific training to Corporate Exposure through Internships and Live Projects, PIBM ensures overall and holistic development of the students which includes both body and mind.

Our vast industry tie-ups enables us to analyse any imminent global crisis or forthcoming changes in the industries beforehand and be prepared to face the challenges by upgrading our training pedagogy, teaching modes and more, ensuring no harm is caused to the future career of our students. Recent challenges have forced many industries to change the way they work, update their processes & adapt new technologies to operate their businesses. Our industry tie-ups enable us to analyse and regularly update our Training Mode and Curriculum to align the outputs better with the future industry requirements, which in turn always keeps the PIBM students ahead at any curve. During any global challenges or crisis, while the world is planning their next move, PIBM students are already getting ready to lead the future of business management.



# WHY CORPORATES PREFER PIBM?

## WE KEEP PACE WITH THE CHANGE

PIBM understands how quickly the Corporate Landscape is changing with Industries, Demands, and Skilled Workforce. We at PIBM are keeping up with this pace by continuously evolving our training pedagogies to provide students with **cross-functional expertise in all profiles & domains**. Through Continuous Innovation & Research Projects, PIBM Students are given exposure to how the companies are changing and creating innovative solutions to most complex business problems. The business environment is changing rapidly,

but digitalization accelerated this change. The **traditional Job descriptions are changing and new roles are coming** in the field of **Digital Marketing, Business Analytics, Big Data** and more, which will make Business environment more resilient for the future. PIBM students are trained to become a one-stop solution in form of smart Cross-Functional Managers with **knowledge on upcoming business trends & tools such as Analytics, Artificial Intelligence (AI), Python, R, SPSS, Bloomberg, Six Sigma and many more.**



Mr. C P Gurnani  
CEO & MD  
Tech Mahindra

## WE UNDERSTAND YOUR NEED

PIBM's training DNA is developed on the concept of **"Outcome & Competency-Based Learning"**. We focus on training our students by building their **Logic & Skills for meeting the precise demands of the Industry by mapping the knowledge & competency with the Job Profiles.**

## OUR STUDENTS UNDERSTAND INDUSTRIES

PIBM's training pedagogies - SCPS© (Sector - Company - Product/Service), Comparative Analysis & Experiential Learning ensures that students get intensive exposure to diverse Sectors & Domains through continuous Industry Interactions, Projects, and Visits. The business environment is **changing very rapidly and every**

sector is becoming technology oriented which led to the emergence of new sectors. PIBM provides updated training to their students which is aligned with the requirements of the emerging sectors such as EduTech, FinTech, HealthTech, AgriTech, E-Commerce and many more.

## COMPREHENSIVE CURRICULUM

At PIBM, we have ensured to make the Training Curriculum comprehensive by introducing specialized training courses on Industries' most sought profiles & domains such as Business Analytics, Commercial Credit, Equity Research, Investment Banking, Channel Sales, Retail Management, Business Analysis, Digital Marketing, Consulting, HR Analytics etc. PIBM Students are trained to become smart Management Professionals by imbibing multi-domain knowledge making them Industry ready. The focus of PIBM's Management Programs is to not only equip the students with advanced knowledge of Business Management & Corporate World but also to shape their personalities through rigorous training on improving Communication, Presentation, IT skills & building overall Confidence.

## BRAVE LEADERS & EFFICIENT MANAGERS WITH CONFIDENT PERSONALITIES

We are proud of our students who stand out in the crowd as they are not only equipped with Business Concepts but also the right attitude, aptitude, communication skills and personality which are required to become a successful manager of tomorrow. Strong Ethics & Value System is imbibed into the minds of PIBM Students which leads to shaping up innovative minds which are capable of facing hardships in both personal & professional life and have a sense of Ownership & Accountability towards assigned tasks.



# WHY STUDENTS PREFER PIBM?

Since its inception, Pune Institute of Business Management has grown into one of the most preferred destinations for students seeking advanced Management Education. The recent challenges have changed the dynamics of the corporate world. This change has come up with new job roles, new profiles, new skill sets and all together a new corporate world. **At PIBM, the students are trained with a unique pedagogy aligned with the industry trends and requirements.** The advanced training techniques developed at PIBM has enabled the transformation of

students into industry-ready Management Professionals having confident, sharp, and intelligent personalities. Even during this tough situation, learning never stopped at PIBM. We came up with the upgraded training techniques, and gave hands-on experience on the upcoming job profiles readying the students for the new corporate world. We train our students for the highly demanded job profiles in the **field of Digital Marketing, Business Analytics, Big Data and many more.**

## LEARNING WHAT INDUSTRY DEMANDS

PIBM over the years has developed advanced Training Pedagogies & curriculum where you as a student will be trained to build the knowledge & skills which are required in Industries to efficiently perform your job and excel in your career. You will be undergoing rigorous training on Job profiles of various domains based on the specific skills in Job Descriptions.

## LEARNING WITH EXPERTS

PIBM gives you a **perfect opportunity** to learn Business from the experienced **Faculty members and Corporate Heads**. Your learning will go beyond the classrooms as you will get the opportunity to work **with them alongside Research & Projects while building your Business Management knowledge & expertise.**

## LEARNING IN PRACTICE

It's one thing to learn theory from lectures and textbooks, it's something else entirely to learn:

- How to make complex business decisions?
- How to analyze conflicting data?

- How to design strategies & models?
- How to implement them in real life scenarios?
- How to interact with Top Management?
- How to defend your decisions among peers?

PIBM follows the concept of **Learning-by-Doing** where you will be put to learn the **practical application of Business Management theories by working with Companies on live business projects.**

## LEARNING WITH THE HELP OF BEST RESOURCES & TOOLS

PIBM provides you with the right resources & learning tools to **enhance your employability and boost your Management Career** by providing you **Bloomberg Terminal, Ace Analyser, Certifications (ERP Modules, Six Sigma - Green Belt, MS Project), well equipped Library with Management Journals, Books, Case Studies, etc.**

## LEARNING TO BE CONFIDENT

**Being Confident is the foundation of a Successful Career in Corporate World.** PIBM helps you in building this strong foundation through **continuous evaluation & feedback, aptitude & communication skill development training, regular practice on GD/PI, Business Etiquette training, and building sharp mind & active body through Gym, Aerobics, Yoga, Sports & Hobby building.**

## LEARNING IN BEST ENVIRONMENT

Pune, also known as Oxford of East, being the hub of Manufacturing, Automotive, IT sector, etc. and having many other Top companies' headquarters, is one of the most sought destinations for pursuing Management Education. PIBM itself is situated in the calm & serene surroundings on the outskirts of Pune with Industrial Area in vicinity gives you the perfect environment to master the Business Management education.

## LEARNING NEVER STOPS @ PIBM

Due to the pandemic COVID-19, the world has come to a standstill but at PIBM learning never stopped. PIBM adopted new training methods to train its students for the upcoming job roles in different sectors. At PIBM student's career is always a priority therefore even in this pandemic situation PIBM provided summer internships to each and every student.



The Learning Journey of  
**A PIBM**  
**STUDENT**



**STUDENT JOINS PIBM**



Exclusive approach to provide orientation for Management Studies

**START OF SEMESTER 3**



**START OF SEMESTER 4**



- Aptitude Skills - Quantitative, Verbal, Logical
- 50+ Mock GDs
- 100+ Mock PIs with Corporate Leaders



Training on Aptitude & Communication



Presentation skills development



Mock GDs & PIs for Confidence Building



Corporate Interactions and Events



Live Projects



Industrial Visits

## START OF SEMESTER 1

Students receive a first hand experience of the Corporate World and understand how an organization works

### Domain, Communication & Aptitude Training

Students start receiving training on all domains

### Presentations, Case Studies & Assignments

Students start receiving domain based assignments, case studies and presentations

### Final Examination Semester 1

350+ companies to select students for a month-long internship  
**Winter Internship Program (45 Days)**

## START OF SEMESTER 2

### Final Examination Semester 2

### Final Examination Semester 2

### GLORY - Annual Fest

### Domain Specific Training

Advanced training focused on the domains based on selected specializations

### WIP Presentation

Presentation of WIP learnings and experiences in front of faculty members, mentors, & corporate trainers

### Choosing a Specialization

### Final Examination Semester 4

## CONVOCAATION CEREMONY

Apart from the Annual Corporate Events, PIBM also offers 150+ Sector Specific Conclaves, Individual leadership seminars such as Omnikart (FMCG), Microtom (SME), Estate Ground (Real Estate), Techniche (IT & ITes), Virtual Leadership Series, and many more to provide the PIBM students with extensive corporate exposure.



# OUR CORE VALUES

## CONTINUAL IMPROVEMENT

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-  
Consciously identifying gaps and deficiencies in the processes and improving them to build more robust systems. Raising benchmarks of performance continually

## HOLISTIC STUDENT DEVELOPMENT

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Building Content, Confidence and Communication in students for developing strong employment ability in them. Building entrepreneurs and intra-preneurs of tomorrow

## SUSTAINABLE GROWTH

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-  
Developing robust process orientation and digitizing processes for sustainable growth

## TRANSPARENCY & EMPOWERMENT

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Building an empowered and transparent culture giving equal and fair opportunities to all employees

# OUR INSPIRATION

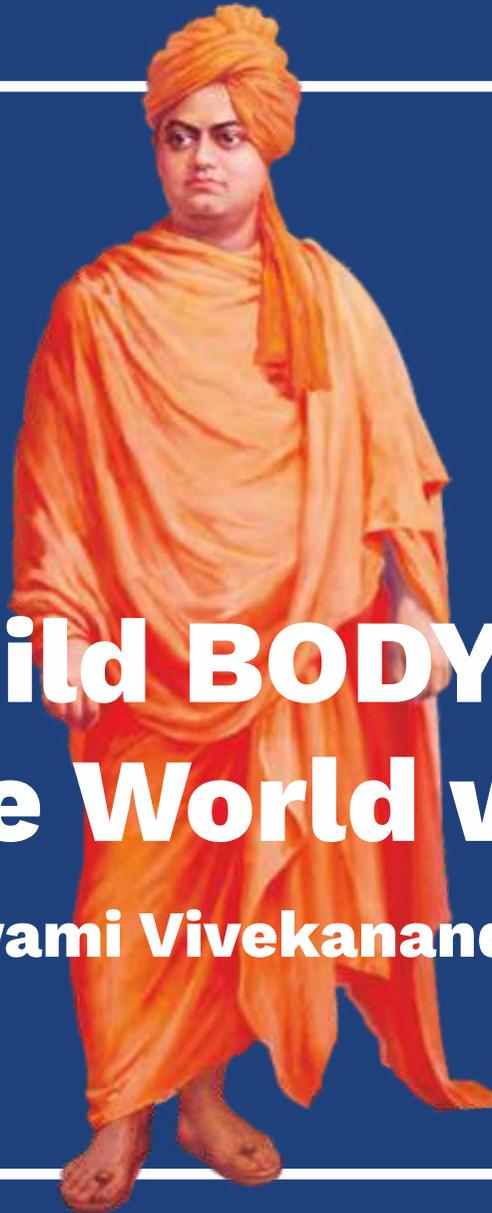
Arise, Awake and Stop not Until  
the Goal is Reached.

- Swami Vivekananda Ji

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Since the inception of PIBM, we have been inspired by the motivational teachings of Shri. Swami Vivekananda Ji. We believe in his philosophy that by "Building Concentration of Mind we can build a strong, sharp and confident personality of a human being". Following his wonderful philosophies, PIBM has evolved into a finest Institution where the whole objective is to make our students Confident & Intelligent and develop them holistically to face any challenge of the world.

Further we also believe that infinite faith, infinite zeal, infinite courage & patience are the only conditions of success. What we want is vigour in the blood, strength in the nerves, iron muscles and nerves of steel.



## OUR VISION

Pune Institute of Business Management strives to skill the youth of our country as well as whole of Asia & the World to make them employable so that they can either

JOIN A COMPANY  
OR

START THEIR OWN COMPANY THEREBY CREATING MORE JOBS

We want to achieve global identity through our innovative and unconventional methods and efforts for the betterment of the community by producing skilled workforce with values, dynamism and entrepreneurial skills. Our vision is to become the hallmark of

**Build BODY & MIND TOGETHER, &  
the World will be at YOUR FEET.**

**- Swami Vivekananda Ji**

## OUR MISSION

We endeavour to become the finest Institute in Management Education where equal emphasis is laid upon both personal and academic development. Our aim is to create role models that can play a pivotal role in shaping our society as they climb the corporate ladder. Our mission is to develop action oriented leaders of extraordinary tenacity and stamina to make things happen as they should be.



## CHAIRMAN'S MESSAGE

The vision of the institute is that “Every student passing out from the institute must contribute to the economy of India & the world by becoming a business leader - either by joining to lead a company or becoming a successful entrepreneur creating employment”, entail students undergo character and personality building program. As an institute focusing on providing quality education, we believe in setting up unique training methodologies which gears towards competency and confidence building in the students which in turn increases Employability. We believe in building management careers on a solid foundation of Practical & Experience based learning rather than just Classroom Theories. We follow a very simple yet standardized process of training our students where we build Logic and Skills.

Mr. Raman Preet  
**Founder & Chairman**  
**PIBM Group of Institutes**

# BUILDING LOGIC

For building the perfect logic for understanding Business Management, we have introduced a unique SCPS training model where Faculty and Corporate experts train students with the application of Management concepts to various Sectors, Companies and their respective Products or Services.

Case Studies are conducted for each concept to understand the practical applications of Business Theories. It is of utmost importance to build the Business Environment in the classroom to simulate the practical application of Business Management concepts. So, the training process is furthered by experiential learning where Corporate Heads from specific domains train students on how to apply the business theories and formulate financial models, sales strategies, PMS structures and

# BUILDING SKILLS

Students then get to **implement their strategies & models developed during training process at various companies especially those where processes are not implemented yet**, during their multiple stints through **Live Business Projects & Internships**.

Sector understanding enhances student's macro knowledge of industry and strategic thinking while understanding micro specific details about product/service would make them perfect business executor. So, **PIBM students have a perfect blend of forming business strategy and executing them efficiently and effectively**.

We majorly focus on **developing the concentration of mind which increases the willpower**. Students with this increased concentration and will power, grasps the knowledge and facts quickly and easily. With the training provided and developed skills and concentration, PIBM students achieve their goals. Students spend their time with Mentors who are corporate heads and senior faculty, discussing doubts and problems they have. In addition to the academic and intellectual input, adequate stress is laid in inculcating the traits of leadership and team spirit in order to facilitate students to realize their full potential. At PIBM, Quality speaks for itself. Every student of **PIBM stands out in the crowd** as they are not only equipped with Business Concepts but also the **right attitude, competencies, aptitude, communication skills and personality**.

# DIRECTOR'S MESSAGE

PIBM's mission is to provide opportunities to all aspiring youngsters from various parts of the country, who are considered to be potentially good candidates by their academic track record but lack exposure to learn and train in management discipline. We convert these individuals into first rate professionals in two years Post Graduate Program in Management in terms of Domain Knowledge, Aptitude, Analytical skills, Self Confidence, Positive Attitude, Soft Skills & Communication Skills. These individuals who are otherwise talented and are trainable to assume a significant role in the management profession are our intake and raw material. In nutshell **our mission is to provide opportunities and support our students to enable them to realise their ambition to join various management professions and achieve their dream of a managerial career.**

Our procedures, systems, pedagogy, faculty and infrastructure is totally geared towards achieving our mission. There is a high degree of students' participation in running the institution in its all activities along with the faculty and the staff. **Advanced training pedagogies are followed at PIBM to teach and train our students, make them industry focussed** where every student gets exposure to Companies from different sectors in terms of classroom teaching and practical exposure through Summer Internship Program, Winter Internship Program, Project work, Industry visit etc. Every weekend is dedicated to Corporate Heads from various companies of different sectors who spend the whole day with the



Dr. Bharat Bhushan Singh  
Director  
PIBM Group of Institutes

students for experience sharing and training.

We provide our students with exposure to Bloomberg Terminal to get real time updates with sectoral information on a continuous basis besides certification programs through Oracle, People-Soft, Siebel, MS Project, Advance Excel and on Business Analytics such as R, Tableau, Qlikview. Hence we are committed towards our students' development, growth & excellent training in order to cater the growing demands of the industry. Our **mission is to create corporate leaders with the best faculties from the academic and corporate world.** And so, our efforts will continue to achieve greater success through Quality of Teaching and Training in a highly competitive and changing environment.

# DEAN'S MESSAGE

We believe the world has changed. Today's innovation is tomorrow's history. **Disruption is the new normal.** We don't believe the skills that our education system has imbibed in our students are relevant today.

PIBM is in the forefront of delivering an **experiential learning experience that is contemporary and leading edge.** Our education philosophy is based on **three pillars of innovation mindset, holistic leadership and technology skills.**

Research showed that more than 50% of the fortune 500 companies, prior to 2000, ceased to exist today. They simply couldn't keep up with the changing times or they lacked vision. PIBM has adopted all the modern methods of making our students creative. In order to build an innovative mindset our students undertake **Systematic Inventive Thinking projects, Design Thinking exercises, Psycho Aesthetic designs and Concept Mapping activities.**

Corporate Governance has become the root cause of many business failures and economic recessions. We as educationists have a big role to play in developing students into holistic leaders. **At PIBM we believe in the development of body, mind, character and values into their leadership.** Our students are also imbibed with thought leadership skills to influence the world of tomorrow.



Mr. B. Basumatary  
Dean  
Academics & Digital Content

Every course at PIBM challenges our students in **developing new technology skills.** From **Big Data Analytics to Machine Learning, from Cloud computing to Mobility and from Digital Marketing to User Experience Interaction Design** we have it all.

Today our students are working in leading organisations in many **emerging roles like Analytics, Data Science and Digital Strategist.**

Our **innovative pedagogy,** which includes **analytics, visual thinking, digital media, productivity tools, gamification and critical thinking,** makes our students entrepreneurial, tech savvy and agile.

Most of the job roles which will come after 10 years are non-existent today. Today we don't know anything about them. But we know for sure **our students will be ready.**



## CHAIRPERSON

MR. RAMAN PREET  
Founder & Chairman  
PIBM Group of Institutes

## ADVISORY BOARD

PIBM's mission is to become the finest Institute in Management Education where equal emphasis is laid upon both personal and academic development. And as we continue to grow, our Advisory Board provides strategic advice to PIBM's management on how to shape and develop our strategy for the global learning community. Each Advisory Board member brings a unique mix of expertise, knowledge and ideas that help the Institute explore new training methodologies, extensive research projects, productive & quantitative methods for the institute and make the best decisions for its students.

## STRATEGIC ADVISOR



PROF. A K JAIN  
Faculty at IIM,  
Ahmedabad



PROF. JAHAR SAHA  
Former Director & Professor  
at IIM, Ahmedabad

## FINANCE

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Dr. Neeraj Amarnani  
Academic Subject Matter Expert  
Finance Professor  
Goa Institute of Management

Mr. Souvik Sengupta  
Industry Subject Matter Expert  
Partner  
Protium

Mr. Neeraj Madhekar  
Industry Subject Matter Expert  
President & Zonal Head - Yes Bank

Dr. Umesh Mahtani  
Academic Subject Matter Expert  
Finance Professor  
Goa Institute of Management

Mr. Prabhakar A.K  
Industry Subject Matter Expert  
Head of Research  
IDBI Capital

Mr. Vijay Vishnav  
Industry Subject Matter Expert  
Chief Financial Officer  
Rajasthan Royals

Dr. K S Ranjani  
Academic Subject Matter Expert  
Finance Professor  
NITIE, Finance and Accounting

Mr. Manish Singhania  
Industry Subject Matter Expert;  
Senior Vice President  
Kalpataru Power Transmission Limited

Mr. Karan Malhotra  
Industry Subject Matter Expert  
Sr. VP  
Cians Analytics

Mr. Manish Desai  
Industry Subject Matter Expert  
Head of Corporate Finance – Voltas Ltd.

Dr. A P Rao  
Academic Subject Matter Expert  
Ex VP  
Kinetic Motors

Dr. Deepak Tandon  
Academic Subject Matter Expert  
Finance Professor  
IMI Delhi

Mr. Ashok Kumar  
Industry Subject Matter Expert

Senior Vice President  
Marsh India

## MARKETING

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Mr. Priyan Nayar  
Head Application Delivery  
Bestseller  
Future Lifestyle Fashion Ltd

Mr. Jitendra Singh  
Industry Subject Matter Expert  
Chief Sales & Marketing  
Leadec Services

Mr. Vishal Gupta  
Industry Subject Matter Expert  
Commercial Director  
Borges India

Mr. Diniar Patel  
Industry Subject Matter Expert  
Chief Editor  
Times of India

Dr. Gordhan K Saini  
Academic Subject Matter Expert  
Assistant Professor-Marketing  
TISS

Mr. Manish Rohtagi  
Industry Subject Matter Expert

Chief Executive Officer  
Lontor Hi-Tech Development Co. Ltd.

Dr. Neeraj Pandey  
Academic Subject Matter Expert  
Assistant Professor  
NITIE

Dr. Asit K Barma  
Academic Subject Matter Expert  
Director and Professor  
Bharathidasan Institute of Management

Mr. Arijit Dutta  
Industry Subject Matter Expert  
Executive Director  
Mesha Energy & Solutions Pvt Ltd

## HUMAN RESOURCE

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Dr. Rajasshrie Pillai  
Academic Subject Matter Expert

Mr. Rajesh Singh  
Industry Subject Matter Expert  
CHRO  
KPIT

Mr. M. V. S. Murthy

Industry Subject Matter Expert  
CPO  
Future Group HR Analytics

Mr. Deepak Gupta  
Industry Subject Matter Expert  
Ex. VP & Chief of HR - Karvy Group

Mr. Alok Narayan  
Industry Subject Matter Expert  
Executive TA head  
Quatro

Mr. Pramod Shah  
Industry Subject Matter Expert  
HR Business Head  
Tata Capital

Dr. Pranabesh Ray  
Academic Subject Matter Expert  
Associate Professor  
HR  
XLRI

Ms. Tulanihina  
Industry Subject Matter Expert  
Sr. VP HR  
IndusInd Bank

Dr. Sumi Jha  
Academic Subject Matter Expert

Assistant Professor  
HR  
NITIE

## IT & ANALYTICS

---

Mr. K. Sarvanan  
Academic Subject Matter Expert  
Analytics

Mr. Gaurav Hans  
Academic Subject Matter Expert-IT

Ms. Vandana Tope  
Industry Subject Matter Expert

Mr. A Kulkarni  
Industry Subject Matter Expert

## ALUMNI

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Alumni

Mr. Suvam Guha  
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# OUR COURSES

<b>PGDM</b> Approved by AICTE	<b>MBA</b> Affiliated to Savitribai Phule Pune University
<b>MBA Project Management</b> Affiliated to Savitribai Phule Pune University	<b>MBA FinTech</b> Affiliated to Savitribai Phule Pune University
<b>PGDM (Online)</b> Approved by AICTE	

Pune Institute of Business Management has developed **Advanced Industry Oriented Post Graduate Programs** which build a strong Business foundation through the curriculum which is Industry aligned and **Experiential Learning Oriented**. The focus of PIBM's PG programs is to not only equip the students with advanced knowledge of Business Management & Corporate World but also to shape their personalities through **rigorous training on improving Communication, Presentation, IT skills & building overall Confidence**. PIBM's PG programs are complemented by important Industry recognized Certifications equipping PIBM students with all the skills and tools for the corporate world. PIBM is offering following two years PG Courses in its Pune Campus.

## SPECIALIZATIONS

### FINANCE

At PIBM, students are given extensive exposure to analyzing various **Company's**

Financials, Perform Ratio Analysis, and Forecast the financials with an objective of making Buy/Sell Stock Investments using various tools like Bloomberg, Ace Analyzer, SAP - FICO, Advance Excel and many more. Students are then sent to implement various **Strategies & Models** developed during the training process at various companies especially those where processes are not implemented yet, during their multiple stints through **Live Business Projects & Internships**. PIBM offers various profiles in Finance like **Equity Research, Corporate Finance, Investment Banking, Commercial Credit, Finance Quality Management** and many more.

### MARKETING

Marketing students at PIBM are repeatedly subjected to comprehensive case studies and frequent lectures from experienced corporate personnel. **Students** are trained extensively in integral concepts tending to both B2B and B2C businesses like **Brand Management, Pricing, Analytics, and Product Marketing Management among others**. Those choosing to specialize in Marketing, are offered **job profiles pertaining to Channel Management, Retail Management, Market Research, Digital Marketing, Media Sales, Pre Sales** and many more.

### HUMAN RESOURCES - HR

Student who opted for HR at PIBM have to undergo a number of **Case Studies, Live Projects & Internships, Role-Play Activities** and **Live Examples** to improve their **Innovative Project Leader Skills, Behaviors and Strategies for Recruiting Employees, Reducing Employee Turnover, Promoting Employee Development and Retaining a Talented, Decision Making Skills, Preparing various Job Descriptions, Writing JDs, Interview techniques and Intra-Organization Restructuring & Relocation**. Profiles that HR students at PIBM can choose from, includes **HR Analytics, Talent Acquisition, HR Business Partner, Compensation**

& Reward Management, Labour Law & Industry Relations, etc.

## BUSINESS ANALYTICS

PIBM trains students to become a successful Business Analytics professional with in-depth knowledge of Data Quality, Data Analytics, Statistical Methods and Data Visualization Models. Only available in the PGDM course, this specialization helps in making PIBM students capable to Analyze & Predict patterns and make informed business decisions across various domains. Students are given comprehensive training on various tools such as R, SPSS, Advanced Excel, Power-BI and various industry recognized software. Profiles offered to PIBM students in this field of specialization includes Management Consultant, Research Analyst, Data Scientist, Project Manager, Supply Chain Manager, etc.

## ANALYTICS

Students choosing the Analytics minor specialization are trained in Marketing Analytics, Finance Analytics and HR Analytics.

Through Marketing Analytics, students are trained to study data to evaluate the performance of any marketing activity. It enables them to understand

what drives consumer actions, refine the marketing campaigns and optimize their ROI by applying analytical processes to the data.

Students choosing Finance and Analytics are trained to create financial analysis to answer specific business questions and forecast possible future financial scenarios.

Students who opt for HR and Analytics are trained on HR Analytics, which involves gathering together, analyzing, and reporting HR data.

## FINTECH\*

At PIBM, students are given the opportunity to choose the most lucrative program according to their career goal. Acknowledging the ongoing FinTech revolution, PIBM has introduced a new MBA program in FinTech. This will provide the students with an in-depth understanding of every aspect of FinTech, along with detailed, strategic and hands-on training with various technologies such as API, Blockchain, Cloud Computing, AI, Machine Learning, IoT and RPA.

Students will be trained on experiential learning through Simulations, Case Studies, Data Analytics, Machine Learning and Financial Modelling techniques.

## PROJECT MANAGEMENT\*

PIBM, understanding the demand of smart and advanced project managers, has started a new course, MBA in Project Management. Students are prepared to make decisions strategically and decisively in real-world scenarios and develops leadership skills. This program trains the students to initiate, plan, execute, monitor, manage, and complete any projects efficiently and effectively.

The Students develop skills such as Leadership, Time & Cost Management, Problem-Solving, Communication, Strategic Thinking, and Risk Management.

## OPERATIONS

Any student specializing in Operations at PIBM are trained to understand and analyze how the Flow Rates, Bottlenecks and Inventory Levels affect the final product that is offered to consumers. Students are trained in various techniques for Increasing Productivity, Controlling Costs and Reducing Response Times.

Job profiles offered - Business Analyst, Technical Consultant, Community Manager, Anti-Fraud Manager, Procurement Manager, Quality Control Manager, Warehouse Manager and many more.



# PGDM CURRICULUM

## SEMESTER I

TOTAL CREDITS - 24

COMMON	L	T	P	C
Managerial Accounting	1	1	0	2
Organisation Behaviour - I	1	0	0	1
Business Statistics	2	1	0	3
Marketing Management - I	2	1	0	3
Financial Management - I	1	1	0	2
IT for Managers	1	1	0	2
Managerial Economics - I	2	1	0	3
Human Resource Management	2	1	0	3
Research Methodology	2	1	0	3
Business Communication - I	1	0	2	2
AUDIT COURSE - Aptitude Classes				
Winter Internship Program (Credits - 6)				

## SEMESTER II

TOTAL CREDITS - 28

COMMON	L	T	P	C
Operation Management	2	1	0	3
Managerial Economics - II	2	1	0	3
Marketing Management - II	2	1	0	3
Financial Management - II	2	1	0	3
Business Communication - II	1	0	2	2
Organisation Behaviour - II	1	1	0	2
Business Analytics - Elective - I	3	1	0	4
ELECTIVES				
Elective - II	3	1	0	4
Elective - III	3	1	0	4

## MARKETING

### List of Electives

- Sales & Negotiation Management
- Distribution Management
- Consumer Behaviour
- Market Research
- Rural Marketing
- E-commerce & Digital Marketing
- Business to Business Marketing
- Retail Management
- Marketing of Financial Services
- Marketing of Media
- Media and Branding

## BUSINESS ANALYTICS

### List of Electives

- Mathematical Foundations
- Statistical Machine Learning (Python Libraries - Data Science)
- Deep Learning (Python Libraries - Data Science)
- Time Series Analysis (Python Libraries - Mathematics)

## FINANCE

### List of Electives

- Security Analysis & Portfolio Management - I
- Cost & Management Accounting
- Commercial Credit - I
- Fixed Income Securities - I
- Project Finance & Financial Modeling - I
- Taxation (Direct & Indirect)
- Derivatives
- Equity Research - I

## OPERATIONS MANAGEMENT

### List of Electives

- Operations Research
- Total Quality Management
- Service Operations Management
- Project Management
- Supply Chain Management

## HUMAN RESOURCE

### List of Electives

- Training & Development
- Performance Management System Theory
- Performance Management System Practice
- Recruitment & Selection
- Labour Law
- RM & HRM
- Compensation & Benefits Theory
- Compensation & Benefits Practice

## IT & ITeS MANAGEMENT

### List of Electives

- Management Information System
- IT Enabled Service Operations Management
- Project Management
- AUDIT COURSE - Aptitude Classes
- Winter Internship Program (Credits - 6)
- Enterprise Resource Planning

## SEMESTER III

TOTAL CREDITS - 29

COMMON	L	T	P	C
Business Strategy	2	1	0	3
Capstone - I				2
<b>ELECTIVES</b>				
Elective - III	3	1	0	4
Elective - IV	3	1	0	4
Elective - V	3	1	0	4
Elective - VI	3	1	0	4
Elective - VII	3	1	0	4
Elective - VIII	3	1	0	4

## MARKETING

### List of Electives

- Pricing Management
- Brand & Product Management
- Services Marketing
- Integrated Marketing Communication
- Media
- Marketing Analytics
- Enterprise Resource Planning

## CURRICULUM

### FINANCE

#### List of Electives

- Advanced Financial Management
- SAPM - II
- Taxation
- International Finance
- Equity Research - II
- Commercial Credit - II
- Financial Modeling - II
- Fixed Income - II

### HUMAN RESOURCE

#### List of Electives

- HR Analytics
- Human Resources Information System
- Employee Relation
- Strategic HR
- Organizational Development
- Global HR

### BUSINESS ANALYTICS

#### List of Electives

- Text Analytics (Python Libraries - Data Science)
- Image Analytics (Python Libraries - Data Science)
- Big Data Analytics (Hadoop Stack, Python)
- Optimization (Mathematics)
- Supply Chain Analytics (Python Libraries - Data Science)
- Retail Analytics (Python Libraries - Data Science)

## OPERATIONS MANAGEMENT

### List of Electives

- Materials Management
- Maintenance Management
- Management Information System
- International Logistics
- Logistics Management
- Management of R & D and Innovation

## IT & ITeS MANAGEMENT

### List of Electives

- Pre-Sales and Bid & Commercial Management
- Business Process Re-engineering
- Business Intelligence
- Information Security
- AUDIT COURSE - Placement Preparation
- Service Management / Delivery
- Innovation through Information Technology

## SEMESTER IV

### TOTAL CREDITS - 14

COMMON		L	T	P	C
Enterprenuership Mangement		2	0	0	2
Indian Ethos and Business Ethics	2	0	0	2	
Business Law		2	0	0	2
Capstone Project - II		0	0	0	4

## ELECTIVES

Elective - X	2	0	0	2
Elective - XI	2	0	0	2

## MARKETING

### List of Electives

- Rural Marketing
- Cases in Marketing
- International Marketing

## FINANCE

### List of Electives

- Project Finance - II
- Mergers & Acquisitions
- Cases in Finance

## HUMAN RESOURCE

### List of Electives

- Talent Management - II
- Cases in HR

## OPERATIONS MANAGEMENT

### List of Electives

- Operations Strategy & Design
- World Class Manufacturing Practices

## BUSINESS ANALYTICS

### List of Electives

- HR Analytics (Python Libraries - Data Science)
- Marketing Analytics (Python Libraries - Data Science)
- Financial Analytics (Python Libraries - Data Science)

## IT & ITeS MANAGEMENT

### List of Electives

- Design for Extreme Affordability
- Internet Technology

AUDIT COURSE - Placement Preparation

# MBA CURRICULUM

## SEMESTER I

Code	Subjects
101	Managerial Accounting
102	Organisation Behaviour
103	Economics Analysis for Business
104	Business Research Methodology
105	Basics of Marketing
106	Digital Business
107	Management Fundamentals
108	Indian Economy
111	Legal Aspects of Business
113	Verbal Communication Lab
116	MS Excel
ENR2	Entrepreneurship- Managing Skills for MSMEs-Seminar
ENR23	Desk Research- Best Business Practices-Case study

Add-On course	Aptitude Training
Add-On course	Current Affairs

## CURRICULUM



## SEMESTER II

Code	Type	Subjects
201	Compulsory	Marketing Management
202	Compulsory	Financial Management
203	Compulsory	Human Resources Management
204	Compulsory	Operations & Supply Chain Management
207	Elective	Contemporary Frameworks in Management
208	Elective	Geopolitics & World Economic Systems
209	Elective	Start Up and New Venture Management
210	Elective	Qualitative Research Methods
211	Elective	Business, Government & Society
212	Elective	Business Process Re-engineering
213	Elective	Written Analysis and Communication Lab
214	Elective	Industry Analysis & Desk Research
215	Elective	Entrepreneurship Lab
216	Elective	SPSS

## MARKETING ELECTIVES

Code	Subjects	Credits
205 MKT	Marketing Research	3
206 MKT	Consumer Behaviour	3
217 MKT	Integrated Marketing Communications	2
218 MKT	Product & Brand Management	2
219 MKT	Personal Selling Lab	2
220 MKT	Digital Marketing - I	2
221 MKT	Marketing of Financial Services - I	2
222 MKT	Marketing of Luxury Products	2

## FINANCE ELECTIVES

Code	Subjects	Credits
205 FIN	Financial Markets and Banking Operations	3
206 FIN	Personal Financial Planning	3
217 FIN	Securities Analysis & Portfolio Management	2
218 FIN	Futures and Options	2
219 FIN	Direct Taxation	2
220 FIN	Financial Reporting	2
221 FIN	Retail Credit Management- Lending & Recovery	2
222 FIN	Banking Laws & Regulations	2

## HRM ELECTIVES

Code	Subjects	Credits
205 HRM	Competency Based Human Resource Management	3
206 HRM	Employee Relations & Labour Legislation	3

217 HRM	Labour Welfare	2
218 HRM	Lab in Recruitment and Selection	2
219 HRM	Learning and Development	2
220 HRM	Public Relations & Corporate Communications	2
221 HRM	HR Analytics	2
222 HRM	Conflict and Negotiation Management	2

ADD ON COURSE	Aptitude Training
ADD ON COURSE	Current Affairs

## SEMESTER III

Code	Type	Subjects
301	Compulsory	Strategic Management
302	Compulsory	Decision Science
303	Compulsory	Summer Internship Project
306	Elective	International Business Economics
307	Elective	International Business Environment
308	Elective	Project Management
309	Elective	Quality Management
310	Elective	Corporate Governance
311	Elective	Management of Non-profit organizations

## MARKETING ELECTIVES

Code	Subjects	Credits
304 MKT	Services Marketing	3
305 MKT	Sales & Distribution Management	3

312 MKT	Business to Business Marketing	2
313 MKT	International Marketing	2
314 MKT	Digital Marketing - II	2
315 MKT	Marketing of Financial Services - II	2
316 MKT	Marketing Analytics	2
317 MKT	Marketing of High Technology Products	2

### FINANCE ELECTIVES

Code	Subjects	Credits
304 FIN	Advanced Financial Management	3
305 FIN	International Finance	3
312 FIN	Behavioural Finance	2
313 FIN	Commodities Markets	2
314 FIN	Indirect Taxation	2
315 FIN	Corporate Financial Restructuring	2
316 FIN	Financial Modeling	2
317 FIN	Digital Banking	2
318 FIN	Treasury Management	2
319 FIN	Project Finance and Trade Finance	2
320 FIN	Insurance Laws & Regulations	2
321 FIN	Marine Insurance	2
322 FIN	Fire Insurance	2

### HRM ELECTIVES

Code	Subjects	Credits
304 HRM	Strategic Human Resource Management 3	
305 HRM	HR Operations	3

312 HRM	Talent Management	2
313 HRM	Psychometric Testing and Assessment	2
314 HRM	HR Perspectives in Mergers and Acquisition	2
315 HRM	International HR	2
316 HRM	Mentoring and Coaching	2
317 HRM	Compensation and Reward Management 2	

ADD ON COURSE                      Aptitude Training

ADD ON COURSE                      Current Affairs

### SEMESTER IV

Code	Type	Subjects
301	Compulsory	Enterprise Performance Management
302	Compulsory	Indian Ethos & Business Ethics
405	Elective	Global Strategic Management
406	Elective	Competing in Global Markets
407	Elective	Cyber Laws
408	Elective	CSR & Sustainability

### MARKETING ELECTIVES

Code	Subjects	Credits
304 MKT	Marketing 4.0	3
305 MKT	Marketing Strategy	3
409 MKT	Customer Relationship Management	2
410 MKT	Rural & Agriculture Marketing	2
411 MKT	Tourism & Hospitality Marketing	2
412 MKT	Retail Marketing	2

413 MKT	Retailing Analytics	2
414 MKT	Marketing to Emerging Markets & Bottom of the Pyramid	2

## FINANCE ELECTIVES

Code	Subjects	Credits
403 FIN	Financial Laws	3
404 FIN	Current Trends & Cases in Finance	3
409 FIN	Fixed Income Securities	2
410 FIN	Business Valuation	2
411 FIN	Risk Management	2
412 FIN	Strategic Cost Management	2
413 FIN	Rural and Micro Finance	2
414 FIN	Reinsurance	2
415 FIN	Agricultural Insurance	2

## HRM ELECTIVES

Code	Subjects	Credits
403 HRM	Organizational Diagnosis & Development	3
404 HRM	Current Trends & Cases in Human Resource Management	3
409 HRM	Labour Legislations	2
410 HRM	Designing HR Policies	2
411 HRM	Labour Costing	2
412 HRM	Best Practices in HRM	2

ADD ON COURSE                      Aptitude Training

ADD ON COURSE                      Current Affairs

# MBA PROJECT MANAGEMENT CURRICULUM

## GENERIC CORE

(GC) COURSES – 3 Credits Each

### SEMESTER I

Code	Subjects
GC – 01	Managerial Accounting
GC – 02	Organizational Behaviour
GC – 03	Economic Analysis for Business Decisions
GC – 04	Business Research Methods
GC – 05	Basics of Marketing
GC – 06	Digital Business

### SEMESTER II

Code	Subjects
GC – 07	Marketing Management
GC – 08	Financial Management
GC – 09	Human Resources Management
GC – 10	Operations & Supply Chain Management

## SEMESTER III

GC – 11	Strategic Management
GC – 12	Decision Science
GC – 13	Summer Internship Project*

## SEMESTER IV

GC – 14	Enterprise Performance Management
GC – 15	Indian Ethos & Business Ethics IV

## GENERIC ELECTIVES

### UNIVERSITY LEVEL

(GE – UL) COURSES – 2 Credits Each

### SEMESTER I

Any 3 courses to be selected from the following list in Semester I

Code	Subjects
GE - UL - 01	Management Fundamentals
GE - UL - 02	Indian Economy
GE - UL - 03	Entrepreneurship Development
GE - UL - 04	Essentials of Psychology for Managers
GE - UL - 05	Legal Aspects of Business
GE - UL - 06	Demand Analysis & Forecasting

## CURRICULUM

### SEMESTER II

Any 3 courses to be selected from the following list in Semester II

Code	Subjects
GE - UL - 07	Contemporary Frameworks in Management
GE - UL - 08	Geopolitics & World Economic Systems
GE - UL - 09	Start Up and New Venture Management
GE - UL - 10	Qualitative Research Methods
GE - UL - 11	Business, Government & Society
GE - UL - 12	Business Process Re-engineering

### SEMESTER III

Any 3 courses to be selected from the following list in Semester III

Code	Subjects
GE - UL - 13	International Business Economics
GE - UL - 14	International Business Environment
GE - UL - 15	Project Management
GE - UL - 16	Knowledge Management
GE - UL - 17	Corporate Governance
GE - UL - 18	Management of Non-profit organizations

## SEMESTER IV

Any 2 courses to be selected from the following list in Semester IV

Code	Subjects
GE - UL - 19	Global Strategic Management
GE - UL - 20	Technology Competition and Strategy
GE - UL - 21	Cyber Laws
GE - UL - 22	Corporate Social Responsibility & Sustainability

## GENERIC ELECTIVES

### INSTITUTE LEVEL

(GE – IL) COURSES – 2 Credits Each

## SEMESTER I

Maximum 3 courses to be selected from the following list in Semester I

Code	Subjects
GE - IL - 01	Verbal Communication Lab
GE - IL - 02	Enterprise Analysis & Desk Research
GE - IL - 03	Selling & Negotiation Skills Lab
GE - IL - 04	MS Excel
GE - IL - 05	Business Systems & Procedures
GE – IL - 06	Managing Innovation
GE – IL - 07	Foreign Language – I

## SEMESTER II

Maximum 3 courses to be selected from the following list in Semester II

Code	Subjects
GE – IL - 08	Written Analysis and Communication Lab
GE – IL - 09	Industry Analysis & Desk Research
GE – IL - 10	Entrepreneurship Lab
GE – IL - 11	SPSS
GE – IL - 12	Foreign Language – II

## SUBJECT CORE (SC) COURSES

3 Credits Each, 100 Marks - 50 Marks CCE, 50 Marks ESE

## SEMESTER II

Maximum 3 courses to be selected from the following list in Semester II

Code	Subjects
PRJ SC-PRJ-01	Fundamentals of Project Management
PRJ SC-PRJ-02	Tools and Techniques in Project Management

## SEMESTER III

Code	Subjects
PRJ SC-PRJ-03	Project Estimating, Cost and Risk Management
PRJ SC-PRJ-04	Project Management, Execution and Monitoring

## SEMESTER IV

Code	Subjects
PRJSC-PRJ-05	Procurements and Contract Management in Projects
PRJSC-PRJ-06	Governance, Continuity and Ethics in Project Management

## SUBJECT ELECTIVE (SE - IL) COURSES

2 Credits Each, 50 Marks CCE, 00 Marks ESE

### SEMESTER II

Maximum 2 courses to be selected from the following list in Semester II

Code	Subjects
PRJSE-IL-PRJ-01	Software Project Management
PRJSE-IL-PRJ-02	Project Management in Manufacturing
PRJSE-IL-PRJ-03	Project Performance Measurement and Evaluation
PRJSE-IL-PRJ-04	Ideation and Project Planning
PRJSE-IL-PRJ-05	MS Projects/Jira/ Advanced Excel
PRJSE-IL-PRJ-06	Change Management in Project Management
PRJSE-IL-PRJ-07	Theory of Constraints
PRJSE-IL-PRJ-08	Design Thinking
PRJSE-IL-PRJ-09	Business Model Canvas
PRJSE-IL-PRJ-10	Purchasing and Contracting for Project

### SEMESTER III

Maximum 3 courses to be selected from the following list in Semester III

Code	Subjects
PRJSE-IL-PRJ-11	IT, ITeS service project management
PRJSE-IL-PRJ-12	Infrastructural Project Management
PRJSE-IL-PRJ-13	Social Projects
PRJSE-IL-PRJ-14	Marketing and Branding of Projects
PRJSE-IL-PRJ-15	Digital Trends in Project Management
PRJSE-IL-PRJ-16	Virtual Team Management
PRJSE-IL-PRJ-17	Project Quality Management

### SEMESTER IV

Maximum 2 courses to be selected from the following list in Semester IV

Code	Subjects
PRJSE-IL-PRJ-18	Agile Project Management
PRJSE-IL-PRJ-19	Analytics in Project Management
PRJSE-IL-PRJ-20	Lean Management
PRJSE-IL-PRJ-21	Value Engineering
PRJSE-IL-PRJ-22	PMO- Project Management Office
PRJSE-IL-PRJ-23	CAPM/ Agile/CCPM

# MBA IN FINTECH CURRICULUM

## SEMESTER I

### COMPULSORY GENERIC CORE COURSE

Code		L	T	P	C
102	Managerial Accounting	2	1	1	3
102	Organisation Behaviour - I	1	1	1	3
103	Economic Analysis for Business Decisions	2	1	1	3
104	Business Research Methods	2	1	1	3
105	Basics of Marketing	1	1	1	3
106	Digital Business	1	1	1	3

### ELECTIVES - UNIVERSITY LEVEL

Code		L	T	P	C
107	Management Fundamentals	2	0	0	2
108	Indian Economy	2	0	0	2
109	Entrepreneurship Development	2	0	0	2
110	Essentials of Psychology for Managers	2	0	0	2
111	Legal Aspects of Business	2	0	0	2
112	Demand Analysis and Forecasting2	0	0	2	

### ELECTIVES - INSTITUTE LEVEL

Code		L	T	P	C
113	Verbal Communication Lab	0	3	1	2
114	Enterprise Analysis - Desk Research	0	3	1	2
115	Selling & Negotiations Skills Lab	0	3	1	2
116	MS Excel	0	3	1	2
117	Business Systems and Procedures	0	3	1	2
118	Managing Innovation	0	3	1	2
109	Foreign Language I	0	3	1	2

## SEMESTER II

### COMPULSORY GENERIC CORE COURSE

Code		L	T	P	C
201	Marketing Management	2	1	1	3
202	Financial Management	1	1	1	3
203	Human Resource Management	2	1	1	3
204	Operations & Supply Chain Management	2	1	1	3

### ELECTIVES - UNIVERSITY LEVEL

Code		L	T	P	C
207	Contemporary Frameworks in Management	0	3	1	2
208	Geopolitics & World Economic Systems	0	3	1	2
209	Start Up and New Venture Management	0	3	1	2

210	Qualitative Research Methods	0	3	1	2
211	Business, Government & Society	0	3	1	2
212	Business Process Reengineering	0	3	1	2

### ELECTIVES - INSTITUTE LEVEL

Code		L	T	P	C
213	Written Analysis and Communication Lab	0	3	1	2
214	Industry Analysis - Desk Research 0	3	1	2	
215	Entrepreneurship Lab	0	3	1	2
216	SPSS	0	3	1	2
217	Foreign Language II	0	3	1	2

### SUBJECT CORE/SUBJECT ELECTIVE - FINTECH

Code		L	T	P	C
205 FINTECH	Financial Markets & Banking Operations	2	1	1	3
206 FINTECH	Basic R Programming in Fintech Management 2	1	1	3	
217 FINTECH	Introduction to Fintech	2	1	1	2
218 FINTECH	Fundamental & Technical Analysis	0	3	1	2
219 FINTECH	Business Valuation	2	0	0	2
220 FINTECH	Budgetary Control & Variance Analysis Using Spreadsheets	2	1	1	2

## SEMESTER III

### COMPULSORY GENERIC CORE COURSE

Code		L	T	P	C
301	Strategic Management	2	1	1	3
302	Organisation Behaviour -I	1	1	1	3

### ELECTIVES - UNIVERSITY LEVEL

Code		L	T	P	C
107	International Business Economics	2	0	0	2
108	International Business Environment	2	0	0	2
109	Project Management	2	0	0	2
110	Knowledge Management	2	0	0	2
111	Corporate Governance	2	0	0	2
112	Management of Non-profit organizations	2	0	0	2

### SUBJECT CORE/SUBJECT ELECTIVE - FINTECH

Code	Type		L	T	P	C
304	Core	Global Financial Markets2	1	1	3	
305	Core	Financial Modeling with Excel	1	1	2	3
312	Elective	Blockchain & ITs Applications	1	0	0	2
313	Elective	Financial Risk Analysis	1	0	0	2
314	Elective	Algorithmic Trading	1	1	1	2
315	Elective	Digital Banking	1	0	0	2
316	Elective	Personal Finance and Wealth Management	1	0	0	2
317	Elective	Fintech Regulation & Ethics	1	0	0	2

## SEMESTER IV

### COMPULSORY GENERIC CORE COURSE

Code		L	T	P	C
401	Enterprise Performance Management	2	1	1	3
402	Indian Ethos & Business Ethics	1	1	1	3

### ELECTIVES - UNIVERSITY LEVEL

Code		L	T	P	C
107	Global Strategic Management	2	0	0	2
108	Technology Competition and Strategy	2	0	0	2
109	Cyber Laws	2	0	0	2
110	Corporate Social Responsibility & Sustainability	2	0	0	2

### SUBJECT CORE/SUBJECT ELECTIVE - FINTECH

Code	Type		L	T	P	C
403	Core	Financial Reporting & Analysis	2	1	1	3
404	Core	Current Trends in Fintech	2	1	1	3
418	Elective	Entrepreneurship in FinTech	2	0	0	2
419	Elective	Data Security for Fintech 1	0	1	2	
420	Elective	Financial Analytics	1	0	1	2
421	Elective	Digital Payment Systems	1	0	1	2



# OUR TRAINERS

At PIBM you will gain knowledge from some of the world's leading business thinkers. The 150+ members of training team, all well-known and highly respected in their respective academic & corporate fraternities, are really what distinguish PIBM from the other business schools. The training team includes professors drawn from all management disciplines with rich teaching and industrial experience. This enables students to learn both business theory and applications giving PIBM an edge over other institutes.

Many of these trainers are visiting faculty members in other reputed institutes such as Wharton, Harvard, IIMs, etc. Similarly many of them are CEOs, CFOs and VPs in various organizations.

PIBM's faculty members bring a vast range of expertise to the classroom, which is essential for preparing students to succeed in today's complex business world. The diverse backgrounds of the faculty enable them to provide a unique and well-rounded perspective on business management and leadership. The faculty members at PIBM are not only experts in their respective fields, but they are also passionate about imparting knowledge to the next generation of business leaders.

Overall, PIBM's faculty members, their expertise, and their commitment to providing an excellent education, coupled with the institute's focus on practical learning and personal growth, make PIBM an ideal choice for anyone looking to develop a successful career in business management and leadership.

## FINANCE

### PROF. SURESH SHANKAR KADAM

Dy. HOD - Finance  
5+ yrs Academic Experience  
9+ yrs Corporate Experience  
Subjects - Credit Appraisal and risk Management, Fintech, Financial Modeling, Project Finance

### PROF. A. P. RAO

Professor  
24+ yrs Academic Experience  
12+ yrs Corporate Experience  
Subjects - Accounting for Business Decision

### PROF. PRASAD BHAT

Assistant Professor  
14+ yrs Academic Experience  
6+ yrs Corporate Experience  
Subjects - Financial Management, Management Accounting, Income Tax, Security Analysis Portfolio Mgt., Corporate Laws

### DR. ABHISHEK SRIVASTAVA

Professor  
17+ yrs Academic Experience  
Subjects - Economics, International Business Environment

### CA GURPREET KAUR

Assistant Professor  
8+ yrs Academic Experience  
9+ yrs Corporate Experience  
Subjects - Taxation, IFRS, Accounting, Audit Matters

### CA NIKITA BACHHAWAT

Assistant Professor  
8+ yrs Academic Experience  
5+ yrs Corporate Experience  
Subjects - Accountancy, Economics, Commerce, M. Law, Business & Co. Law, Strategic Management, Quantitative Techniques

### PROF. PAVANDEEP

Associate Professor  
8+ yrs Academic Experience  
4+ yrs Corporate Experience  
Subjects - Rural Micro Finance & FMBO

### PROF. CHETAN KAMLESH GAWALI

Assistant Professor  
Subjects - Financial Management

### CA VIJAY RAJ AGARWALLA

Assistant Professor  
7+ yrs Corporate Experience  
Subjects - Corporate Finance, Accounting, Taxation, Audit &

Compliance

**CA YASH MEHTA**

Assistant Professor

1+ yrs Academic Experience

5+ yrs Corporate Experience

Subjects - International Tax, merger & Acquisition

**PROF. SURAJ KHANDEWAL**

Assistant Professor

3.5+ yrs Academic Experience

2.5+ yrs Corporate Experience

Subjects - Derivatives, Fixed Income, Financial Management, Alternative Investment, Equity Investments

**DR. SHIVAM KAKATI**

Assistant Professor

2+ yrs Academic Experience

Subjects - Finance, Accounting, Valuation

**CA DEEPALI SATISH AGRAWAL**

Assistant Professor

1+ yrs Corporate Experience

Subjects - Accounting, Financial Management, Taxation, Audit, Law

**CORPORATE MENTORS  
FINANCE DOMAIN**

**MR. MANISH DESAI**

Corporate Trainer

Head of Corporate Finance - Voltas Ltd.

28+ yrs. Corporate Exp.

Subjects - Corporate Finance & Analysis

of Financial Statements

**MR. RAVINDRAN MENON**

Corporate Trainer

34 yrs. Corporate Exp.

13+ yrs. Academics Exp.

Subjects - Banking & Financial Services, Financial Markets & Institutions

**MR. VIKAS BHAGWAT**

Corporate Trainer

Vice President

Axis Bank

28+ yrs. Corporate Exp.

Subjects - Retail & Rural Banking

**MR. SOUVIK SENGUPTA**

Corporate Trainer

Partner

Protium

28+ yrs. Corporate Experience

Subjects - Risk & Credit Management

**MR. KARAN MALHOTRA**

Corporate Trainer

Assistant Director - EY

28+ yrs. Corporate Exp.

Subjects - Investment Banking & Valuation

**MR. PRAKASH WAIKAR**

Corporate Trainer

CEO - Solapur Janata Sahakari Bank

26+ yrs. Corporate Exp.

Subjects - Banking & Commercial Credit

**MR. VIVEK DIVEKAR**

Company Secretary

Deepak Fertilizers

18+ yrs. Corporate Exp.

Subjects - Banking & Financial Services, Business Law, Accounting

**DR. D. V. SATHE**

Founder - D. V. Sathe & Co.

16+ yrs. Corporate Exp.

13+ yrs. Academics Exp.

Subjects - Taxation, Financial & Managerial Accounting

**MR. NEERAJ MADHEKAR**

Corporate Trainer

President and Zonal Head - Yes Bank

23+ yrs. Corporate Exp.

Subject - Commercial Banking

**MR. VISWANATHAN IYER**

Corporate Trainer

Founder & CEO - Charoite Carist

20+ yrs. Corporate Exp.

Subject - Commercial Credit

**MR. MANISH SINGHANIA**

Corporate Trainer

Senior Vice President

Kalpataru Power Transmission Limited

21+ yrs. Corporate Exp.  
Subject - Project Finance

### MR. VIJAY VISHNAV

Corporate Trainer  
Chief Financial Officer - Rajasthan Royals  
7+ yrs. Corporate Exp.  
Subject - Project Finance

### MR. PRABHAKAR A K

Corporate Trainer  
Head of Research - IDBI Capital  
26+ yrs. Corporate Exp.  
Subject - Equity Research

### MR. VINIT RAI

Corporate Trainer  
Executive Director - JM Financial  
25+ yrs. Corporate Exp.  
Subjects - Investment Banking & Equity Research

### MR. ZAKIR

Corporate Trainer  
Reliance Mutual Fund,  
Birla Mutual Fund, ACC Ltd.  
30+ yrs. Corporate Exp.  
Subjects - Taxation and Financial Planning

### MR. HARIT KAPOOR

Corporate Trainer  
Ex. Associate VP - Cians Analytics  
16+ yrs. Corporate Exp.

Subjects - Investment Banking & Valuation

### MR. DEEPAK TANDON

Finance Professor - IMI Delhi  
16+ yrs. Academic Exp.  
Subjects - Financial Accounting, Banking &  
Financial Services

### MR. SUBHASISH DAS

Corporate Trainer  
Regional Head - Pune & East - DCB Bank  
18+ yrs. Corporate Exp.  
Subject - Commercial Credit

### CA S. LAKSHMINARAYANAN

Corporate Trainer  
Founder  
Geni(e)us Academy  
17+ yrs. Corporate Exp.  
Subject - Finance Quality Management

### MR. RAJAT SINGHAL

Corporate Trainer  
Senior Associate - EY M&A  
5+ yrs. Corporate Exp.  
3+ yrs. Academics Exp.  
Subject - Corporate Finance

### MR. SHRIDHAR GOGTE

Corporate Trainer

VP Operations - Sicagen India Ltd.  
19+ yrs. Corporate Exp.  
Subject - Corporate Finance

### MR. YOGESHNA GAONKAR

Corporate Trainer  
Founder & CEO  
Rowan Capital Advisors LLP  
13+ yrs. Corporate Exp.  
Subject - Equity Research

### MR. DHAVAL VAKHARIA

Corporate Trainer  
Partner - SVND &  
Associates Charter Accountants  
15+ yrs. Corporate Exp.  
Subjects - Investment Banking &  
Wealth Management

### MR. DINESH YEOLE

Corporate Trainer  
Associate Director  
Daloopa Private Limited  
13+ yrs. Corporate Exp.  
Subjects - Equity Research

# MARKETING

## PROF. BIBHAS BASUMATARY

Dean Academics  
13+ yrs Academic Experience  
6+ yrs Corporate Experience  
Subjects - Digital Marketing / Ecommerce

## DR. BHARAT BHUSHAN SINGH

Director - PGDM  
14+ yrs Academic Experience  
16+ yrs Corporate Experience  
Subjects - Marketing & Strategic

## DR. RAMKRISHNA UTTAMRAO DIKKATWAR

Area Chair - Marketing  
15+ yrs Academic Experience  
4+ yrs Corporate Experience  
Subjects - B2B Marketing, Retail Management

## DR. RIDDHIMAN MUKHOPADHYAY

HOD - Marketing  
16+ yrs Academic Experience  
9+ yrs Corporate Experience  
Subjects - Sales and Distribution Management, Customer Relationship Management, Content Writing, Personal Selling

## DR. B NARESH

Assistant Director - Academic  
7.6+ yrs Academic Experience  
3+ yrs Corporate Experience  
Subjects - Marketing Analytics, Market Research, Digital Marketing, ECommerce and Marketing Analytics, SPSS Software

## PROF. PRANTOSH BANERJEE

Professor  
24+ yrs Academic Experience  
27+ yrs Corporate Experience  
Subjects - Market Research & Research Methodology

## DR. MANOJ GAJANAN GADRE

Professor  
11+ yrs Academic Experience  
21.5+ yrs Corporate Experience  
Subjects - Marketing Management, Operations & Supply Chain Management, Entrepreneurship Management, Basics of Marketing

## DR. VINAY BHATU NANDRE

Associate Professor  
18+ yrs Academic Experience  
2+ yrs Corporate Experience  
Subjects - Marketing Management

## DR. POORNA CHANDRA PRASAD ERRY

Associate Professor  
15+ yrs Academic Experience  
3+ yrs Corporate Experience  
Subjects - Marketing Management, B2B Marketing, MS Office

## DR. YACHNA RAMESH GHARDE

Associate Professor  
2+ yrs Academic Experience  
16+ yrs Corporate Experience  
Subjects - Digital Marketing

## DR RAJ KISHORE MISHRA

Associate Professor  
5+ yrs Academic Experience  
7+ yrs Corporate Experience  
Subjects - Retail Management, Brand Management, Inventory Management

## DR. NILESH TEJRAO KATE

Associate Professor  
11+ yrs Academic Experience  
3+ yrs Corporate Experience  
Subjects - Marketing Research and Marketing Analytics, Business Research Methods, Decision Science, Operations & Supply Chain Management

## PROF. ABHAY PATHAK

Assistant Professor  
4+ yrs Academic Experience  
27+ yrs Corporate Experience  
Subjects - Marketing, Indian Ethos & Business Ethics & Marketing Strategy

## PROF. DINIAR B PATEL

Assistant Professor  
23+ yrs Corporate Experience  
Subjects - Digital Marketing

## DR. PRAFULLA KUMAR PADHI

Assistant Professor  
12+ yrs Academic Experience  
10+ yrs Corporate Experience  
Subjects - Marketing Management, Sales and Distribution Management, Advertising and Sales Promotion, Service Marketing

### PROF. G PRAVIN KUMAR

Assistant Professor  
13.6+ yrs Academic Experience  
8+ yrs Corporate Experience  
Subjects - Sales and Distribution, Marketing Management, Marketing Strategy, Strategic Management

### DR. MAHENDRA NARAYAN MORE

Assistant Professor  
11+ yrs Academic Experience  
3+ yrs Corporate Experience  
Subjects - Marketing Management, B2B Marketing, Start-up and New Venture Management, Project Management

### DR. ABDUL ALIM KHAN

Assistant Professor  
15+ yrs Academic Experience  
Subjects - Marketing Management, Consumer behavior, Business Environment

### DR. JAY PRAKASH VERMA

Assistant Professor  
14+ yrs Academic Experience  
1+ yrs Corporate Experience  
Subjects - Sales & Distribution, Rural Marketing, Strategic Marketing

### DR. BHAVYADEEP BHATIA

Assistant Professor  
6+ yrs Academic Experience  
14+ yrs Corporate Experience  
Subjects - Digital Marketing

### DR. K. KALEESWARAN

Assistant Professor  
9+ yrs Academic Experience  
Subjects - Banking, Business Budgeting, Marketing, Business Management, Financial Accounting, Development of Entrepreneurship, Income Tax Law and Practice, Executive Communication

### PROF. ADITY CHEETA

Assistant Professor  
3+ yrs Academic Experience  
10+ yrs Corporate Experience  
Subjects - Retail Branch Banking, Marketing of Financial Services, Business Management

## CORPORATE MENTORS MARKETING DOMAIN

### MR. VISHAL GUPTA

Corporate Trainer  
Managing Director - Borges India  
25+ yrs. Corporate Exp.  
Subjects - Sales & Distribution Management

### MR. ASIT K BARMA

Director and Professor  
Bharathidasan Institute of Management  
31+ yrs. Corporate Exp.  
4+ yrs. Academic Exp.

Subjects - Digital Marketing, Marketing Strategy, Marketing Management

### MR. JITENDRA SINGH

Corporate Trainer  
Director of Business Development & Strategy Leadec Services  
28+ yrs. Corporate Exp.  
Subjects - Business to Business

### DR. V. V. RAMASHASTRY

Director - Dr. Shastry & Associates  
33+ yrs. Academics Exp.  
Subjects - Product & Brand Management, Marketing Management

### MR. DINIAR PATEL

Corporate Trainer  
Sr. Features Editor (Resident Editor, Supplements) Times of India  
23+ yrs. Corporate Exp.  
Subjects - Advertising & Media, IMC & Public Relations

### MR. MANISH ROHTAGI

Corporate Trainer  
Chief Executive Officer  
Lontor Hi-Tech Development Co. Ltd.  
25+ yrs. Corporate Exp.  
Subjects - Channel Sales & Distribution (Automobiles)

**MR. ARIJIT DUTTA**

Corporate Trainer  
Executive Director  
Mesha Energy & Solutions Pvt Ltd  
21+ yrs. Corporate Exp.  
Subjects - Business Strategy & Marketing Management

**MR. PRIYAN NAYAR**

Corporate Trainer  
Head Application Delivery, Bestseller  
26+ yrs. Corporate Exp.  
Subjects - Retail Management

**MR. RAJEEV MISHRA**

Corporate Trainer  
Director & CEO - MPR Refractories Ltd  
31+ yrs. Corporate Exp.  
Subjects - Strategic Marketing & CRM

**MR. SHYAM NAIR**

Corporate Trainer  
Project Manager - Los Alamos National Laboratory  
15+ yrs. Corporate Exp.  
Subject - Marketing Analytics

**MR. SUNIL KUMAR SINGH**

Corporate Trainer  
Sr. VP - Channel & Business Development - Bounce Infinity  
21+ yrs. Corporate Exp.

Subjects - Channel Sales & Distribution (Automobiles)

**MR. RAJU VARGESE**

Dean - Academics  
Management Institute for Leadership & Excellence (MILE)  
33+ yrs. Academic Exp.  
Subjects - Marketing Management

**MR. PREM KUMAR APTE**

Corporate Trainer  
Ex. Head MT Program & Training  
Zensar Technologies  
36+ yrs. Corporate Exp.  
Subjects - Pre-Sales

**MR. VIKRAN T KADAM**

Corporate Trainer  
Associate Vice President  
Kantar  
15+ yrs. Corporate Exp.  
Subjects - Market Research

**MR. SANJAY SHRIVASTAVA**

Corporate Trainer  
Ex. Head Sales - Micromax  
18+ yrs. Corporate Exp.  
Subjects - Channel Sales & Distribution (Consumer Durables)

**MR. VENU ATMAKUR**

Corporate Trainer  
Associate Principal - eClerx LLC

23+ yrs. Corporate Exp.  
Subjects - Marketing

**MR. ABHAY PATHAK**

Corporate Trainer  
Ex. Zonal Head - Cipla  
21+ yrs. Corporate Exp.  
Subjects - Channel Sales & Distribution

**MR. SHIRISH BHAGEWADI**

Business Consultant  
21+ yrs. Academics Exp.  
Subjects - Consumer Behaviour

**MR. ZULFI BHUTTO**

Corporate Trainer  
Business Head Dealer Strategy & Development - Steelcase Asia Pacific Holdings India Pvt Ltd  
18+ yrs. Corporate Exp.  
Subjects - B2B Marketing, Personal Selling, Retail Management

**MR. PRATAP TAPARE**

Corporate Trainer  
Chief Manager - Sales - ACC Limited  
15+ yrs. Corporate Exp.  
Subjects - Channel Sales & Distribution (Cement)

# HUMAN RESOURCE

**DR. RAJASSHRIE PILLAI**  
Dean Research and Development, Professor & HOD - HRM

11+ yrs Academic Experience  
21+ yrs Corporate Experience  
Subjects - Strategic HRM, PMS, Basics of HR Analytics, Digital HRM

**PROF. SHASHANK JAGIRDAR**  
Assistant Professor  
1+ yrs Academic Experience  
36+ yrs Corporate Experience  
Subjects - Labour Law, Industry Relations

**PROF. POORNIMA SEHRAWAT**  
Assistant Professor  
9.5+ yrs Academic Experience  
3+ yrs Corporate Experience  
Subjects - Talent Acquisition, Emotional Intelligence, Psychometric Assessment and Analysis, Fundamentals of Management

**PROF. RAJASHREE BHISE**  
Assistant Professor  
3.5+ yrs Academic Experience  
8+ yrs Corporate Experience  
Subjects - Learning & Development, Strategic Human Resource Management

## OUR TRAINERS

**DR. RAJALAKSHMI M**  
Assistant Professor  
7.6+ yrs Academic Experience  
2.5+ yrs Corporate Experience  
Subjects - Human Resource Management, Performance Management System, Compensation and Benefits, HR Operation, HR Audit

**PROF. RAJASHREE KARBHARI GETHE**  
Assistant Professor  
4+ yrs Academic Experience  
Subjects - 5+ yrs Corporate Experience  
Labour Laws, Industrial Relations, Training and Development, Digital HR

**PROF. UTKARSH KUMAR VERMA**  
Assistant Professor  
Subjects - Human Resource Management

## CORPORATE MENTORS HR DOMAIN

**MR. MVS MURTHY**  
Corporate Trainer  
HR Talent Solutions – Architect - Infor  
30+ yrs. Corporate Exp.  
Subjects - HR Analytics

**MR. ALOK NARAIN**  
Co-founder & Director - Emergence Learning Solutions

33+ yrs. Corporate Exp.  
Subjects - Performance Management System

**MR. P. S. GADKARI**  
Dy. General Manager - Bajaj Auto  
22 yrs. Corporate Exp.  
13+ yrs. Academics Exp.  
Subjects - TUM & Labor Welfare

**MR. SUBHASH MENON**  
Corporate Trainer  
CHRO - Angel Broking  
25+ yrs. Corporate Exp.  
Subjects - Performance Management System

**MR. ANKUSH ARORA**  
Corporate Trainer  
CHRO - Oxane Partners  
20+ yrs. Corporate Exp.  
Subjects - Employee Engagement & Talent Management

**MR. V. V. NATHAN**  
Site HR/LR Director  
General Motors  
15 yrs. Corporate Exp.  
27+ yrs. Academics Exp.  
Subjects - Human Resource, Training & Development

**MR. BISWAJIT GHOSAL**  
CEO - Convergence Technology  
26 yrs. Corporate Exp.  
13+ yrs. Academics Exp.

Subjects - Performance Management System

**MR. VIVEK TRIPATHI**

Corporate Trainer  
 Vice President - HR - Newgen Software  
 23+ yrs. Corporate Exp.  
 Subjects - Talent Assessment, Leadership Development, HR Systems Design, Change Management

**R. ARVIND SHRUTI**

ILO - Teaching at IIM-A, IIM-B  
 23+ yrs. Academics Exp.  
 Subjects - HRM

**MR. RAJESH KUMAR SINGH**

Corporate Trainer  
 Global Head HR - KPIT  
 19+ yrs. Corporate Exp.  
 Subjects - Talent Management, Talent Acquisition, Compensation & Benefit

**MR. PARIJAT PUSHP**

Corporate Trainer  
 General Manager - HR  
 Reliance Industries Limited  
 18+ yrs. Corporate Exp.  
 Subjects - Talent Acquisition Management

**MR. SUBHASHISH MITRA**

Corporate Trainer  
 Head - Corporate HR  
 Bajaj Allianz Life Insurance  
 17+ yrs. Corporate Exp.  
 Subjects - HR Operations, Talent Acquisition & Management

**MR. DEEPAK GUPTA**

Corporate Trainer  
 Ex. VP & Chief of HR - KARVY Group  
 23+ yrs. Corporate Exp.  
 Subjects - Learning & Development

**MR. RAJENDRA RAUT**

Corporate Trainer  
 VP - Talent Acquisition - Jade Global  
 19+ yrs. Corporate Exp.  
 Subjects - Recruitment, Performance & Talent Management

**MR. DEBASHISH DUTTA**

VP - JN Group of Industry  
 21 yrs. Corporate Exp.  
 Subjects - HRM, Organization Behaviour

**MR. SURESH MUKE**

Ex. Consultant - CareerVersity  
 13 yrs. Corporate Exp.  
 Subjects - HR Management

**MR. RAJAGOPAL**

Ex. GM HR - Sandvik Asia  
 21 yrs. Corporate Exp.  
 Subjects - HRM, Corporate Governance

**ADV. P. A. SUKHATME**

LLM Consultant Commercial Law  
 18+ yrs. Academics Exp.  
 Subjects - Business Law, Labour Law, Industrial Relations

**MR. MANISH SINGH**

Corporate Trainer  
 Director - HR & Administration  
 Haier Appliances India  
 15+ yrs. Corporate Exp.  
 Subjects - Excel for HR, Strategic HR

**MR. ADITYA RAHUL**

Corporate Trainer  
 Senior Leader (Talent Acquisition) - Allstate  
 15+ yrs. Corporate Exp.  
 Subject - Recruitment Strategy & Talent Management

**MR. SURAJ NARAIN**

Corporate Trainer  
 CEO & Founder - Search Bourne Consulting  
 15+ yrs. Corporate Exp.  
 Subjects - Human Resource Management

**MR. SANDESH KUMAR**

Corporate Trainer  
Global Head - Talent Acquisition - Wipro  
13+ yrs. Corporate Exp.  
Subjects - Recruitment, Performance & Talent Management

**MR. VISHAL BHARGAVA**

Corporate Trainer  
Vice President  
Bank of America  
13+ yrs. Corporate Exp.  
Subjects - Recruitment & Selection

**MR. SRIJAN SRIVASTAVA**

Corporate Trainer  
HR Leader - Rivigo  
17+ yrs. Corporate Exp.  
Subjects - Performance & Talent Management

**MR. VINAY TRIVEDI**

Corporate Trainer  
Global Head – HR, Admin, Travel & Transport  
TerraPay  
11+ yrs. Corporate Exp.  
Subjects - HR Management in IT, ITES & BFSI Sector

**PROF. JAYAHT OAK**

PROF. JAYAHT OAK  
Head - Planning Department  
SBI  
18+ yrs. Academics Exp.  
Subjects - Compensation & Benefits, HRIS, MISMR.

**SHRINIVAS MISHRA**

Corporate Trainer  
Asst. Manager - L&D - AI Shirawi Group  
11+ yrs. Corporate Exp.  
Subjects - General HR Management

# SYSTEMS & ANALYTICS BUSINESS ANALYTICS, IT, OPERATIONS & STRATEGY

**DR. ABHIJEET LELE**

HOD - Analytics  
9+ yrs Academic Experience  
3.5+ yrs Corporate Experience  
Subjects - Business Analytics, R programming, Statistics, HR Analytics, Marketing Analytics

**PROF. JOEL SAMUAL DAS**

Assistant Professor  
21+ yrs Academic Experience  
Subjects - Deep Learning, Tableau, Artificial Intelligence, ML, SQL

**PROF. ANKITA MENDIRATTA**

Assistant Professor  
16+ yrs Academic Experience  
Subjects - Data Science, Machine Learning, Neural Network

**PROF. KUMAR SANJAY BORKAR**

Assistant Professor  
 6+ yrs Academic Experience  
 3.5+ yrs Corporate Experience  
 Subjects - Statistics, Data Science,  
 Machine Learning, R programming, Python  
 Programming

**PROF. MADHUP GANDHI**

Assistant Professor  
 18+ yrs Academic Experience  
 29+ yrs Corporate Experience  
 Subjects - Operations, Supply Chain, Logistics,  
 Materials Management, WCM

**PROF. ANIMESH KUMAR**

Assistant Professor  
 Subjects - General Management

**CORPORATE MENTORS  
 SYSTEMS & ANALYTICS  
 DOMAIN**

**MS. SEEMA SHELKE**

MSc (Pune University)  
 Corporate Trainer  
 Ex. Senior Analyst - Infosys  
 8+ yrs. Corporate Exp.  
 Subjects - Time Series Analysis,  
 R Programming and Probability

**MR. MANOJ SARIKAR**

Corporate Trainer  
 Senior Manager  
 Cognizant Academy  
 22+ yrs. Corporate Exp.  
 Subjects - Data Visualization

**MR. JITENDRA BANE**

Corporate Trainer  
 Ex. Global Head - Banking & Finance Practice  
 Zensar Technology  
 23+ yrs. Corporate Exp.  
 Subjects - Business Analysis in Banking Sector

**MR. SATISH JOSHI**

Corporate Trainer  
 CTO  
 Fidelity National Financial  
 23+ yrs. Corporate Exp.  
 Subjects - Business Analysis in Insurance Sector

**MR. ASHISH MEDIRATTA**

Corporate Trainer  
 VP Customer Success - EMEA and APAC  
 Eightfold.ai  
 23+ yrs. Corporate Exp.  
 Subjects - Strategy Management

**MR. MAHESH DESHMUKH**

Corporate Trainer  
 Founder - Genius Learning Academy  
 8+ yrs. Corporate Exp.  
 Subjects- Business Analysis

**MR. S. R. PHADKE**

GM - Aditya Godrej  
 21 yrs. Corporate Exp.  
 11 yrs. Academics Exp.  
 Subjects - Operation Research,  
 Business Statistics

**DR. A. B. RAO**

Former Director - Bharati Vidyapeeth  
 33+ yrs. Academics Exp.  
 Subjects - Business Statistics

**MR. ABHIJIT NAG**

Consultant - LG  
 11 yrs. Corporate Exp.  
 13+ yrs. Academics Exp  
 Subject - Project Management

**MR. ASHOK CHOUDARY**

Director  
 Shriram Shipping & Dredging Ltd.  
 16 yrs. Corporate Exp.  
 18+ yrs. Academics Exp.  
 Subjects - Materials Management  
 & Logis

# COMMUNICATION & APTITUDE

**PROF. SHAILESH GUPTA**  
HOD - Communication & Aptitude  
15+ yrs Academic Experience  
2+ yrs Corporate Experience  
Subjects - Aptitude Training, Business Communication

**PROF. NEELIMA KHALADKAR**  
Trainer  
13+ yrs Academic Experience  
11+ yrs Corporate Experience  
Subjects - Aptitude Training

**PROF. DIWAKAR KARNA**  
Trainer  
18+ yrs Academic Experience  
Subjects - Aptitude Training

**PROF. NITEESH SRIVASTAVA**  
Trainer  
Subjects - Aptitude Training

**PROF. RAVINDRA PARASHRAM MANGRULKAR**  
Trainer  
7+ yrs Academic Experience  
3+ yrs Corporate Experience  
Subjects - Aptitude Training

## OUR TRAINERS

**PROF. BUDHA CHANDRA SINGHA**  
Trainer  
6.5+ yrs Academic Experience  
3.5+ yrs Corporate Experience  
Subjects - Aptitude Training

**PROF. ADITYA BHALCHANDRA JOSHI**  
Trainer  
2+ yrs Academic Experience  
7+ yrs Corporate Experience  
Subjects - Aptitude Training

**PROF. K ANAND RAO**  
Trainer  
4+ yrs Academic Experience  
5+ yrs Corporate Experience  
Subjects - Aptitude Training

**PROF. BHALCHANDRA DESHPANDE**  
Trainer  
5.5+ yrs Academic Experience  
Subjects - Aptitude Training

**PROF. FATEMA ABBAS**  
Trainer  
6+ yrs Academic Experience  
19+ yrs Corporate Experience  
Subjects - Communication, Language,  
Soft Skills

**PROF. SADHANA GHIMIRE**  
Trainer  
10+ yrs Academic Experience  
2+ yrs Corporate Experience  
Subjects - Business Communication, Soft  
Skills, Language - Syntax, Semantics and  
Phonetics, GD & PI Preparation

**PROF. SHEETAL VINAYAK RAUT**  
Trainer  
2+ yrs Academic Experience  
10+ yrs Corporate Experience  
Subjects - Business Communication

**PROF. ANUJA GADGIL**  
Trainer  
10+ yrs Academic Experience  
6+ months Corporate Experience  
Subject - Business Communication

**PROF. KAUSHIK PANDEY**  
Trainer  
9+ yrs Academic Experience  
Subjects - English Language and  
Communication, Soft Skills and  
Personality Development

**PROF. KARISHMA DEEPAK PUNJABI**  
Trainer  
Subjects - Business Communication

**PROF. VASUDHA PARKHI**  
 Trainer  
 2.5+ yrs Corporate Experience  
 Subjects - Business Communication

## CORPORATE MENTORS COMMUNICATION & APTITUDE DOMAIN

**MR. DINIAR PATEL**  
 Corporate Trainer  
 Sr. Features Editor (Resident Editor,  
 Supplements)  
 The Times of India  
 23+ yrs. Corporate Exp.  
 Subjects - Business Communication,  
 Personality Development, Mock GD/PI  
 & Presentation Skills



# OUR TRAINING DNA

Since Inception, PIBM has developed strong pillars of advanced training pedagogies where we focus on our philosophy that in Business Management how you learn is just as important as what you learn. Our training pedagogies includes a combination of lectures, conceptual discussions, live demonstrations, business projects, corporate interactions, case analysis with discussions, Model & Strategy designing followed by implementation and presentations. PIBM's industry recognized training approach for blending theory with compulsory hands-on practice & learning, assures that our students will learn more than they thought.

PIBM has always been a leader in providing quality education and having flexible training pedagogy because of which even during the recent challenges, learning never stopped at PIBM. We upgraded our training pedagogies by integrating the virtual training platform for our students to enable 24x7 learning availability for them. We ensure that our students' careers should not suffer under any circumstances. We at PIBM. with our vast corporate tie-ups organised Virtual Leadership Series in order for our students to get more efficient learning experience and corporate exposure, at the same time ensuring their safety.

# SCPS (SECTOR- COMPANY - PRODUCT/SERVICE)

PIBM has been the pioneer in developing the SCPS approach of training where SCPS stands for Sector - Company - Product/Service aspect of learning any Management concept. With the SCPS methodology, any topic which is taught is explained with real world application in various sectors, on different products or services of several companies

which helps in clarifying that management strategies vary in different sectors for different products or services. Through our standardized pattern of SCPS training, we check whether students are gaining only theoretical concepts or if they are also able to apply it in real-corporate-like-situations. SCPS pedagogy is used on different sectors and products.

**FMCG**

**Consumer Durables**

<b>Automobile</b>	<b>Retail</b>
<b>Banking &amp; Financial</b>	<b>IT &amp; ITES</b>
<b>Real Estate</b>	<b>E-Commerce</b>
<b>Infrastructure</b>	<b>Oil &amp; gas</b>

We at PIBM, train our students on the emerging sectors like EduTech, FinTech, HealthTech, AgriTech, PropTech, InsurTech, E-Retails, E-Commerce, having lots of potential and opportunities. We ensure that our students are ready to grab all the opportunities and are best suited for all the job profiles.

## COMPARATIVE ANALYSIS METHODOLOGY

PIBM has over the years made Training more Application & Logic Oriented where students are trained on developing Analytical Skills by imbibing Comparative Analysis methodology in teaching & training of Management Concepts. Building further on the SCPS methodology, students are encouraged to develop their research & analytical skills by making them to do comprehensive comparative analysis of selected products of chosen companies from selected sectors. Data driven approach is followed by analysis and comparison between products, companies & sectors which is focussed on various parameters using data derived from markets like Financial Statements, Pricing Strategies, Product Quality, Market Penetration, Promotion Strategies etc.

## INTRA & INTER SECTOR, COMPANY & PRODUCT / SERVICE COMPARISON

**AUTOMOBILE SECTOR**



**FMCG SECTOR**



**BANKING**



# EXPERIENTIAL LEARNING

Understanding the need of today's Industry and following the same path, our Mantra for training students on Business Management is - Learning by doing is Master Learning. At PIBM, Business Management Skills are built through strong 3 - step Experiential Learning Methodology which incorporates learning from experts, simulation exercises & implementation on real life cases. This process of Experiential Learning involves creation of Business Environment followed by simulation of Practical Application of Business Theories.



Various cases on Financial Models, PMS Structures etc. are taught by Faculty members who themselves have done it in companies during their Corporate Careers. Students are then assigned the cases for doing a thorough analysis and discussion during classroom learning using SCPS & Comparative Analysis.

Further training is provided by Corporate Heads, where they share real-life cases from their own companies related to domains such as Finance, Marketing, HR, Business Analytics, Operations etc. This makes the understanding of practical application of Business easy and systematic.



Students then visit SMEs especially those companies where processes are not followed for implementation of their own models and strategies developed during training. This is then followed by feedback given from those companies ultimately helping PIBM students to do self-assessment of Theoretical and Practical understanding of Management Concepts.



**CLASSROOM LEARNING WITH CASE STUDIES**

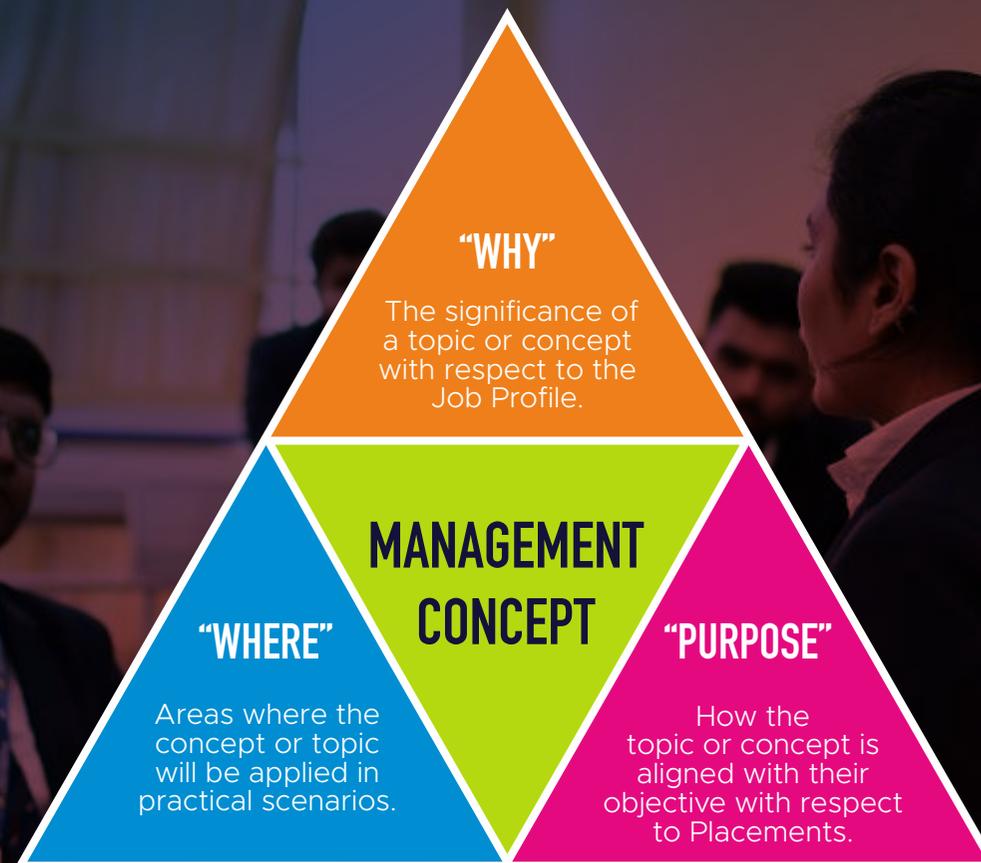


**SIMULATION (LIVE BUSINESS PROJECTS)**



**IMPLEMENTATION IN COMPANIES**

# THE LEARNING TRIANGLE - JD BASED TRAINING



We have applied **reverse engineering approach** to our training methods to make our **Curriculum Outcome & Competency Based**. PIBM's course curriculum is developed not just keeping in mind the academic ideal scenarios, but we went ahead and **integrated the Job Descriptions & KRAs** of various Job Profiles from various domains like Marketing, Finance, Human Resource, Business Analytics, Consulting etc. of the Industry into the training methodology.

We have conceptualised the Learning Triangle which is integrated with each and every concept of a Subject. Every topic explaining the Business Management concepts is **aligned with Why, Where and Purpose**. “Why” basically explains the significance of a topic or concept with respect to the Job Profile. “Where” explains areas where the concept or topic will be applied in practical scenarios. “Purpose” is where students understand how the topic or concept is aligned with their objective with respect to Placements. **Students directly get acquainted with the Job profiles in Industry as well as the competencies required as per Job Descriptions.**

# ABHYAS, PRAYAS & SAAHÁS



PIBM takes initiative in preparing the students well for the Placement Selection Process with training beginning as early as Foundation Course which starts before the first semester. We follow 3 - step training program for training, preparing and building confidence in our students.

## ABHYAS

### THE PRACTICE

Students are continuously trained on building Aptitude, Group Discussion & Interview skills starting from the first day of their Management Program. 700+ Corporate Heads from companies of various sectors trains PIBM students as per the requirements mentioned in Job Descriptions collated from 750+ companies. Moreover, the Aptitude Tests, GD topics & points, Interview Questionnaire are designed by our team of experts from Training Industry under guidance by Corporate Heads. Students are trained initially by Aptitude Training experts on basic level of Aptitude Skills which are required in general. Once the basic & general level of training is completed, we train our students on domain specific aptitude skills based on the requirements of various Job Profiles. Similarly students are further trained on Business Communication, Group Discussion and Interview Skills specific to Job Descriptions. For Job Description specific training and grooming the students, Business Heads from respective domains trains students on GDs, PIs, and Aptitude skills to prepare students for Placement Process.



## PRAYAS

### THE SIMULATIONS

To continue the process of Placement Preparation, PIBM students have to go through multiple simulation exercises conducted by the Corporate Heads. The Corporate Heads who themselves will be hiring the students during Final Placement process, visit PIBM and conduct Aptitude Tests, Mock GDs and Mock PIs. Each student undergoes minimum 10 mock GDs & PIs and Aptitude Tests for a particular job profile, for which feedback is given by showing them their respective Video Recordings after each GD and Interview which leads to continuous improvement in Knowledge & Confidence.

## SAAHAS

### BUILDING CONFIDENCE

Our Mentor-mentee program instills the required skill-set which builds the overall confidence in the students. While facing a company during Placement Process, students need skills on Business communication & negotiations to give them opportunity to make the most out of their Job Offers. Individual Mentors who are Domain Experts, are tasked with imbining the much needed Bravery & Confidence in students by continuously guiding them throughout the Management Program.

# ADVANCED TRAINING TOOL

Smart Learning Management System

## CLASSROOM<sup>+</sup>

LEARNING • ABSORPTION • PRODUCTIVITY



Technology in education, like all great innovations, was something that the purists were skeptical about, to begin with. Gradually as the true potential of technology was realized, educational institutes began implementing these changes in their teaching and management methods. This advent of technology marked the beginning of a **change for our educational system from a traditional one to a more modern setup** so much, so that today it has almost become a necessity for every institute to adopt these methods. Understanding this shift in paradigm, **PIBM has introduced its own Smart Learning Management Software - CLASSROOM+ which ensures the all-round growth of an institute - Learning, Absorption & Productivity.** Now Faculty Members and Students have a variety of learning tools at their disposal. Through the live learning platform, students can continue their regular classes, submission of their assignments, and more from anywhere in the world.

## MEASURING THE OUTCOME BASED EDUCATION (OBE)

Outcome based education (OBE) is a student-centered instruction model that focuses on measuring student performance through outcomes. Outcomes include knowledge, skills and attitudes. PIBM uses **CLASSROOM+ which helps to evaluate the outcomes of the program by stating the knowledge, skill and behavior** a student is expected to attain upon completion of a program. Accordingly, students of PIBM are evaluated for all the required parameters (Outcomes) during the course of the program.

## MEASURING THE COMPETENCY BASED LEARNING

Competency-based learning refers to systems of instruction, assessment, grading, and academic reporting that are based on students demonstrating that they have learned the knowledge and skills they are expected to learn as they progress through their education. With the help of CLASSROOM+, PIBM now ensures that every student acquires the right knowledge and skills that are deemed to be essential in the future. If students fail to meet expected learning standards, they typically receive additional instruction, assessments and academic support to help them achieve competency or meet the expected standards.

## MONITOR OWN PERFORMANCE AND GROWTH

With the measuring of Outcome Based Education and Competency Based Learning, students at PIBM can view their own growth and performance every semester so that they can improve and perform at their best.

## TEACHERS CAN SHARE ALL THEIR RESOURCES ONLINE

With CLASSROOM+ students can access all the information and study materials shared by faculty anytime. Teachers can communicate with their students more easily and guide the students in the shortcomings of their work, refine it and provide their students with the best.

## STUDENTS CAN ACCESS ALL THE INFORMATION AT ONE PLACE

PIBM students can view all the information - Attendance, Timetable, Assessments, Fees, Exams, Results, Reports and so on in one place.

## MANAGING SUBMISSIONS, PROJECTS & VARIOUS RESEARCH PAPERS

Students at PIBM can submit all their Assignments, Projects and Research Papers with just a click. By doing so students can access all their submission anywhere, anytime.

## SMART ASSESSMENT PROCESS

PIBM uses, Rubrics, a smart assessment tool defining what is expected of the student to get a particular grade on an assignment

## ATTENDANCE AND LEAVE TRACKER

At PIBM, students can track their own attendance on a daily basis and also apply for leave through the system. All these records can be found in the system for future references.

## SINGLE COMMUNICATION PLATFORM

Students at PIBM uses a single communication platform to keep themselves updated on what is happening or for sharing information.

## FINAL PLACEMENT PROCESS

At PIBM, the Placement department efficiently manages placement activities like shortlisting CVs, screening, job notice boards and more. Students can also effectively check and apply in their preferred companies for the summer and final placements.

## TRANSPARENCY IN INTERNSHIP & PLACEMENT PROCESS

At PIBM, Students are able to take better decision while choosing company for their internships and placement.

## 3600 FEEDBACK

At PIBM, learning is considered to be one of the major key points, so in order to improve this, a 3600 feedback is taken from both the students as well as the faculty members to make the Institute more Efficient.

## EASE OF USE

Students and teachers at PIBM can access their respective tasks and complete it from anywhere across the globe.

# PROFILE ORIENTED TRAINING

## FINANCE DOMAIN

Financial Management is an integral part of any organization. It is the process of planning, organizing, controlling and monitoring financial resources with a view to achieving organizational goals and objectives. It is an ideal practice for controlling the financial activities of an organization such as procurement of funds, utilization of funds, accounting, payments, risk assessment and every other thing related to money.

### HOW WE TRAIN?

At PIBM, students who are pursuing Finance specialization undergo complete financial training involving the collection of relevant financial data about the business(es) and the representation of these data so that important calculations about the company can be made, such as valuation. Following are some of the aspects of financial training

### FINANCIAL ANALYSIS

Students are given extensive exposure on how to

- Analyze various Companies' Financial Statements
- Conduct Performance Ratio Analysis
- Forecast the financials with an objective of making Buy/Sell Stock

Investments using various tools like Bloomberg, Ace Analyzer, SAP - FICO, Advance Excel and many more

### BUILDING MARKETING STRATEGY

- Training starts with learning the **most effective ways to design, cross-check and structure financial models**
- Students get practical experience in various steps in **building robust and flexible financial model**
- Students develop an understanding of how to **prepare realistic and reliable financial forecasts**
- Use of various case studies helps students understand, various types of modeling - Financial Modeling, Valuation Modeling, Merger Modeling & Leveraged Buyout (LBO) Modeling

### LIVE BUSINESS PROJECTS & INTERNSHIPS

- At PIBM, **finance specialized students get the opportunity to fill the knowledge gap between classroom theories & practical hands-on implementation of various Strategies & Models** during their internships
- Modules & Strategies implemented by students - **Discounted Cash Flow Model, LBO Model, Investment Planning, Insurance Planning, Tax planning and many more**

### CASE STUDY ANALYSIS

- At PIBM, various case studies are given to students to help them **improve**

their analytical ability through studying, analyzing, and discussing actual business scenarios

- 30+ Case Studies are given to students on various financial problems every semester
- These cases help develop the skills of logical thinking, searching for relevant information, analyzing and evaluating facts, & drawing conclusions needed for business decision-making

## FINANCIAL INNOVATION & INCUBATION CENTER

- PIBM focuses on the research study of financial problems in every aspect of the industry
- Students are trained to develop various financial solutions and strategic insights, for Private Organizations as well as Government bodies. The solution developed is then published and shared with various Industry heads. Some of the recent manuals published by PIBM students are Project



## GLOBAL TAXATION

Finance students at PIBM are trained on International or Global Taxation job profile where they gain advanced expertise to understand and operate effectively in the field of cross-border Taxation. Students build solid understanding of Global Taxation and explore the recent developments in the market. We train our students for this role on the following aspects:

- International Financial Reporting Standards (IFRS)
- Accounting Analysis
- Functional Analysis
- Tax structuring for global businesses
- Penalties & dispute resolution
- Destination, Source, and Residence Principles
- Territorial Taxation



### Trainers

MR. YASH MEHTA  
FINANCE PROFESSOR  
PIBM

## INVESTMENT BANKING

PIBM students are trained on Wealth Management, Asset Management and Mergers & Acquisitions roles on following aspects:

- Fundamental analysis of a company's business and financial position by interpreting financial statements and other pertinent sources of information
- Compile data from multiple sources and develop detailed financial models on assigned companies
- Conducting independent research, financial analysis, structuring underwriting and portfolio management
- Effectively price and trade financial products and maintain a complex portfolio of financial instruments Inherit financial modeling skills and knowledge of financial concepts & business valuation from the corporate trainers
- Perform asset management including tracking performance of current portfolio and identifying opportunities to maximize value of existing investments



### Trainers

MR. VINIT RAI  
EXECUTIVE DIRECTOR  
JM FINANCIAL LTD.

## PROFILE ORIENTED TRAINING

### FINANCIAL ADVISOR - INSURANCE

PIBM trains students on a **Financial Advisory** job profile where students get a better **understanding of the financial situation** of the clients and understand the future objective and provides financial assistance based on financial goals. We train our students for this role on following aspects:

- Analysing the Financials of the clients and Creating the financial plans accordingly and check their accuracy
- Creating strategies to eliminate financial risks and support investment professionals to cultivate client relationships
- Research for various investment opportunities and analyzing the financial data received from clients to develop strategies for meeting clients' financial goals
- Managing and updating client portfolios



### Trainers

MR. ABHIJIT DATAR  
CHIEF UNDERWRITING OFFICER  
ALLIANZ GLOBAL CORPORATE  
& SPECIALTY

## COMMERCIAL CREDIT

We train our students on **Commercial Credit** job profiles where students understand how to **evaluate the creditworthiness of businesses and determine their ability to repay loans and lines of credit**, including those used to purchase equipment and other goods.

- Conducting financial analysis of a company
- Study and analyze Financial statements like income statements and balance sheets
- Comparison of how much cash and liquid assets a business has on hand with how much it owes
- Prepare reports to justify whether or not the company is in a position to take the risk of extending credit to its customers and, if so, the degree of risk involved



### Trainers

MR. NEERAJ MADHEKAR  
PRESIDENT & ZONAL HEAD  
YES BANK

## EQUITY RESEARCH

We at PIBM ensure that our students understand analyzing company's financials, perform ratio analysis, and forecast the financials with an objective of making Buy/Sell stock investment recommendations.

### FUNDAMENTAL ANALYSIS

- Understand capital markets and their application for investing in stocks
- Analyze the Balance Sheet, Income and Cash Flow Statements to gain insight on a company's performance
- Determine a security's value by focusing on factors that affects a company's actual business and future prospects

### TECHNICAL ANALYSIS

- Forecast the direction of stock prices through the study of past market data, primarily price and volume
- Understand the rationale behind determining the appropriate time to enter or exit the market with the help of technical indicators and charts



### Trainers

MR. VINIT BOLINJKA  
HEAD OF RESEARCH  
VENTURA SECURITIES LTD.

## CORPORATE FINANCE

Corporate Finance plays an important role in the overall functioning, growth and development of a business. PIBM trains students on:

- Preparing budget, balance the books, execute payroll, track expenses and revenue of the company
- Compile all the financial data needed to issue a company's financial statements in accordance with government regulations
- Analyze revenue and expenses to ensure effective use of capital
- Advising businesses about project costs, making capital investments, and structure deals to help companies grow
- Managing Corporate Finance during Merger & Acquisition



### Trainers

MR. A P RAO  
EX. CFO  
KINETIC MOTORS

## PROFILE ORIENTED TRAINING

## FINANCE QUALITY MANAGEMENT

Organizations are looking for **quality management professionals** for Finance Function and thus understanding this need PIBM provides specialized training on **Quality Management** in Finance to students on:

- Deliver consistency of **accurate financial information** and reporting
- Improve the quality of financial activities through **process management, quality of results through performance measures, and quality of decisions** using various quality management tools
- Using quality control tools to improve intricate business processes such as managing **lending transactions, attracting/retaining customers, Information and financial risk management**



### Trainers

MR. MANISH SINGHANIA  
Senior Vice President  
KALPATARU POWER  
TRANSMISSION LIMITED

## WEALTH MANAGEMENT

Combining other financial services, **Wealth Management** is an investment advisory service that addresses the various needs of affluent clients. It is a consulting process where the advisor understands the needs and wants of a client and tailors a suitable strategy by utilizing proper financial products and services. **PIBM students are trained on various factors of wealth management.** Our students go through a rigid training process that ensures their optimum capability when they join the corporate work space. Students are trained on the following factors:

- Cash Management
- Tax Planning
- Retirement Planning
- Estate Planning
- Asset Management
- Risk Management



### Trainers

MR. PRAVEEN NAIDU  
 HEAD - PARTNERSHIPS  
 MIRAE ASSET CAPITAL MARKETS

## FINANCE ANALYTICS

PIBM students are trained to understand, analyze and create impactful strategies. Financial analytics help to understand the past and present performance of any business and create strategies accordingly.

- Client profitability analytics enables our students to analyze every client group and gain useful insight.
- Remaining competitive within an industry is important else you lose business. We train our students so that they can analyze where companies are making, and losing money. Product profitability analytics help establish the profitability of products rather than analyzing the business as a whole.
- Every organization needs monetary investments to run on a day-to-day basis. Our students understand that cash flow is crucial for gauging the health of any business. Cash flow analytics involves the use of real-time indicators like the Working Capital Ratio and Cash Conversion Cycle.



### Trainers

MR. ANKIT GUPTA  
 SR. VP  
 CIANS ANALYTICS

# PROFILE ORIENTED TRAINING

## MARKETING DOMAIN

Marketing and Sales deal with the exploration and understanding of customer needs. Sales include operations and activities involved in promoting and selling goods or services. Whereas, marketing includes the process or technique of promoting, selling, and distributing a product or service.

### HOW WE TRAIN?

At PIBM, students who are pursuing Finance specialization undergo complete financial training involving the collection of relevant financial data about the business(es) and the representation of these data so that important calculations about the company can be made, such as valuation. Following are some of the aspects of financial training

#### BUILDING MARKETING STRATEGY

- At PIBM, **students are trained extensively to build a Marketing strategy for various Sectors & Organizations.** This helps the students to undergo the various organizational process and identify the problem and to build a better solution

- Students are trained to build various **Strategic Plans through Marketing, Promotions, Sales, and Financial Goals** which is essential for developing **business goals**

#### MARKET RESEARCH

- Students are given extensive exposure to analyzing various **Company's Marketing Problems, Growth Ratio and Forecast Sales** using various tools
- Enabling students to Identify the **problem areas, understand the needs of existing customers, identify new business opportunities and changing market trends, discover potential customers** and many more, helping the Business Grow

#### LIVE BUSINESS PROJECTS & INTERNSHIPS

- Students are sent to various internships & live projects in various sectors & industry for implementing the **Strategies & Models developed during the training process.** This process helps them to have a perfect blend of forming a business strategy and executing them efficiently and effectively
- Students also get the opportunity to understand the conceptual, analytical, oral communication, interpersonal skills, experience leadership and knowledge in a real-time environment
- Some of the Module & Strategy implemented by PIBM students in various industries are **SMART (Specific Measurable Attainable Realistic Timely) Strategy, Mass Marketing Strategy, Online Marketing Strategy and many more**

## CASE STUDY ANALYSIS

- At PIBM, multiple sessions on Case Studies are conducted for **each marketing concepts to understand the practical applications of Business Theories**. Training at PIBM is conducted by Corporate Heads, where they share real-life cases from their own companies related to Marketing which makes the understanding of practical application of Business easy and systematic
- Trainers at PIBM conducts various **role-plays, simulation, question answer, and discussion** on case studies to make the students experience in **debugging incorrect hypotheses and making reasonable predictions in new situations, all these issues result in the development of skills in Strategic Analysis**

## LEARNING THROUGH EXPERIENCE - ROLE PLAYS

- At PIBM, various roles plays are conducted by Corporate Heads, inside the classrooms to get a better idea of how to tackle a problem and come up with the best solutions not available in the market

## MARKETING INNOVATION & INCUBATION CENTER

- Students are trained to develop Strategic Marketing Solutions for various Organizations and publish them through Manuals/Project Report
- Some of the manuals published by PIBM students - Retail Management, Sales & Distribution Management and many more

## CHANNEL MANAGEMENT

Channel Management is about creating and managing various channels available to distribute and sell products of a company. The application of channel management such as channel design, dynamics and sales varies with different sectors, that's why PIBM provides specialized training on Channel Management pertaining to some of the major sectors in the industry. Understanding on the fit of distribution system with the type of product or service

Exploring the estimation of the consumer demand in the market, purpose of the company strategy and its link to the company's distribution strategy

Channel design, developing & maintaining relationship with Channel Partners, resolving channel conflicts and developing channel strategies & revenue growth plans

Live projects with companies from various sectors to understand how Channel dynamics vary with sectors and companies



### Trainers

MR. KIRAN GIRADKAR  
CMO  
NILON'S

## MARKET RESEARCH

PIBM students are trained extensively into market research processes and tools which provides them an opportunity to learn by doing things practically. Students are trained by Corporate Experts to make them ready for the Market.

- Practical understanding of both qualitative and quantitative techniques of research
- Develop new techniques for conducting market research in a cost effective manner
- Extensive training into effective questionnaire designing, sampling and conducting in-depth data analysis through Live Projects
- How to identify market segments, estimate consumer demand and position products based on research
- Decision making abilities of students are developed through analysis of various live case studies from various sectors and for different products
- How to formulate a plan/proposal and present it to the client or senior management



### Trainers

MR. VIKRAN T KADAM  
ASSOCIATE VICE PRESIDENT  
KANTAR

## PROFILE ORIENTED TRAINING

## RETAIL MANAGEMENT

With the FDI and boom in Retail Industry, there is a sudden increase in demand for management professionals having knowledge of Retail Management. PIBM understanding the market needs, provides specialized training on Retail Management to students with the help of experienced trainers from Retail Industry itself.

- Understanding the intricacies of **Retail environment and challenges with relation to various marketing channels**
- **Retail Operations** management with study of **Logistics & Distribution**
- **Visual Merchandising, Category Management, Inventory Management & Risk Management**
- Hands-on experience in retail stores on **Retail Selling & Promotions**,

### Trainers



MR. PRIYAN NAIR  
HEAD APPLICATION DELIVERY  
BESTSELLER



MR. MVS MURTHY  
HR TALENT SOLUTIONS – ARCHITECT  
INFOR

## DIGITAL MARKETING

Organizations around the world are starting to recognize the importance of digital marketing and it is considered to be one the first and most important function to adapt quickly into the Business Environment. PIBM provides training in areas of Digital Marketing:

- In-depth understanding of **Search Engine Optimization (SEO), Social Media Marketing, Pay-Per-Click (PPC) Advertising, Conversion optimization, Content Marketing, Mobile marketing, Email marketing etc.**
- Basic understanding of **Google Analytics, Google AdWords, Facebook Marketing, Twitter Advertising, and YouTube Marketing**
- How to create effective **formulate plan, and execute digital marketing strategies**



### Trainers

MR. BIBHAS BASUMATARY  
DEAN - ACADEMICS & CONTENT  
PIBM

## MEDIA SALES

The Advertising landscape has huge demand for management professionals having strong knowledge of media sales and that's why PIBM provides training on Media Sales to students:

- Strategic selling techniques in Advertising space with respect to Internet, Print, Events, Sponsorships, Television or Video, Outdoor etc.
- Techniques to sell all the latest forms of digitally delivered advertising for Website and mobile
- Complete process of media sales starting from finding out who controls the advertising budget in target organizations and contacting them, persuading clients to buy advertising space or time, using statistics and data to make a pitch, pricing negotiations and closing the deal



### Trainers

MR. DINIAR PATEL  
SR. FEATURES EDITOR  
(RESIDENT EDITOR, SUPPLIMENTS)  
TIMES OF INDIA

## BUSINESS TO CONSUMER

Business-to-consumer (B2C) refers to the process of selling products and services directly between companies and consumers who are the end-users of the products or services. Business-to-consumer companies connect, communicate and conduct business with consumers mostly through the Internet. In recent years, realizing the popularity of this business model, PIBM has started training the students with the goal of developing B2C experts.

PIBM train the students generally on five B2C business models:

- Direct Sellers
- Advertising Based
- Fee-Based
- Online Intermediaries
- Community-Based

Our students take into account how the target customers of each business model like to shop and buy products as they explore various business-to-consumer options.



### Trainers

DR. RIDDHIMAN MUKHOPADHAY  
HOD-MARKETING MANAGEMENT  
PIBM

## PROFILE ORIENTED TRAINING

### PRE SALES

Pre sales process is the set of activities carried by a company before a customer is acquired for selling the product or services. This role is especially crucial in IT industry because the products and services are often heavily customizable and also because the requirements of different customers are often unique. PIBM provides training on Pre-Sales:

- In-depth understanding of **proposal management and coordination, marketing activities like branding, client visits, presentations, design and delivery of product or service**
- Preparing presentations about various products or services with all their values for the usage of the sales department
- Preparing **sales pitch, requirement gathering & documentation, product or**



### Trainers

MR. MAHESH DESHMUKH  
FOUNDER  
GENIUS LEARNING ACADEMY

## BUSINESS TO BUSINESS

Also called B to B or B2B, Business to Business is a form of transaction between businesses, such as one involving a manufacturer and wholesaler, or a wholesaler and a retailer. Business to Business refers to a business that takes part between companies, rather than the more common one between a company and individual consumers.

PIBM has developed a **training methodology which focuses on important profiles and develop the students accordingly.**

- Understanding **Business to Business is important as B2B transactions are common in a typical supply chain**, so ensuring students' proper understanding of the same is important.
- We understand that the Internet provides a widespread environment in which businesses can **lay the foundation for Business to Business transactions**, realizing the same we train the students accordingly.



### Trainers

DR. POORNA CHANDRA PRASAD  
ASSOCIATE PROFESSOR  
PIBM

## MARKETING ANALYTICS

Marketing analytics comprises the processes and technologies that enable marketers to evaluate the success of their marketing efforts and maximize its effectiveness and optimize return on investment (ROI). PIBM students are trained in putting the data gathered from various sources in the context of your brand and market, telling stakeholders a complete story about how the marketing initiatives are driving revenue. Marketing analytics uses important business metrics, such as ROI, marketing attribution and overall marketing effectiveness.

### Trainers



DR. B NARESH  
ASSISTANT DIRECTOR - ACADEMIC OPS.  
PIBM



DR. ABHIJEET LELE  
HOD - BUSINESS ANALYTICS  
PIBM

# PROFILE ORIENTED TRAINING

## HR DOMAIN

Human Resource (HR) or Human Resource Management (HRM) is a continuous process, it involves procurement, development, maintenance of human resource. The management functions involves planning, organizing, directing and controlling. The main purpose of HRM is to make effective use of employees, reducing risk and maximizing return on investment (ROI).

### HOW WE TRAIN?

At PIBM, HR specialized student is trained with the right attitude and personality, competencies, aptitude and communication skills to become the leaders of tomorrow. The students are trained with the advanced training tools & techniques such as:

### BUILDING HR MODULES & STRATEGY

- At PIBM, HR students are trained to **identify the problems in various Industries & Sectors**, in order to let the students get a practical knowledge of how to build various **HRM Modules, PMS Structure, etc.**
- Students are trained on how to use various tools & techniques like **Human Resource Management System (HRMS) or Human Resource Information System (HRIS), employee Net Promoter Score (eNPS), workforce Analytics, 360° Appraisal** and many more

### CASE STUDY ANALYSIS

- At PIBM, an advanced case study is used to teach and train students, make them industry focused and improve their **Decision Making Skills, Preparing various Job Descriptions, Writing Job Advertisements and Intra-Organization Restructuring & Relocation**
- Students get the **hands-on practice, in how to think inductively within the context of an actual situation.** It combines theoretical concepts with real-life experience to provide practical decision-making experience
- The cases given to students is based on **real-life experiences faced by enabling students to solve the problems and subsequently apply it to the actual business situation currently facing or will soon face in the future**

### LEARNING THROUGH EXPERIENCE - ROLE PLAYS & LIVE EXAMPLES

- PIBM believes in **learning by doing**, so students are given role-plays to **analysis and conceptualize the situation** which helps them to **practically understand the demand or requirement of skill set to resolve or get the task done**
- Role Plays not only leads to self-learning about expected job outcome or to create a fit in the job but also help **PIBM students in understanding others perspective about the task or issue**

## LIVE BUSINESS PROJECTS & INTERNSHIPS

- HR specialized students are sent to various organizations to implement **Strategies & Models like Recruitment, Performance Management, HR Analytics and many more developed during the training process**
- **Students are sent to various live projects to understand the real-time problems faced in industries and solve the issue that helps to fill the knowledge gap between classroom theories & practical hands-on implementation in companies.** This also provides students with a means to build their Corporate Experience before starting their career

## HR INNOVATION & INCUBATION CENTER

- PIBM's HR Trainers focuses on the **research study of various HR Problems faced in the industry and students are trained to solve the issues.** Feedback is given by those companies which ultimately helps PIBM students to do self-assessment of their Theoretical & Practical understanding of the Business
- Students are trained to **develop Strategic HR Solutions for Organizations and publish them through Manuals/Project Reports.** Some of the manuals published by PIBM students – Training & Development, Recruitment & Selection, PMS Structure and many more

## HR ANALYTICS

Human Resource Analytics (HR analytics) provides a data-driven framework for solving workforce problems using existing information to drive new insights. It is smarter decision making, delivered with a combination of software and methodology that applies statistical models to worker-related data, allowing enterprise leaders to optimize Human Resource Management (HRM).

PIBM prepare students for HR Analytics profile:

- Latest HR Analytical Tools & Techniques are used to train the students for various decision making purpose
- Case studies & role plays are used to understand the real-time industry problems & solutions
- How to develop action plans to administer assigned functions to compensation studies, recruitment, benefits administration, and employment analysis
- Hands-on training on Research, Conducts Studies, Report Preparations, Recommends, Reviews & Interprets Policies



### Trainers

MR. RAJESH KUMAR SINGH  
GLOBAL HEAD HR  
KPIT

## TALENT ACQUISITION

Any organization not having the right employees will struggle to achieve the results. So it is very important for organizations to choose the right people for the job, train them well and treat them appropriately. PIBM prepares students for Talent Acquisition profile:

- Best practices of Talent Acquisition followed in top companies around the world
- Hands-on Training is given on analyzing and preparing Job Descriptions, Person Specification and writing Job Advertisements, deciding how & where jobs will be advertised and designing or revising application forms
- Evaluate selection processes including interviews, psychometric tests, personality questionnaires and various group activities
- Giving training to organization staff on Interview techniques and intra-organization restructuring & relocation



### Trainers

MR. PARIJAT PUSHP  
GENERAL MANAGER - HR  
RELIANCE INDUSTRIES LIMITED

## PROFILE ORIENTED TRAINING

### HR BUSINESS PARTNER

HR Business Partner (HRBP) aligns business objectives with employees and management in designated business units. It serves as a consultant to management on human resource related issues and communicates the needs proactively with the HR Department & Business Management, the HRBP seeks to develop integrated solutions. The HRBP maintains an effective level of business literacy about the business unit's financial position, its midrange plans, its culture and its competition. PIBM trains students on:

- How to identify or create the link between strategic HR management and departmental business goals?
- Examine strategies to drive departmental success through human capital development and planning
- How to develop effective partners with departmental leadership and collaborate with non-HR entities for improved organizational efficiency?



### Trainers

MR. MANISH SINGH  
DIRECTOR - HUMAN RESOURCE  
& ADMINISTRATION  
HAIER APPLIANCES

## EMPLOYER BRANDING

Employer Branding is an important concept that companies practice to promote themselves as **a desirable employer to certain groups of people**. In short it is a practice where companies try to **gain and retain the identity of employer of choice**. It all depends on the organization and their ability to keep the employees happy as an employer brand is **the reputation as a place to work, as well as your employees' perception of the organization as an employer**. PIBM students are **trained on various aspects of employer branding and are capable of creating** employer branding strategies. A good strategy enables companies to control and positively change the colloquies surrounding them.

- Students are trained to **understand the unique value proposition of any company which is helpful in identifying the business needs**, and then work backwards to understand what type of talent it needs to acquire.
- Conducting an **employer brand audit** is also important for employer branding. Researching by surveying can say a lot about the firm.



### Trainers

MR. DEEPAK GUPTA  
EX. VP & CHIEF OF HR  
KARVY GROUP

## COMPENSATION & REWARD MANAGEMENT

For companies, it helps in motivating the employees and improving organizational effectiveness. PIBM students are given extensive practical exposure to various heads under both monetary and non-monetary benefits provided to employees industry-wide:

- Understanding is developed on impact of internal and external factors on an organization's compensation and rewards strategy
- Understanding the link between compensation & rewards and business objectives
- Case studies and role plays are conducted to understand the key stages and drivers for Job Evaluation
- Various strategies used by companies to improve compensation and rewards processes
- How to develop action plans for implementing effective compensation and rewards management processes and strategies within organization



### Trainers

MR. VINOD BIDWAIK  
GROUP HR DIRECTOR  
AP GLOBALE

## LABOUR LAW & INDUSTRIAL RELATIONS

Labour law is also known as Employment Law, Administrative Rulings, and precedents which address the legal rights and restrictions on working people and their organizations. It mediates many aspects of the relationship between trade unions, employers and employees. Whereas, Industrial Relations includes the relationship between the various unions, between the state and those between the employers and the government.

- Hands-on training is given on various Industrial relations – certification of unions, Labour management relations, collective bargaining and unfair Labour practices
- An understanding on the impact of Workplace health and safety of employees
- Hands-on training on preparing employment standards such as General Holidays, Annual Leave, Working Hours, Unfair Dismissals, Minimum Wage, Layoff Procedures & Severance Pay



### Trainers

MR. ATUL BAGAL  
GM - HR  
SOLVAY PHARMA INDIA LTD.

## PROFILE ORIENTED TRAINING

### TRAINING & DEVELOPMENT

Training and Development is one of the key functions of human resource management. Companies prefer those who possess skills and are able to pass and train others. Training refers to an educational process where employees receive instructions and are taught matters of technical knowledge related to their jobs. Whereas, Development refers to the overall and holistic educational growth of people in managerial positions. We know that good & efficient training of employees helps in their skills & knowledge development, which eventually helps a company improve. That's why PIBM students are trained to:

- **Evaluate the performance of the employees**
- **Identifying the training needs is an important phase** as it depends whether or not an employee needs training
- **Establishing the training objectives** helps in proper outcome. Setting up goals & objective and moving according to that ensures the best results.



### Trainers

MR. RAJESH KUMAR SINGH  
GLOBAL HEAD HR  
KPIT

## PMS MODELING

Performance management system is a systematic approach to measure the performance of employees. It is a process through which an organization aligns their mission, goals and objectives with available resources (e.g. Manpower, material etc), systems and set the priorities.

PIBM trains students on PMS Model:

- Developing proper **JDs and employee performance plans which includes the KRAs and performance indicators**
- Measuring the **outcome and overall productivity** against the predefined benchmarks
- Providing **continuous feedback and assistance** during the period of delivery of performance
- Identifying the **training and development needs and implementing effective development programs for improvement**
- Scheduled evaluation, designing effective compensation and reward systems, and performing exit interviews



### Trainers

DR. RAJALAKSHMI M  
ASSISTANT PROFESSOR  
PIBM



# PROFILE ORIENTED TRAINING

## BUSINESS ANALYTICS

Business Analytics (BA) gives insights to make informed business decisions and automate & optimize business processes. BA is the combination of skills, technologies, applications and processes used by organizations to gain insight into their business based on data and statistics to drive business planning. It is used to evaluate organization-wide operations and can be implemented in any department from sales to product development to customer service.

### HOW WE TRAIN?

At PIBM, BA specialized students are trained to become a successful professional with in-depth knowledge on **Artificial Intelligence (AI), Data Quality, Data Analytics, Statistical Methods, and Data Visualization Models** to measure past performance to guide an organization's business planning. Some of the training methodology used by PIBM Trainers are:

### CASE STUDY ANALYSIS

- At PIBM, the advanced case study analysis method is used to train students, giving them the in-depth knowledge of **Data Quality, Data Analytics, Statistical Methods, and Data Visualization Models** making students capable to **Analyze & Predict patterns and make informed business decisions across various domains**
- Students also learn to come up with solutions that help prepare them for **Analytical Cases through Data Analysis, Statistical Operations, Formation of Predictive Models, and Application of Optimization Techniques**
- The cases given to students is based on **real-life experiences faced by enabling students to solve the problems and subsequently apply it to the actual business situation currently facing or will soon face in the future**

### LIVE BUSINESS PROJECTS & INTERNSHIPS

- Students are sent to various internships & live projects in different sectors & industry for implementing the **Strategies & Models developed during the training process**. This process helps them to have a perfect blend of **forming a business strategy and executing them efficiently and effectively**
- Students also get the opportunity to understand the **conceptual, analytical, oral communication, interpersonal skills, experience leadership and knowledge in a real-time environment**
- Some of the Module & Strategy implemented by PIBM students in the industries Activity diagram, Organizational Charts, SWOT Analysis, wireframes and many more

### ADVANCED ANALYTICAL TOOLS

- At PIBM, students are trained in various Analytical tools such as **R, Tableau Public, QlikView, SAP, Python, SPSS, MS-Excel** and also providing thorough training in Microsoft Projects, Data Manipulation and Navigation
- Students are sent to various organizations in order to **identify the weaknesses in existing processes and highlight meaningful data that will help an organization prepare for future growth and challenges**

## LEARNING THROUGH EXPERIENCE

- PIBM believes **in learning by doing**, so students are given data for analysis, role-plays to **analyze and conceptualize the situation** which helps in making the **right choices based on factors like customer preferences, changing trends, and performances**
- Role Plays not only leads to self-learning about **expected job outcome or to create a fit in the job but also help PIBM students in understanding others perspective about the task or issue**
- Students are trained to **collect, store, categorize, access, analyze and transfer Big data using more robust processing technology**. This data is then used to make strategic decisions and develop a more effective and productive processes

# PROFILE ORIENTED TRAINING

## OTHER DOMAINS

Apart from Finance, Marketing & HR, PIBM also trains its students in various profiles like Business Analysis, IT/ITeS & Operations. Students have trained accordingly to their area of interest.

## HOW WE TRAIN?

At PIBM, students are trained in various models :

- Students specializing in Operations at PIBM are trained to understand and analyze how Flow Rates, Bottlenecks, and Inventory Levels affect the final product that is offered to consumers
- Students are trained in various techniques for Increasing Productivity, Controlling Costs and Reducing Response Times
- Using various Case Studies, Live Examples, Role- Plays and various Management Tools, students at PIBM would be able to overcome any challenges faced in Production, Reduce Inefficiencies and make Proposals for Process Improvements to Top Level Managers

## BUSINESS ANALYSIS

Business analysis is a methodical approach for introducing and managing change in the organizations, whether they are for profit businesses, governments, or non-profits. PIBM prepares students to become expert in business analysis function by providing training with application to various sectors.

## CRITICAL THINKING - ASKING “WHY?”

- Students are encouraged to ask questions regularly till the very end until they understand the concept taught
- Develop the mentality of probing questions until the real problem or need of a client is surfaced and understood

## PROBLEM-SOLVING & ANALYTICAL SKILLS

- How to analyze a problem and understand the necessary components of a solution
- Develop skills in analysis, planning, evaluation of profitability/risk, testing, and reporting

## COMMUNICATION SKILLS

- Rigorous communication training (400+ hours by experienced corporate trainers) in both verbal and written communication
- How to ensure that right message is communicated to all audience needs

## DOMAIN TRAINING

- Training on various domains by our experienced **Corporate Panel Associates**
- Training on **Marketing, Finance, Operations, IT and Human Resource functions with respect to various sectors like, FMCG, Consumer Durables, Automobile, Banking etc.**



## Trainers

MR. JITENDRA BANE  
EX. HEAD - CUSTOMER SERVICE ORGANIZATION  
ZENSAR TECHNOLOGY

## BUSINESS STRATEGY CONSULTING

Business consultants provide an analysis of the existing practices of a company and make recommendations for improvements. At PIBM, we provide exhaustive training to our students to make them a smart Business Strategy Analyst & Consultant:

- Various **strategy models & concepts to ensure students are comfortable with using them with any real life case scenario** presented to them
- **Building Analytical & Logical bend of the mind** by encouraging them to analyze data driven problems and making decisions based on information derived from data
- Trained to become **inquisitive inside the classrooms and during corporate interactions** by asking questions like “WHY” continuously till they get the **solution for the problem or the explanation to their questions**
- Giving attention to detail whether it is **written or verbal communication, data analysis, research methodology** or just normal math calculations



### Trainers

MR. ANIRBAN DAS  
EX. ASST. - VP  
KARAMTARA ENGINEERING

## LOGISTICS MANAGEMENT

Logistics has great importance for the customers, suppliers of the company, its owners and shareholders. It creates and ensures effective functioning of the integrated management system of material flows in the enterprise. PIBM trains students on Logistics Management profile:

- In-depth understanding of Operations during various semesters with focus on practical applications
- Intensive training on understanding the whole supply chain of various companies belonging to diverse sectors
- How to organize the storage and distribution of goods, how to ensure that the right products are delivered to the right location on time and at a good cost
- Important aspects of Logistics like transportation, stock control, warehousing and monitoring the flow of goods
- Practical hands-on training on communication skills on how to liaise with suppliers of raw materials, manufacturers, retailers and consumers



### Trainers

MR. MADHUP GANDHI  
REGIONAL DIRECTOR  
SHREE SHIPPING

# HOD TESTIMONIALS



**Dr. Riddhiman Mukhopadhyay**  
HOD, Marketing Management

PIBM believes in Experiential Learning which is arrived through unique pedagogy, learning in-class or ex-class interspersed by in class discussion, case analysis and ex-campus field assignment and survey to intensify kinesthetic learning. PIBM focuses on experiential learning of students which ensures that students exhibit the outcomes not only through defining and explaining the topic but also applying and demonstrating the learning by executing, while developing the

requisite competencies required for the job which serves the purpose of the topic. The PIBM students are valued and driven down to earth while brimming with the confidence to excel and deliver results from day one of their joining. They need not be given any gestational period to perform. They come out from PIBM fully job-ready.



**Dr. Suresh Kadam**  
Dy. HOD, Finance Management

At PIBM, we consider curriculum designing, teaching and evaluations as a core to transform our students into best business professionals.

To keep the curriculum updated as per latest industry requirements we train our students on **Data Analytics tools** and languages like **Financial Time Series Analysis, R, Python, etc.** Use of Case Studies and Simulations helps in achieving the process of experiential learning. Apart from all this, we train our students on **Bloomberg Terminal, Preparing sector report and company report, Ace Analyser, SPSS, EbscoHost**, certification training such as **SAP, Six Sigma, NISM, NCFM** & more which builds a strong base for students to enter in the corporate world.



**Dr. Rajasshrie Pillai**  
HOD, Human Resource Management

There are various reasons that make PIBM students advanced and smarter than the rest. The competency based training and development regime that

PIBM follows ensures an overall and holistic development of the students. Starting from Experiential Learning by Practical live projects with MSMEs, developing PMS models, compensation models & HR policies, training on HR Analytics, hands on experience on R, Python & Power BI to practical training by CHROs and HR heads and Peer to Peer Learning, PIBM's Unique Training Pedagogy ensures that students are corporate ready from their first day of joining any company.



**Dr. Abhijeet Lele**  
HOD - Business Analytics

At PIBM, Teaching and learning are **industry-focused**. Hence the study material used is the most advanced to fulfill industry needs. The pedagogy involves developing theoretical business foundations, understanding business problems, solving those using real-life scenarios, and developing capability in **data-driven decision making**.

Students gain knowledge, acquire skills, and develop an attitude to solve business problems. Knowledge is driven by an in-depth understanding of the subject area, while skill focus is like **logical thinking, critical analysis, problem-solving, decision making**, etc.



**Mr. Shailesh Gupta**  
HOD, Business Communication & Aptitude

PIBM follows result-oriented training methodology, regular practice, and a **focused approach** towards students through pedagogy involving rigorous practice and continuous assessment of aptitude. At PIBM, we consider aptitude as a life skill which enables a student to become a smarter individual for his future endeavours. Communication and Soft skills training start well before the actual curriculum

commences with the Business Orientation Program (BOP). The levels of course curriculum differ **Conceptual learning** by incorporating tools, models and techniques and experiential learning by using case studies, role plays, and management games from semester to semester with higher learning methodologies and timely assessment along with detailed feedback.

# SECTOR TRAINING

The focus of training at PIBM lies in preparing students to face real life challenges in the corporate world. The objective of management education at PIBM is not only to train students in Business Theories & Concepts but also to make them understand where the Real Practical Application lies in various sectors or industries. We understand that every sector is different and PIBM students are trained keeping that in mind. Trainers at PIBM ensure that students have the intelligence and the intellect to deal with any challenges faced in their sector of specialization.

PIBM strongly believes that all concepts should be taught in a practical manner emphasizing more on the real world implementation of these concepts in various sectors of the industry. For this purpose, PIBM regularly conducts various Sector Specific Events – FMCG Day, Real Estate, IT Day, Manufacturing Day, Media Day and many more.

We train our students on the emerging sectors such as EduTech, FinTech, HealthTech, AgriTech, PropTech, InsurTech, E-Retails, E-Commerce, and many more to make them ready for the upcoming job profiles and skill sets

## SECTOR KNOWLEDGE

**01** | Sector performance analysis and understanding sector reports

**02** | Study of financial reports of top companies from various sectors

## MARKETING & SALES

- PIBM students are trained in a manner wherein they have a comprehensive understanding of Consumer Behavior for developing Concept category, designing promotion & pricing strategies
- Branding, Advertising & Promotion of various Products and Services
- Understanding Market Dynamics and collecting and analyzing market competition information

## FINANCE

- Understanding Working Capital Management - working capital ratio, inventory turnover, etc.
- Concepts like Financial Modeling, Balance Sheet Analysis & Analyzing Financial Statements are covered with critical detailing by PIBM trainers

## HUMAN RESOURCE

- Understanding the Recruitment & Selection process of various Industries
- Develop an understanding of various Performance review techniques through live examples and case studies
- Hands on training on Employee Scheduling, Time & Work Data Collection, Leave Management and Task & Activity Management

## Business Analytics

- Understanding the importance of data, and how it can be used to generate insights required for business. This eventually guides in making better decisions and mitigate risk
- Trainers at PIBM help students to learn and use various methods used in data analytics modeling, data preparation and evaluation

- Study and use data analytics tools and programming languages like R, SPSS, MS Excel, etc

## OPERATIONS MANAGEMENT

- Distribution channels and supply chain management from both the supplier and end customer perspective
- Understanding the basics of Logistics with application to various sectors

## INFORMATION TECHNOLOGY

- Understand and Analyze the Enterprise Business Applications of IT, Strategic Planning, Outsourcing Strategy and Operations
- PIBM Trains student in latest technologies like ERP certification by SAP, Microsoft Projects, Advanced Excel Training, Data Manipulation and Navigation Functions

## EMERGING SECTORS

- The emerging sectors like EduTech, FinTech, HealthTech, AgriTech, PropTech, InsurTech, E-Retails, E-Commerce, are the sectors that are bound to see growth in coming years. We at PIBM train our students on all the upcoming sectors readying them for all the job profiles.
- These emerging sectors will come up with immense opportunities for the students therefore we ensure that our students are ready to grab all the opportunities.

## PIBM Students are trained extensively on various Sectors



# PROFICIENCY ENHANCEMENT TRAINING AND CERTIFICATIONS

Use of technology, automation & research tools provides a means to all the top multi-national companies to implement changes quickly to stay ahead in the competition. To succeed in the international marketplace, companies are putting efforts to hire management graduates having working knowledge of most commonly used software tools in the Corporate World. Industry is also demanding management graduates to have good research & analytical skills and proficiency in working with large data & numbers. Understanding the technology and IT skills demands of the industry, PIBM has introduced training methods & certification courses inside the curriculum like Bloomberg Terminal, Ace Analyzer, SAP (ERP), Six Sigma (Green Belt), MS Project, Advanced Excel, Balance Sheet Analysis & Financial Modeling, CFA Training, CISI Certification, and more. This ensures that PIBM students acquire the skills and capabilities that would enable them to work effectively and efficiently in their workplace. IT, Research & Analytical skills are indispensable tools to survive and excel in the competitive corporate world and that's why it is taught to students in the form of theoretical and practical training.

## CFA TRAINING

PIBM has integrated CFA training for all the Finance Specialization students. In the training program, Finance experts and faculty members (certified CA) provide in-depth training on the CFA curriculum.

## CISI CERTIFICATION

The CISI Certification is integrated with the PGDM and MBA curriculum for the students to learn and enter the financial services sector with expertise and confidence.

## BLOOMBERG TERMINAL

PIBM Students are assisted in the Industry & Company analysis with research insights, concepts, theories and the best practices in financial markets. Bloomberg Terminal in PIBM connects our students to a network of 2.5 million financial professional users and an incomparable scope and depth of information.

## ERP CERTIFICATION BY SAP

PIBM has partnered with SAP to become an authorized education provider for the ERP Certification. At PIBM students are given training & certification on various modules with respect to their domain of interest.

PIBM has included a course on Quality Management within the curriculum for students which makes them understand the Quality Management techniques and Process Improvement as a strategic and organization wide concept. Along with this course students are certified with Six Sigma - Green Belt accreditation.

## PYTHON

Python's growing popularity has allowed it to enter into some of the most popular and complex processes like Artificial Intelligence (AI), Machine Learning (ML), Natural Language Processing, Data Science etc. Basic knowledge of Python helps the Business Management professionals in creating and managing cost effective and advanced products.

R is widely used among statisticians and data miners for developing statistical software and data analysis. Specialized Training on R helps students who are interested in making a career in Strategy Consulting or Business Analytics domains.

## SPSS

PIBM students are given a platform where advanced statistical analysis is taught using SPSS tools & how to access a vast library of machine learning algorithms, text analysis, open source extensibility and integration with big data.

## MICROSOFT PROJECT

Project management oversees the planning, organizing and implementing of a project irrespective of the sector and assists the managers in Project

Management by improving the productivity of any project whether large or small.

## ADVANCED EXCEL

Excel has become an essential computing tool in increasingly demanding corporate world. Students at PIBM are given special Advanced Excel training and certification which equips them from basic functional skills to advanced logic based excel functions and formulas.

## DIGITAL MARKETING TOOLS

Digital Marketing has become one of the most demanded skill-sets in the corporate world where Digital Marketing Professionals are driving the marketing and promotions of the companies' products and services on digital platforms. PIBM students are trained on various Digital Marketing & Content tools.

## BALANCE SHEET ANALYSIS

A detailed analysis of balance sheet for any company represents the concrete results of the strategy and structure. At PIBM students undergo balance sheet analysis for more than 350+ companies from various sectors which help in

building their analytical and decision making skills as well as developing financial acumen.

## FINANCIAL MODELING

At PIBM, students who are pursuing Finance specialization undergo complete financial modeling training involving the collection of relevant financial data

about the businesses to be modeled and the representation of these data so that important calculations about the company can be made, such as valuation.

## MARKETING ANALYTICS

The aim of using marketing analytics skill is to determine the current as well as future attractiveness of a particular market, and understand how the company can capitalize on the available opportunities using its strengths

## FINANCIAL STATEMENT ANALYSIS

Students are trained to analyze the balance sheet, income statement, and cash flows to manage the operations of a business. All three statements are interconnected and create different views of a company's activities and performance.

## ACE ANALYZER

PIBM trains the students on ACE analyzer which is a corporate database that provides the latest / historical, financial, and non-financial information on more than 40,000 listed & unlisted companies in India. Students gets access to more than 1750 Financial data points with in-depth coverage for their financial and company analysis.

## Power BI

Power BI aims to provide interactive visualizations and business intelligence capabilities with an interface simple enough for end-users to create their

dashboards and reports. Students are trained to create amazing data experiences by visualizing the data and creating memorable reports personalized with the KPIs and brand.

## TABLEAU

Tableau is a globally utilized data visualization, reporting, and business intelligence tool. PIBM students are trained on tableau to advance the career in analytics and gain job-ready skills by providing hands-on training to use the tool effectively for preparing data, creating interactive dashboards, adding different dimensions, and drilling into outliers.

## OTHER INDUSTRY RELATED CERTIFICATIONS & TRAINING

- CPA Certification
- NISM Certification

# ENTREPRENEURSHIP SKILLS DEVELOPMENT

Entrepreneurship is “An Individual’s” ability to turn ideas into action. It includes creativity, innovation and risk-taking, as well as the ability to plan and manage projects in order to achieve objectives. It is seen as vital to promoting innovation, competitiveness and economic growth. Emphasis on entrepreneurship education and developing entrepreneurial skills, prepares people to be responsible and enterprising individuals. PIBM uniquely develops Entrepreneurship Skills through experiential learning pedagogy that enables students to do research for new products or service ideas, business plan with projected financial statements, resource planning and implementation. In this competitive business environment PIBM is cultivating future entrepreneurs by developing Entrepreneurship Skills. This makes PIBM students develop an entrepreneurial mindset which helps them to become creative, innovative and self-employed. PIBM students get familiar with the characteristics of successful entrepreneurs and develops knowledge of accounting practices and finance. The core objective is to equip students with skills and knowledge required to start and sustain their own businesses.



MR. NIRANJAN HIRANANDANI  
CO-FOUNDER & MD  
HIRANANDANI GROUP

## RESEARCH CELL

The objective of Research Cell at PIBM is to imbibe and encourage the culture of Research & Innovation in the students. This Research Cell is empowered to initiate Research, Management Development Program (MDP) & Consulting Projects in association with Industry & Academia.

At PIBM, we focus on the research study of different aspects of the industry and the purpose of this is to engage Faculty, Students & Institutional Resources in research-based projects which are of direct application for the industry. PIBM's Research Cell is a platform for supporting and executing several projects that have developed and are developing industry - specific solutions and strategic insights, for private organizations as well as government bodies. The research work which is done and compiled by the faculty and the students of PIBM which eventually helps students to know the requirements in the industry.

The Research Cell recognized the important Research & Innovation breakthroughs in the Institute and the participation of both faculty & students for same. This cell is headed by Dr. Rajashree Pillai (Professor & HOD, HR - PIBM).

Paper Publications in Journals

UGC - 104

Scopus/ ABDC Indexed - 59

## INCUBATION CENTER

The place where startups are born. Our goal is to help create and grow young businesses by providing them with the necessary support, financial and technical services. At the present day where every major cities are booming with start-ups, motivating the young minds with fresh ideas and unshakable visions, towards creating

new corporate entities is one of our two goals. At PIBM, we train students for their successful career either by joining a company or creating one. The purpose of our incubation center is to smoothen the ideations and inventions which are beneficial for the society.

The Incubation center at PIBM was

initiated with a vision to support the visionaries of today and to promote their ideas and innovative startups through the Institute ecosystem. The accepted ideas are provided with a Rigorous Incubation Program, mentorship, office space, basic requirements and etc.

Combining students' ideas with PIBM's modern academic facilities and advanced technological and managerial expertise, our incubation center presents a unique opportunity for promising entrepreneurs to transform their innovative ideas into applicable entrepreneurial initiatives through excellence and service.

# PUBLICATIONS

PIBM concentrates on different areas of research in the management field and publishes it in regards to manuals. This helps students to explore their horizon in the particular domain, get exposure to the trend in the current era & further helps in the research and all-round development of students. PIBM encourages students and its faculty members to explore the research in various domains as it is an important method of alternative learning. PIBM students & faculty members have published various Manuals on different Domains, some of these are:

## FINANCE

- Project Finance & Financial Modelling handbooks - I
- Project Finance & Financial Modelling handbooks - II
- Automobile & Real Estate Report
- Pricing Models an Indian Perspective
- How to build a Merger model & LBO Models
- How to build Business/Valuation Models & How to write equity research reports



## MARKETING

- Sales and Distribution Handbook
- Retail Management Handbook
- Workbook on Marketing
- Creating a better sales forecasting
- How to compute ROI

## HUMAN RESOURCE

- Performance Management Handbook
- Recruitment & Selection Handbook
- Training & Development Handbook
- Organizational Behaviour
- Future of Human Resource Management: Case Studies with Strategic Approach
- Skills needed at Modern Workplace
- International Conference Proceeding

## OTHERS

- Pixthon Live Project
- Maruti Papers Limited
- Solid and BioMedical waste Management
- Streamlining the requirement process for Edelweiss Financial Services Ltd.
- Standard Operations Procedures
- Learning & Development
- Event @ glance

# CORPORATE INTERFACE



DR. R S SODHI  
PRESIDENT  
INDIAN DAIRY ASSOCIATION

Today, the definition of a good management school is largely dependent on its ability to offer industry interface to its students that helps them enhancing their practical knowledge and make them ready for the corporate world. The focus of a B-School should be to create industry ready employable management graduates who can work from the very first day. In times of cut-throat competition where everyone strives hard for a successful career, industry interface is of prime importance both for Students and the Institute.

The objective of the corporate interaction at PIBM is to expose our students to understand the real time problems in the organizations, to relate the theoretical concepts learnt in the classrooms to practical concepts and to learn real life application of management practices.

At PIBM, we are associated with over 700+ top Corporate Heads who train our students using unique training programs designed by the highly acclaimed executive committee to foster leadership, problem solving techniques, analytical mind-set, creativity, effective communication and organizational skills. PIBM's association with Companies from diverse sectors also brings the best out of the Management Program through assistance in designing the curriculum. Regular training & interaction sessions with Corporate Heads are conducted throughout the year at PIBM like Corporate Weekends, Pioneer Convergence - Annual Business Conclave, Manufacturing Day, IT & ITES Day, Analyst Meets, Industry Visits, and Internships & Live Business Projects which builds a solid platform for students to undergo experiential & practical learning of Business

## CORPORATE PANEL AND GUESTS

PIBM has associated with Corporate Heads to train and mentor students through interactive sessions, GD/PI training & personal mentorship programs. Our association consists of corporate heads from Marketing, Finance, HR, Operations, Consulting and IT domains from various sectors like Financial Services, Banking, FMCG, Consumer Durables, Paints, Cement, Retail, Automobile, and Telecom etc.

PIBM's Corporate Panelists are on board with PIBM who **visit Campus frequently on weekends and share their rich content knowledge** on various topics. Students are trained on the grounds of industry and sector specific knowledge by corporate heads. The trainers focus on themes which are relevant in today's business world and include practical business problems with respect to their company. Practical knowhow **enhances student's capabilities to interrelate theory learnt with the business related activities carried out in various sectors and companies operating within the sector** thereby making the students competent from day one of their employment.



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Organization Structuring,  
& Logistics Management



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Strategy & Operations



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Developing and Handling  
Business



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**STEELCASE**

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offline) & Business  
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**META**  
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**RR KABEL LIMITED**

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Employee Relations,  
Talent Management, HR  
Policies, People Process  
and Development



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Finance & Analysis of  
Annual Report



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**KPIT**

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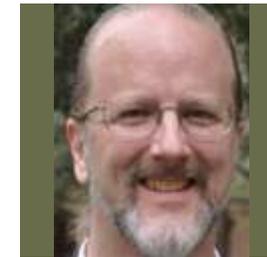
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Deputy Commissioner  
Income Tax, Mumbai



MS. TEJASWINI SATPUTE  
IPS - SP of Satara



ADV. VANDANA CHAVAN  
Member of Parliament  
- Rajya Sabha



MR. BHUSHAN GAGRANI  
IAS & Principal Secretary  
- CM, Maharashtra

# CORPORATE EVENTS

PIBM ensures that Corporate Interactions are not just limited to classrooms, by providing a bigger platform to students. Throughout the year, PIBM conduct various events which sees many Corporate Heads

visiting the campus for Panel Discussions and Knowledge sharing interaction sessions ensuring more opportunities for students to interact and learn directly from the Industry Experts.

# INTERNATIONAL CONFERENCE

**International Conference** is an event successfully organized by PIBM with a motivation to provide an excellent platform for Academicians, Researchers, Corporates and budding Students. The 6th International Conference focus area was on **Agile Business in the midst of Disruptions for Sustainability and Inclusivity**

The conference not only brought the best minds, both in the corporate and academic fields to one forum but also gave the opportunity to PIBM students to understand the Issues, Challenges, Strategies and Recent Trends in the area of Business Management.



# CEO CHARISMA

CEO CHARISMA was incepted by PIBM for the first time in Pune. The objective of CEO Charisma is to expose the students to CEOs of top companies which helps them to understand the real time problems in the organizations and to relate the theoretical concepts learned in the classrooms to practical concepts.

In CEO CHARISMA, PIBM organizes Panel Discussions and Knowledge sharing interaction sessions ensuring more opportunities for students to interact and learn directly from the Industry Experts. Corporate Heads enlightens the students with the future aspects and challenges to be faced as upcoming Managers and Entrepreneurs.



Mr. Ramesh Iyer  
VC & MD - MAHINDRA & MAHINDRA  
FINANCIAL SERVICES  
CHAIRMAN - FIDC



Mr. Mathew Job  
CEO  
CROMPTON GREAVES  
CONSUMER ELECTRICALS



Mr. Bipul Chandra  
MANAGING DIRECTOR  
DUCATI INDIA



CEO Charisma 2022  
- PANEL MEMBERS



CEO Charisma 2022  
- PANEL MEMBERS

# PIONEER CONVERGENCE

## Annual Business Conclave

Pioneer Convergence is the PIBM's Annual Business Conclave which is conducted regularly seeing 60+ Corporate Heads from various sectors taking part in the event every year. Panel discussions are conducted on various industry relevant important topics, giving students an opportunity to understand the views of Corporate Heads thereby increasing their scope of Business Management Understanding.

Some of the topics discussed in the latest edition were:

- Sustainability of B2B in the Future
- Future of E-commerce in India
- The rise of First Generation Entrepreneurs
- Skill India Mission: The opportunity & challenges

All this builds a solid platform for students to understand the Real- Time Problems faced in the Industry and prepare themselves to face any challenges, opportunities or threat in the future.



Mr. Makrand Khatavkar  
Ex. Group Head - HR  
KOTAK MAHINDRA BANK



Mr. Sandeep Tyagi  
Director HR  
SAMSUNG



Mr. Vikas Attri  
Managing Partner  
AKSHAR MIDDLE EAST LLC



Mr. Anil Kumar Misra  
CHRO  
JIO MART



Ms. Gopika Nair  
Sr. VP - HR  
LALS GROUP, DUBAI



Dr. R.C. Natarajan  
Ex. Director  
IRMA



Mr. Deodutta Kurane  
Ex. Head of Human Resources  
YES BANK



Mr. Atul Bagal  
Head Employee Relations  
ZYDUS

# LEADERSHIP NEXT

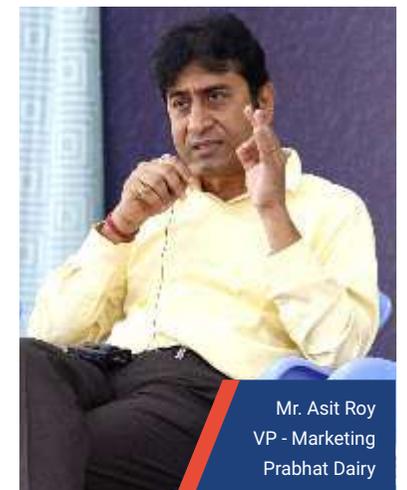
PIBM Leadership Next is an event organized to bring leaders from different Sectors and Domains on one platform to share their valuable experience and interact with PIBM students. This event brings new and more effective ways to positively impact Leadership Learning and not only encourages PIBM students to become a leader but also how to become an efficient Leader. In the recent edition of Leadership Next, the topic of discussion was 'Impact of Rapid Changes in Technology on Businesses'.



Leadership Next  
- Panel Members



Leadership Next  
- Panel Members



Mr. Asit Roy  
VP - Marketing  
Prabhat Dairy

# VIRTUAL LEADERSHIP SERIES



Mr. Sanjeev Mehta  
CEO & MD  
HUL

At PIBM, corporate events play an important role to bridge the gap between academics and corporates. The students get a chance to have a real time conversation with the top corporates and clear all their doubts. These corporate events motivate the students and give clarity on different sectors.

Even in this challenging scenario, we did not compromise with the corporate exposure and came up with a Virtual Leadership Series where the corporates shared their views with the students giving them a clear picture of the real corporate world and guided them about changing trends in different sectors. The students interacted with the

corporates on many different topics. Some of the topics discussed were:

- How digital trends are changing the role of HR
- How our world has changed
- Survivor skill shastra - what to learn to prepare for the new normal
- Talent Management or Competencies Framework
- Strategic HR Management & Planning or Human Resource Planning & Retention

All these discussions helped the students in understanding the new trends and demands of different sectors and prepare themselves to grab the opportunities.



Mr. C P Gurnani  
MD & CEO  
TECH MAHINDRA



Mr. Niranjan Hiranandani  
Co-founder & Md  
Hiranandani Group



Dr. R S Sodhi  
President  
INDIAN DAIRY  
ASSOCIATION



Mr. S.V. Nathan  
Partner & Chief Talent Officer  
DELOITTE INDIA

# BUSINESS CONCLAVE

PIBM organized Business Conclave where the students witnessed 10+ eminent corporate leaders from top companies across India discuss about Business 361, with the theme of the event being "Thinking outside the box or beyond, going the extra mile"



Business Conclave 2022  
- PANEL MEMBERS

# LEADERS' CONJUNCTION

PIBM organized the 2nd Season of " Leaders' Conjunction with incredible grace and grandeur. The event was graced by some of the prominent personalities of the corporate world, who shared their insights and experiences with the students, on the topic - "Entrepreneurship & Building Innovative Organizations".



Leaders Conjunction 2022  
- PANEL MEMBERS

# DIGILYTICS

PIBM organized the first season of Digilytics at Pune on the theme, 'The New Era of Digital Transformation'. The event witnessed two high value, and engaging panel discussions which included the top corporate leaders and industry experts.



Digilytics 2022  
- PANEL MEMBERS



Mr. Anup Gupta  
Vice President  
BNY MELLON



Mr. Shrikant Sarda  
Managing Director  
ACCENTURE

# SECTOR - SPECIFIC CONCLAVES

PIBM also regularly organizes 1 - 2 days conclaves pertaining to Specific Sectors or Industries. These Events provide a platform to the students to understand the practical implementation of Business Theories in Different Sectors by interacting with 350+ Corporate Heads.

## OMNIKART (FMCG DAY)

PIBM conducts Omnikart - The FMCG Tailwind, where students get the opportunity to understand and interact with various Corporates from FMCG Sector. Students gets the in depth understanding of FMCG Sector which helps them to be one step ahead of the latest developments in the sector.

## ESTATE GROUND (Real Estate Day)

The Real Estate sector in India is ever-changing and without proper monitoring, it is prone to get ahead of us. To understand this Changing Landscape of Indian Real Estate Sector, PIBM has introduced the "Estate Ground" event where students get an opportunity to interact with various corporates from the Real Estate Industry and understand the past, present and more importantly the future of this sector.



FMCG Day - 2017  
- PANEL MEMBERS



Omnikart - FMCG Day  
- PANEL MEMBERS



Mr. Omar Gull  
CEO & Co-Founder  
RACE KINGDOM



Mr. K Mukund Raj  
Executive Director  
& Business Head (West Zone)  
DLF Limited



Mr. Vishal Sharma  
Chief Sales & Marketing Officer  
RAYMOND REALTY



Ms. Reema Kundnani  
Senior Vice President  
BROOKFIELD PROPERTIES

## CGTHON

PIBM organized CGThon where the students got an opportunity to understand the demand and supply shocks during Covid-19 & the Bullwhip effect and also the changes in consumption trends and stock needs. During this event students got a clear understanding on how the supply chain of the FMCG products works. The students got an opportunity to interact with the FMCG industry experts and got to know about various changing trends.



## MELASCAPE

As we all know that the dynamics of the Rural Markets are changing day by day. To understand the changing rural consumers, PIBM organized MELASCAPE where the industry leaders from rural and agricultural businesses discussed broad areas related to the rural markets.



## TECHNICHE (IT/ITeS DAY)

Today every industry is talking about Digital Transformation and are affected by technologies like the Internet, Blockchain, Microservices, and Cloud. Pondering upon this transformation, PIBM has successfully organized a symposium of Analytics and Digital Industry experts, TECHNICHE: Analytics and Digital Transformation. This event brought 20+ Corporates to form IT/ITeS Sector to interact and train the students of PIBM.

The topics of discussion were:

- The Value of Data and Analytics in Digital Transformation
- Expanding Innovation and value throughout the world
- Role of Analytics and Digital in Marketing, Finance, HR, Operations and Supply Chain

Apart from TECHNICHE, PIBM also organizes various other events like IT/ITeS Day, FinTech Colloquium, Tech Hour and many more.



## INNOVATING RETAIL (RETAIL DAY)

PIBM has successfully organized Innovating Retail – Thinking Retail Thinking Innovation, the topic of discussion was on Building Next Generation of Talent in Retail, wherein Corporates shared their views on the era of Digital Revolution and the essential for Retail Leaders and Human Resource professionals. PIBM has organized this event in order to fulfill the need for retail associates to be trained in the digital mindset as well and to make the students realize the impact of the fast-paced, ever-changing digitalization in various jobs and workplaces. This discussion leads to directions and developing trends within the variable domain in the light of the digital boom.



## MANUFACTURING DAY

An event which is specifically designed to bring Industry experts from the Manufacturing Sector and interact with students. PIBM regularly conducts this event every year to bring Corporates from various domains and discuss various topics so that students of PIBM are imparted with every information relating to manufacturing and the various challenges, opportunities, and threat faced in the industry.



Manufacturing Day  
- PANEL MEMBERS



Manufacturing Day  
- PANEL MEMBERS

## MICROTOM (SME DAY)

PIBM organized 'Microtom 5.0' with the theme of 'Industry 5.0 - AI & Beyond'. The objective of the event was to provide a platform for entrepreneurs to learn and network with industry experts, and for PIBM Pune to showcase its commitment to fostering innovation and entrepreneurship. The event was a great success and was attended by over 35 top entrepreneurs from the SME and MSME sectors, who were invited to participate by the Entrepreneurs' International Club.



Microtom  
- PANEL MEMBERS



Microtom  
- PANEL MEMBERS

## INSURANCE DAY

In search of Insurance Riches and to discuss the current and future market state and opportunities, PIBM has successfully organized INSURE QUEST at PIBM Pune Campus. Distinguished Corporate Heads from the Insurance Sector came down to witness the event. Being a successful event, it provided PIBM students an opportunity to interact with the eminent personalities of Insurance Sector. Prominent leaders from the industry shared their experiences and insights.



## FMCD DAY

With Growing awareness, easier access, and changing lifestyles, Consumer Durables sector has become one of the most prominent sector. Fuelled by rising incomes and growing affordability, the consumer durables market is expected to expand at a rapid rate. For understanding the present and discover what the future hold, PIBM organizes FMCD Day. Various distinguished Corporate Heads from different MNCs come down to witness and share their knowledge and experiences in the event.



# BUSINESS ORIENTATION PROGRAM (BOP)

## The Journey Begins!

The Business Orientation Program (BOP) is a unique initiative by PIBM, where aspiring management students are provided with an orientation to Management Studies. The BOP acts as a starter course for the management students and builds a strong foundation for them to begin their MBA & PGDM journey. It is beneficial for the students who seek to get into Management Studies but are from a diverse curriculum background e.g. Engineering, Commerce, Science, and many others. It gives them an ample amount of time i.e. 2 months, to grasp basic concepts of Management and get familiar with the new course.

The BOP includes basic training and development of communication, aptitude, and diverse domains through various practical learning activities such as corporate interactions, industrial visits, etc.

## KNOWLEDGE, SKILLS, ATTITUDE

The training during the foundation course **focuses immensely on the development of student's knowledge, skills, and attitude**. Thus the pedagogy ensures that students get to face **real-life challenges** and accordingly be able to bring solutions onboard.

## CORPORATE INTERACTIONS

PIBM's association with over **700+ top Corporate Heads** gives a chance to the fresh management students to **learn, interact and imbibe directly from such dignitaries** during the events. Through the multitude of corporate interface activities, students develop the basic knowledge of various functions of the industry along with the understanding of diverse sectors.

## INDUSTRY VISITS

Industrial visits help **fill the knowledge gap between classroom theories and practical hands-on implementation in companies**.

## DOMAIN TRAINING

Throughout the Business Orientation Program, PIBM students are trained on the **basic fundamentals of Marketing, Finance, Business Analytics, Digital Marketing, Operations, IT, and HR domains**, which gives them a basic understanding of each domain and prepares them to grasp more.

## COMMUNICATION TRAINING

PIBM understands the **important role played by the strong confidence in the life of management professionals**. During BOP, hence the rigorous training begins to enhance students' business communication skills. The training focuses on **presentation skills, soft skills, and body language** which ensures that students understand each and every topic and communicate fluently.

## APTITUDE AND IT SKILLS TRAINING

Students are trained in order to develop their aptitude which focuses on the **development of analytical skills, reasoning skills**, and so on. For the IT skills, expert faculties train the students on the **business uses of Excel, Powerpoint, and Word** ensuring that the PIBM students learn logical excel functions, formulas, and other important data analysis tools.

As fresh graduates coming from diverse academic backgrounds, the **2-years full-time management course** will play a pivotal role in transforming them. Thus, the **Business Orientation Program (BOP)** at PIBM gives the much-needed push to the students to make them ready for beginning their **MBA & PGDM** journey towards the goal of corporate world success.

# LIVE PROJECTS AND INDUSTRY VISITS

To foster PIBM students' conceptual, analytical, communication, interpersonal skills, practical experience, leadership and knowledge in a real time environment, we provide them with 50+ live business projects of various domains during the course. These projects and industry visits help to fill the knowledge gap between classroom theories & practical hands-on implementation in companies. This also provides students a means to build their Corporate Experience before starting their career post Management degree.

Every semester PIBM students also undergo numerous Industrial Visits in companies from various sectors. Students visit manufacturing units, retail stores, company headquarters etc. in and around Pune where they interact with company professionals and have first-hand experience of various functions & departments in an Organization. The main objective of Industry Visits is to accustom students to the industrial practice and corporate world. PIBM students are exposed to the practical situations and events in companies thereby increasing their interlinking skills and sector understanding.



Industry Visit at  
PIAGGIO



Industry Visit at  
BISLERI



Industry Visit at  
MERCEDES



Industry Visit at  
COCA COLA

# INTERNSHIP PROGRAM

PIBM always ensures to provide **multiple platforms** to the students so that they can **get industry exposure and internships** thus **play a major role in providing hands-on corporate exposure**. PIBM students undergo **two Internship programs** which help them in not only becoming industry ready but gives them much needed confidence boost before beginning their corporate journeys. All PIBM students undergo a one-month Winter Internship and two-months Summer Internship Program.

We at PIBM, believe in **practical learning** where the students can **bridge the gap between their classroom theories and the real corporate world by implementing the management concepts in real-life applications**, hence, the Internship Programs provides the students with a corporate platform on their early stage of learning.

Internships give **ample amounts of industry exposure** which helps the students to take better and clear decisions regarding their future. It also enables the students to be ready to face the corporate challenges and get a better understanding of how the companies work in real life.



**Winter Internship Program**  
(30-45 days)

**Summer Internship Program**  
(60-90 days)



## CORPORATES SPEAK

"I train PIBM students in sales & marketing, strategy and innovations where my mode of training is primarily making them understand the basic fundamentals and then taking them to ground reality i.e. practical application of those fundamentals e.g. product life cycle management as a fundamental and then how life cycle for smartphones and telecom industry in India is being applied and used in corporate world. I could also see the hunger for knowledge in PIBM students as they are curious to know how corporate actually uses various management concepts in real life."

“

MR. ASHISH CHANDRA  
CEO & MD  
BHARTI AIRTEL



"The objective of giving the training on practical aspects is that there is a huge difference in theory given in the book and what is actually applied in the corporate world. Practical knowledge is required to be imparted to students before them going to Corporate for their jobs. I always find PIBM actively participating in the development process of the students. PIBM is putting all the efforts so that when students go out for a corporate job, they are well equipped with all the relevant information, with all the relevant experience and can become capable of handling those tasks which are expected by the corporates when they join."

MR. ARVIND HALI  
MD & CEO  
MOTILAL OSWAL HOME LOANS LTD.



"The beauty of PIBM is that it focuses on individual requirements of students and preparing them on the basis of sectoral needs as well as industry specific requirements e.g. training on Consumer Durables, FMCG, Paints, Financial & Banking Industry, Telecom etc. Students are exposed to top case studies which are taught across the globe. I could also see the hunger for knowledge in PIBM students as they are curious to know how corporate actually uses various management concepts in real life. They are trained on new innovative practices in corporate and how corporate is evolving so that they get aligned to the needs and wants of the industry."

MR. MANISH SINGH  
DIRECTOR - HR & ADMINISTRATION  
HAIER APPLIANCES INDIA



"I wish to share my appreciation for the passion Mr. Raman Preet puts into his institute and makes curriculum so industry specific. The topics which are prevalent in the corporate world and the students are being taught the same – which gives students EDGE over others. The institute is open to new ideas and has corporate members on their panel to guide them. Overall, learning and knowledge enhancement initiatives at the institute make it encouraging for every student and they will benefit from it. As recruiters it is a big help if students are matured and ready to take up managerial roles than considering corporate a learning ground. With PIBM, I am assured that student quality is good and they are very trainable for competent roles."

MS. BHAWANA DHAWAN  
HEAD OF HR & ADMIN  
PLADIS GLOBAL



"What is really exciting about PIBM is the efforts put by the Institution to groom students by bridging the gap between campus and corporate through extensive transition programs. While faculty is focusing on theoretical knowledge, my responsibility as a corporate individual is to focus on the practical essence of it and make the PIBM students employable. I could also see the hunger for knowledge in PIBM students as they are curious to know how corporate actually uses various management concepts in real life."

MR. SUBHASH MENON  
CHRO  
ANGEL BROKING



"It is always a wonderful experience to meet the future managers in the making. Over the past few years I have observed that the requirements of the Corporate Sector have changed a lot. As an employer we look for a good personality of the students, confidence level which comes from their domain knowledge as well as the most important factor is communication skills. I have seen PIBM working on their students and the result is quite good. Also the knowledge level pertaining to practical applications was also very good. I have selected a few students of PIBM and their performance has been very good."

MR. R.S. RAJAN  
CEO, CO-FOUNDER AND DIRECTOR  
LIVPURE



"The institution has a good talent pool of fresh minds that have been trained to become industry ready with high focus on domain capability. I am very happy with the domain understanding of the students and that we have hired from PIBM. It speaks about the efforts management and the faculty put in to bring the students to the level of excellence they have achieved. Also would like to mention the discipline and the professionalism that PIBM has imbibed in the students to take them forward as future leaders."

MR. VIJAY JASUJA  
EX. MD & CEO  
SBI CARDS & PAYMENTS



"I would like to mention that PIBM has been initiating very creative ways of learning & grooming for the students since my introduction with it a few years back. I have seen the hunger in the placement cell and faculty for providing best opportunities in terms of corporate interaction, placement and industrial exposure to the students. Amazing thing is that this curiosity is also developed in the minds of students who are always eager to learn and get the best exposure."

MR. YASH PAL SINGH  
HR HEAD  
EBRO INDIA PVT. LTD.



"PIBM is having a totally different approach with the management education by working more on building students' personality in terms of self-confidence, communication and at the same time practical exposure. With these inbuilt skills apart from the domain and theoretical knowledge, the students become a complete corporate professional. Also, I really appreciate the concept of various technology certifications that are being provided to the students as a part of the course. This has really helped us to save the costs and time associated with training. For all these reasons, I provide opportunities to the PIBM students in my organizations as interns and full time employees."

MR. JOHN WILCOX  
CEO  
NAVNIT GROUP



"The training experience at PIBM has been very enriching. In my long association with different Institutions, I have hardly come across this concept where people from industry come with their problems and share with the students. In fact, this whole idea of bringing corporate panelists in not only to add value to the training process but also to address the students' queries regarding their knowledge about industry. With corporates coming to PIBM it helps the students in understanding what corporates expect from them as management graduates."



**MR. PRADYUMNA PANDEY**  
CHRO  
MOTHER DAIRY FRUIT & VEGETABLE PVT. LTD.



"I have been coming to Pune Institute of Business Management for the past few years to groom the students. I train students on Channel Management and International Marketing. I also support PIBM's Placement Cell for the Summer Internship Programs. I think the kind of domain knowledge we are imparting to PIBM students, not only me but other Corporate Panel members from FMCG, Consumer durables, Logistics etc. companies, that domain knowledge helps PIBM students to get groomed and be ready for the job being offered by the companies. The strike rate of placements is very high."



**MR. ARIJIT DUTTA**  
EXECUTIVE DIRECTOR  
MESHA ENERGY & SOLUTIONS PVT LTD



"Excellent communication skills, good listening ability, practical understanding of concepts in marketing, finance and ability to link it with all current affairs of business are few things which I want in students and have always found in PIBM students. They have better clarity of thoughts, assertiveness, smartness, and confidence while communicating or discussing about any topic. This is one of the reasons I prefer to hire PIBM students."



**MR. UMESH REVANKAR**  
CEO & MD  
SHRIRAM TRANSPORT FINANCE CO. LTD.



"What I do for PIBM students is to bring in the real life challenges that are faced in the automobile industry and case studies of the companies where I have worked. I expose the students to these challenges and seek solutions with them so they are prepared and they understand the challenges faced by Automobile industry in India. These challenges are related to various fields like sales, marketing, strategy, product development, niche marketing, how to get more return on investment in marketing spending less which is the biggest challenge today in the industry. That is why when these students join the industry in their respective jobs, they are industry ready."



**MR. MANISH ROHTAGI**  
Chief Executive Officer  
LONTOR HI-TECH DEVELOPMENT CO. LTD.



"Inviting corporates to interact directly with students and training them on practical aspects is one of the platforms that interests me about PIBM. This corporate interaction takes care of what exactly students need to do in various companies and perform better in the market by having a hands on experience. In my association with PIBM, I have found students energetic and inquisitive. Answering their questions on complex business problems and working along with them to design business strategies brings back the old college memories."



MR. SUDHIR GURTOO  
MD  
LEADEC INDIA PVT. LTD.



"PIBM as a management institution has a very good platform for students. The institution imparts students with comprehensive knowledge of product life cycle starting from manufacturing till the final sale to the consumer. I also train students on various corporate valuation techniques with live case studies. It's indeed a pride and privilege to be associated with PIBM to train students for preparing them to enter the corporate world and I look forward to more interaction with them in the future."



MR. RAJEEV MISHRA  
DIRECTOR & CEO  
MPR REFRACTORIES LTD



"Very few Institutes of Management in Pune take the kind of interest that PIBM takes in giving the highest learning atmosphere for the students. The anxiety and efforts placed by the management in giving the best to the students is undoubtedly commendable and exemplary. With this kind of support, encouragement, counseling and guidance from experts in academics and industry, it is reasonable that PIBM students take the best out of it to transform themselves into enthusiastic, knowledgeable and performing learning managers of the future."



MR. ANIL SACHIDANAND  
FOUNDER & MD  
ARKFIN INVESTMENTS PVT. LTD.



"I bring in the real life challenges that are faced in the automobile industry and case studies of the companies where I have worked for the students. I expose the students to these challenges and seek solutions with them so they are prepared and they understand the challenges faced by Automobile industry in India. These challenges are related to various fields like sales, marketing, strategy, product development, niche marketing, how to get more return on investment in marketing spending less which is the biggest challenge today in the industry. That is why when these students join the industry in their respective jobs, they are industry ready."



MR. COUNT CHRISTOPHER DE BREZZA  
FOUNDING CHAIRMAN  
EUROPE INDIA FOUNDATION FOR EXCELLENCE (EIFE)

# MENTORSHIP PROGRAM

Training and Development makes a student better and capable of getting things done but guidance is something that everyone needs in order to take and stay on the right path. At PIBM, we conduct Mentorship Programs routinely to guide our students on the right path, help them overcome any fears, eliminating their doubts and much more. Mentorship Program enables both students and faculty members an opportunity to understand each other's perspective and grow professionally. Be it choosing the right specialization or having any curricular related doubts, our support is always there with the students.

Existing between two people, a Mentoring Program indulge with the goal of both personal and professional development. At PIBM, we divide each batch into multiple groups and assign a mentor to each group. An experienced Faculty member or Domain expert is assigned to each group who shares knowledge, experience, and advice with his or her mentees. The mentors strive to support, encourage and motivate their mentees by providing them all the professional assistance they need. Over the time the mentor-mentee relationship becomes a true bond where both sides are connected to each other, as the mentors become trusted advisers and role models who have been there and have gone through the hurdles.

During the time of Pandemic, Our Mentorship program played an important role

to guide and keep our students motivated. Mentors regularly conducted mentoring sessions on ZOOM, Google Meet with the students. Mentors always provided a support system to solve not only academic problems but also students' personal problems to keep students mentally and physically fit. During COVID-19, mentors guided our students to upskill themselves as per the requirement of current market trends. Our goal is to provide the students with all the required guidance in order for them to improve their skills and position to advance their careers.



# BUILDING CONFIDENCE

Corporate World today not only demands Management Graduates having Knowledge & Skills but also who are Smart, Sharp & Confident. Confidence is the most important contributor to performance in the corporate world because a person may have all of the ability in the world to accomplish a goal, but if he/she don't believe in himself/herself to have that ability, they won't use that ability to its fullest extent in pursuit of success.

PIBM takes initiative in preparing the students to take on any challenge with confidence. Rigorous training on improving Business Communication, continuous improvement of Presentation skills and thorough preparation for Placement process which includes Aptitude Training, Mock GDs and Mock PIs, ensures PIBM students to gain the required confidence to become ready to enter the Corporate World.

We at PIBM, train our students to build their confidence through various corporate interactions, students are being evaluated through verbal and written assessments, students get an opportunity to give Mock GDs and Mock PIs in front of the corporates.

## COMMUNICATION TRAINING

To increase the confidence level of the students, communication skill development is the most important step. So we work constantly to improve the content and communication skill of the students which build their self confidence which we formalize as inter-disciplinary learning, learning from sharing respective experiences and ultimately gaining knowledge. During the training program, our team of professional trainers work on following aspects of each student's communication:

- Vocabulary (10 new words/day)
- Accent training
- Articulation
- Clarity of speech
- Speed
- Removing mother tongue influence

The RAS (Read-Analyse-Speak) technique is used at PIBM to develop the overall communication skills of students. As the acronym suggests, the **students have to read a short article or passage, analyse it and then express it in their own words**. The aim is to get the student to improve their vocabulary as they will use synonyms or antonyms to explain the passage/article. At the end of the activity, the student becomes is able to comprehend the article/passage and analyse the idea/message behind it and also becomes able to express it. **Content is built by the daily routine of business paper reviews, classroom sessions and discussions** allowing the students to engage in interdisciplinary

## PRESENTATIONS

Presentations play a very important role in Corporate World for Managers as they have to present their product in front of clients, present their project in front of top management or present their strategy in front of colleagues or subordinates. So, at PIBM we give special attention to develop presentation skills of the students.

After every topic, students are required to give a presentation in front of a panel consisting of the respective subject faculty and a guest from the industry. Students are evaluated in terms of knowledge, analytical skill, communication skill and IT skills. They are given comments on what went wrong and how they can improve. The purpose behind the vigorous absorption process schedule is to increase their overall skills and thus self-confidence.



## APTITUDE TRAINING

Aptitude tells about the analytical skills of an individual. Someone who doesn't have the right skills for a position, or who isn't a good fit with the corporate culture, often ends up being replaced. Then companies fill the position again, and turnover costs and lost opportunities become significant. To make better hiring decisions and avoid high job turnover rates, national & multi-national organizations use aptitude & ability testing. Companies also use these tests for promoting and training. The goal is to get the right people, with the right skills, in the right jobs. This is one of the main reasons Aptitude Test is conducted by the majority of the companies for recruitment.

At PIBM we have a special team of Aptitude Experts to train & develop students' aptitude skills. Our trainers discuss the requirements with the companies & recruiters from various sectors so as to know what is expected by them from our students. Thus PIBM students are trained on the following:

- Quantitative Aptitude Skills
- Data Interpretation & Data Sufficiency
- Reasoning Ability
- Logical Reasoning
- Visual Reasoning
- Verbal Reasoning
- Verbal Abilities & Language Comprehension
- General Awareness & General Knowledge



## PLACEMENT PREPARATION

The success lies in good preparation. So at PIBM, students are well trained to face the interviews of any company. Apart from rigorous training on business theories, case studies, group discussion, classroom presentation and research projects undertaken to learn specific function details, PIBM students also undergo mock interviews. They are prepared well in advance to face any kind of question asked by the companies.

## THE PURPOSE OF MOCK INTERVIEWS

- To build self-confidence by repeatedly appearing in mock interviews conducted by business heads
- To give students exposure to what kind of questions can be asked and how to conduct yourself at the time of interviews
- Practice makes a man and woman perfect and removes fear of failure, so by practice fear is gone and students start becoming confident after facing series of mock interviews
- The feedbacks are given to each student after every mock interview, so they can improve and finally clear the Interview rounds of companies
- Some of the business heads who are conducting mock interviews and train PIBM students rigorously to clear the interviews

## OUTCOME

It gives clarity to students where the gaps are and how much effort is required in reality to clear the placement processes.



MR. VISHAL BHARGAVA  
Vice President  
BANK OF AMERICA



MR. BHAVIN SHAH  
Director  
LATIN MANHARLAL INSURANCE BROKING PVT LTD



MR. SAURAB BHUSHAN  
Head - Financial Services  
LATIN MANHARLAL INSURANCE BROKING PVT LTD



MR. MANISH DESAI  
Head of Corporate Finance  
VOLTAS LTD.

## MOCK GDs

In their respective companies as managers, students have to conduct a lot of meetings both with seniors as well as colleagues and subordinates. The preparation of Group Discussions help PIBM students to not only clear the placement process of many companies coming for recruitment but also help them to become comfortable in being an active member of discussions. This continuous practice of Group Discussions makes them comfortable and increases confidence.

We also prepare our students on the current affairs and business topics through interaction with Business Heads of the companies every weekend.

## OUTCOME

The students are well informed about the happenings in the business world, have more confidence while speaking among a group of intellectuals and clears the selection rounds of companies visiting for the campus placement process.



MR. SUNIL KUMAR SINGH  
Sr. VP - Channel & Business Development  
Bounce Infinity



MR. ARIJIT DATTA  
President & Business Head  
UNO MINDA



MR. ALFRED MENDES  
Head Talent Acquisition - Campus Relations  
IDFC FIRST BANK



MR. MANISH SINGH  
Director - HR & Administration  
HAIER APPLIANCES INDIA



MR. MAHESH DESHMUKH  
Founder  
GENIUS LEARNING ACADEMY



Mock GD by  
**CRYSTAL CROP**

# CAMPUS ESSENTIALS & FACILITIES

## CLASSROOMS

THE LEARNING SPACE

Our spacious and modern classrooms provide an immersive learning experience to the students. Fully equipped with digital technologies for audio-visual training aids, our wi-fi enabled classrooms are an amazing place where lectures, discussions and various training activities takes place. Built in the calm and serene valley on the outskirts of Pune, every classroom are free of any kind of external noises, giving students and faculty members the opportunity to fully indulge in the training without any distractions.

## AUDITORIUM

THE PLATFORM OF PERFORMANCES & EVENTS

Our auditorium is the common hall for some of the biggest and main events of the year. Starting from events like CEO Meet and International Conference to cultural events, our auditorium is the common ground for all. With a seating capacity of 450+ audience, stage & media desk, advanced audio-visual technology and pure serene ambience, our 360 degree windowed auditorium provides an extremely pleasing experience for every event. At this platform students witness and interact with various thought leaders across the globe and also indulge in various managerial activities.

## ACCOMMODATION

YOUR OWN SPACE DURING THE JOURNEY

In every batch, PIBM witness students from all over the country. Students live together in multiple hostels which becomes their own space during their journey with us. Separated residences for boys and girls, provide all the basic necessities. **Caring wardens, advanced security system, good neighbourhood, access to local market and easy transportation points ensure a pleasant stay.** Our **WIFI enabled** hostel rooms enables the students to focus on their academics.

## CAFETERIA

YOUR DESTINATION FOR THE CAFFEINE FIX

There's nothing worse than the cravings of coffee and snacks when nothing is around. At PIBM, our cafeteria **serves multiple options of food and beverages.** Starting from main course to a cup of tea and a plate of snacks, everything is available. With menus designed to offer healthy food options, you always have something to eat when those cravings strike.

## COMPUTER LAB

THE EVER ATTRACTIVE HI-TECH SPACE

**Equipped with modern technologies,** PIBM IT lab is one of the most popular space in the entire campus. We recognize and understand the key role that IT plays in training and development, therefore with **more than 150 computer**

systems and high speed internet access, PIBM's IT lab provides an advanced learning experience.

## LIBRARY

THE LEARNER'S SPACE

We at PIBM believe that learning is a never ending process and anyone should have something new to learn everyday. Our library consists of **more than 22,000 book copies** varying from different domain in management. Learning at PIBM never stops and with the advanced and modern technologies, we have managed to go to the next step to **Digital Library**. **Issuing books, checking new arrivals and being notified about any late submission is now easier than ever before.** Highly skilled staff assists students to use the local collections and find information on specific topics. PIBM's library is a learning space where **students are inspired to explore, research and create.** Apart from books, students also have access to **journals, business magazines and daily newspapers.**

## BLOOMBERG TERMINAL

WE LOVE DATA AND FINANCIAL ANALYTICS

The **Bloomberg Terminal** in PIBM enables our students from the finance domain to access the Bloomberg Professional service through which they can **monitor and analyze real-time financial market data.** Considering the case studies, projects and assignments that finance students get, having **a platform to monitor the market and generating real time analysis is always** convenient.

## GYM

A HEALTHY BODY ENSURES A HEALTHY MIND AND SPIRIT

Study shows that exercise releases chemicals in the brain that make you feel good. At PIBM, we focus on building a **Healthy Body and a Healthy Mind together.** Our students have 24x7 access to a **well equipped multi-gym with a variety of free weights and aerobic equipment including treadmills and multiple exercise bikes.** Exercise helps students to keep their **body active, makes the mind sharp and gives an overall "feel good" feeling.** PIBM's Professional



GYM



CLASSROOM



COMPUTER LAB



LIBRARY

# LIFE OUTSIDE THE CLASSROOM

The campus of PIBM, strategically located in between nature's most beautiful and true form, surrounded by breathtaking serenity makes the life of a PIBM students a mix of various hue and saturation that exceeds the traditional and monotonous lifestyle with more of a challenging, adventurous and exciting routine. In the span of two years journey at PIBM, students get a lot of opportunities to take part in various activities, events, trips & trekkings and much more. The journey of our students is strategically binded for achievement at every step, be it the joy of seeing the world from above after a long trekking or the happiness of discovering new places around Pune, there's always achievements and learnings included.

Co-curricular activities like planning and executing various yearly events such as Glory - the annual fest, Aarambh, and being an active member of various other national and international events and conferences. Events like these whet the management skills of students which gives them important lessons on teamwork, creativity and innovation. We also foster Culture and Tradition through numerous cultural events that encourage activities like dancing, playing, singing, and other forms of art, encouraging students to develop and nurture a hobby.

At a place like Pune, there's no limit to explore. Holidays like Ganesh Chaturthi and Shivaji Jayanti boost the inflow of a different culture in the students. Being a festival and culture rich city, Pune never goes out of celebrations. With **access to**

various travel points with astonishing serenity and views like Lavasa, Lonavala, Malshej Ghat, Tamini Ghat, Mahabaleshwar and many more within just a matter of miles, students can always take a peaceful time out from the busy and rigorous college routine. What more do we want when even the route to college goes from the mountains giving a freshness boost before starting the day and after finishing a day in college.

Life outside the campus is as beautiful as it sounds. A combination of breathtaking travel points, city wide events like food festivals, camping and ethnic workshops, extra curricular activities, adventure trips around the city, knowledge and insights embedding events any many more makes PIBM the **ultimate place to study.**



Tikona Fort - Lonavala



Korigad Fort - Lonavala



Lohgad Fort - Lonavala



# BUILDING BODY & MIND TOGETHER

Today **corporate demands individuals with a groomed personality**. PIBM works on **overall development of the students** which includes body and mind. At PIBM, students undergo daily **Gym, Sports, Aerobics and Yoga** to **improve physical fitness and increase concentration of mind**. Committees and Clubs are an excellent way of encouraging students to go out of the classes and learn through practical experiences. It also helps students to pursue their hobbies and refresh their minds.

## GYM, AEROBICS AND YOGA

PIBM students follow a very healthy routine which includes daily Gym, Aerobics & Yoga sessions in the morning and evening. Exercise helps students to **keep their body active, makes their mind sharp and gives an overall “feel good” feeling**. PIBM's Professional trainers make sure that all the students follow proper methods of physical training during GYM, Aerobics & Yoga sessions.



# EXTRACURRICULAR ACTIVITIES

## TALENT SHOW

Academics and extracurricular activities complement each other and develop a well-rounded, socially skilled, and healthier student. Cultural events are organized every year in PIBM with an objective to further the overall development process of students. Every year students organize events like Glory - Annual Cultural & Sports Event and Aarambh - Event for fresh batch to show their talents. Glory is an inter-college event which sees participation from various institutes. During Glory, students showcase their talents in Dance, Music, Fashion Show and Sports.



## HOBBY BUILDING

PIBM gives utmost importance to hobbies as an integral part of the overall development program during the course of two years. Students are supported by the Institute to develop various hobbies of their choice. These hobbies not only help in all round personality development of students but also gives them a

stress free environment after a busy and hectic schedule. PIBM provides its students with an opportunity to join various clubs and committees. These clubs and committees are membered by students' community under the able guidance of a faculty and functions similar to small organizations. Various events are organized by these clubs/committees where students not only participate and showcase their talent, but learn teamwork and develop organizational skills by coordinating all the activities during the event.

## CLUBS & COMMITTEES

### SPORTS CLUB

PIBM Sports club is designed with an objective to build stamina and character of students while encouraging them to arrange and host sports events both at intra and inter college level. Students take ownership in all the sports activities and manages all the operational part. They have built the sports grounds and infrastructure from scratch and initiated various athletic activities for the entire batch.



## MUSIC CLUB

PIBM music committee is engaged in learning and practicing music at the Institute. PIBM students are trained under the able guidance of Mr. Alok Acharya who himself is professional musician. Music Committee members arrange for guitar, drums, keyboard etc. classes and music events at both intra and inter college level. The committee promotes subsidized workshops for music learning in under-grad colleges and schools to inculcate music learning and teaching.

PIBM's music trainer Mr. Alok Acharya is Managing Partner at Sound Silence Studios, Pune and has been performing live music with bands and various other renowned artists in India. He is a guitar player in his band and trains PIBM students into Guitar playing as well as other music instruments. He has been conducting lots of corporate music classes in various IT companies.



## DANCE CLUB

PIBM Dance committee focuses on learning dance as well as choreography and conducting workshops or dance events at intra/inter college level. The

objective of dance committee is to help students not only pursue their hobby but also to build self-confidence and overall personality.

## CSR CLUB

The purpose of CSR Club is to make students aware of challenges facing by our society and keep them engaged in social activities to resolve those challenges. CSR Club provides an opportunity for the students to participate in social activities programmes to serve the needy section of the society. Our CSR Club regularly involved in all types of CSR activities such as Swachh Bharat Abhiyaan, Go Green India, Education impartment to government / municipality schools, Offering Seva at various religious occasions, Visits at old age homes / orphanages, Providing supplies to the needy / below poverty line citizens, Associated with Sindhu Tai for orphanage CSR. Our CSR Club recognises the issues and develop CSR initiatives that makes our students and faculties involved and important part, measure the ROI of the CSR efforts for the management.



## RESEARCH AND INNOVATION CLUB

The objective of the Research and Innovation Club is to promote the culture of innovation, creativity, Leadership and Engagement in the field of Management among the students. The club is responsible for conducting various events, programs and activities for the students to cultivate entrepreneurial mindset.

## ENTREPRENEURSHIP CLUB

This club is designed with the vision of inculcating the entrepreneurial seed in tomorrow's budding managers. Students are encouraged to start small scale entrepreneurial ventures and learn as well as execute various stages of setting up a self-sustaining business.

## MEDIA CLUB

The Media Club of PIBM is responsible for social media presence of PIBM, establishing PR connects with the dignitaries across different profiles and sectors and develop students' soft skills by making them confident professionals. PIBM conducts corporate sessions every week where industry leaders from diverse sectors visit campus to train and interact with the students. Students member from the media club responsible for receiving the guest, giving them tour of PIBM, catering to the guest needs in terms of transportation, technical or any refreshment.

## RURAL DEVELOPMENT COMMITTEE

PIBM Rural development committee is **responsible for visiting nearby villages and researching the government-driven developmental activities** being carried out there. The objective of the committee is to understand the management at the grassroot level. In addition to the research, the committee is also required to **participate in various developmental projects of villages** visited and studied. The Rural Development Committee regularly visits the villages near Pune and inspects the quality of the education system. Committee also prepares a development plan for improving the education for children and women in the villages.

## MARKETING CLUB

Objective of the PIBM Marketing club is **to visit SMEs and generate marketing assignments, designing advertising campaigns and marketing plans for small and mid-size clients**. The club is also responsible for organizing and promoting marketing events.

## DIGITAL MARKETING CLUB & BLOG WRITING CLUB

PIBM's Digital Marketing Club & Blog writing Club have been formed for the aspiring Digital Marketers who want to learn and be updated with the latest digital trends. Our Club also focuses on the training and development of Digital Marketing and Blog writing.

## FINANCE CLUB

Finance club is engaged in training and helping students in finance domain and engages in activities aimed at enhancing finance-related knowledge. The club is responsible for maintaining a financial management blog.

## HR CLUB

The purpose of the club is to bring together students interested in the field of Human Resources Management, help them develop interpersonal skills needed in the corporate. This club is designed to help students learn more about Human Resource and what Human Resource Professionals do. The club promotes the active participation of the students.

The HR students take the lead in arranging the events. This enables in developing the students to plan and arrange for the events successfully. The club activities are organized on a regular basis to promote the team spirit and implement the HR concepts practically, to enable successful performance and organizing of diverse and club activities, the following positions will be assuming unique roles to accomplish various HR activities from time to time.

## IT COMMITTEE

PIBM IT committee is responsible for conducting MS Office and MS Excel workshops at under-grad colleges and schools. The idea is to train students extensively in MS Office and further encourage them to impart training to beginners.





## PLACEMENTS @ PIBM

We understand the current job market dynamics where top multinational companies now look for **Management Graduates with an Entrepreneurial Mindset, Comfortable with Technology, Analytically Strong, Quickly Adaptable, Smart & Confident Personalities over and above the traditional tools and skills in management.** This is the outlook that PIBM seeks to address through its very particular approach to Management Education, which it implements through the extensive corporate exposure and Rigorous Training Program, striving to create a generation of Business Managers who are ready for the industry from day one. **Over the years, more than 7500+ PIBM students have produced results & proved themselves in more than 750+ organizations through their talent and skills developed by Institute's training program.** Our students have earned high accolades for their achievements and a large number of them are star performers within their organizations. The PIBM's placement process comprises of Winter Internship (1 month after the first semester), Summer Internship (2 months after the second semester) & Final Placements. PIBM's Final Placement Process starts at the onset of the third semester and continues till the last student is placed. It involves an On-Campus Selection process consisting of Aptitude Tests, Case Study Discussions & Group Discussions on diverse topics and Personal Interviews. **Our association with 750+ National & Multi-National companies provide PIBM students with opportunities to learn, grow and build their career.** We celebrate diversity with regard to sector offerings with students getting an opportunity to choose a profile from a variety of Organizations across the diverse sectors. PIBM's Placement Process is conducted by **750+ top companies from diverse sectors like Financial Services, Banking, Insurance, Consumer Durables, FMCG, Retail, ECommerce, Manufacturing, BFSI, IT & ITES, etc.** PIBM students are offered job offers in top profiles such as Investment Banking, Equity Research, Commercial Credit, Corporate Finance, Business Analysis, Digital Marketing, Channel Management, Retail Management, Business Analysis, Digital Marketing, Generalist HR, Recruitment & Section, etc.





# THANK YOU RECRUITERS

And Many More

# PLACEMENT SNAPSHOT BATCH 2021-23



**450+**

Total Students  
Placed



**180+**

Total Recruiters  
for Placements

## OPPORTUNITIES GIVEN TO EACH STUDENTS

**40+**

Options in  
Marketing

**25+**

Options in  
Finance

**15+**

Options in  
Human Resource

## GENDER RATIO



**55%**  
Male



**45%**  
Female

## TOP JOB PROFILES OFFERED TO THE STUDENTS OF BATCH 2021-23

- Business Analyst
- Corporate Finance
- Fund Accountant
- Underwriting
- Risk & Financial Advisory
- Channel Sales
- Supply Chain Management
- Global Taxation
- Brand Strategy & Consulting
- Talent Acquisition
- Project Manager
- HR Analys

**17\***  
LPA

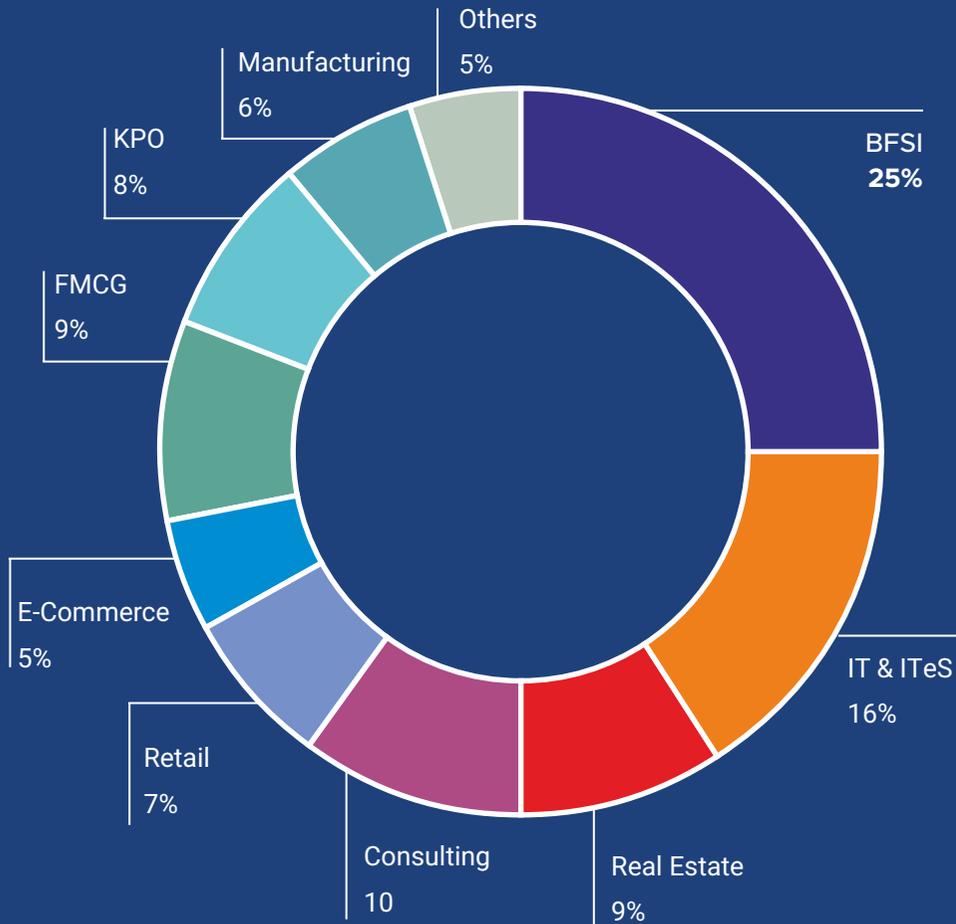
**HIGHEST  
PACKAGE**

**7.1\***  
LPA

**AVERAGE  
PACKAGE**

\*Ongoing Placements

## TOP 10 SECTORS IN WHICH PIBM STUDENTS WERE OFFERED PLACEMENTS



## TOP RECRUITERS & PROFILES OF BATCH 2021-23

<b>BARCLAYS</b>	<b>Deloitte.</b>	<b>FEDERAL BANK</b> <small>YOUR PERFECT BANKING PARTNER</small>
Financial Analyst	Global Taxation	Branch Banking Officer
<b>BNY MELLON</b>	<b>TVS</b> <small>Insurance First</small>	<b>accenture</b> <small>High Performance Delivered.</small>
Financial Operations	Channel Sales	Analyst
<b>A.T. KEARNEY</b>	<b>wipro</b>	<b>EY</b>
Channel Sales	Fund Accounting	Management Consulting
<b>Dabur</b>	<b>Nestle</b>	<b>CITCO</b>
Channel Sales	Channel Sales	Fund Accounting
<b>COLGATE PALMOLIVE</b>	<b>L'ORÉAL PARIS</b>	<b>LODHA</b> <small>Real Estate Group</small>
B2C Sales	Channel Sales	Channel Sales
<b>L&amp;T Financial Services</b>	<b>RELIANCE</b> <small>General Insurance</small>	<b>eClerx</b>
Project Management	Underwriting	Process Management
<b>infoedge</b>	<b>VI</b>	<b>C I A N S</b> <small>ANALYTICS</small>
B2B Sales	Retail Sales	Financial Analysis



# ALUMNI SPEAKS



Sourav Kumar Pandey  
(Batch 2021-23)  
Us Tax Consultant



My experience at PIBM College has been excellent, and PIBM gave me a solid foundation for a career in business. The college has a distinctive teaching methodology in which lessons are taught through real-world case studies to provide students an understanding of the

corporate sector. The college's mentoring programme, active communication and aptitude departments, and other features have improved my knowledge and skills. I gained first-hand knowledge of the corporate world thanks to my twin internships.



Anindita Das  
(Batch 2021-23)  
US Tax Consultant



PIBM provides a great place for self-development and improvement. It has specialized department for aptitude and communication which helped me with my placements and increased my morale.

Moreover they know what real trends are going in market according to that they help us in getting it done, which eventually helped me in shaping my future.



Shreyansh Jangid  
(Batch 2021-23)  
Analyst



The PIBM faculty is really helpful and has successful approach to make the lessons interactive. We had our communication training sessions, aptitude training, personality development workshops, and even

frequent mock GD's and PI's as part of the college's daily Discussing News Paper. Also, they provide two internships with live project which helps to lean practical knowledge.



Aditi Tripathi  
(Batch 2021-23)  
**Analyst**



PIBM is totally a transformative place. The two-year journey will be, hands down, one of the defining moments in your life. The sheer number of opportunities, academic or otherwise, gives you a breadth of choice to build your dream career. PIBM has provided me with a plethora of opportunities to grow

holistically and experience new avenues beyond academics. I have been constantly pushed out of my comfort zone, only to become a better version of myself. The biggest takeaway for me would be the insightful interactions I have had with some of the best minds in the country.



Shraddha Nikam  
(Batch 2021-23)  
Customer Development Officer



The journey at PIBM has been a roller coaster ride where you have so much to do in such a short time. Be it games, academics, extra/co-curricular, placements, batch meets, late-night submissions you feel like giving 100% and implement your learning. The

quality of teaching, infrastructure, staff and overall learning experience is the best in class. The atmosphere is so energetic that you never run out of energy.



Debayan Mondal  
(Batch 2021-23)  
Financial Analyst



It was a privilege to study in a reputed B-school like PIBM. The journey started off with OTP followed by BOP and subsequently, the semesters. The college helped me to obtain industry relevant certifications which will surely facilitate my career. Apart from that, PIBM emphasized on the development of soft skills and thus, they have departments of Aptitude and Communication. I feel, Our College helped me in a holistic way throughout my PGDM journey and that it speaks highly about the contribution of PIBM in my life even beyond the professional aspect.



Mamta Rajak  
(Batch 2021-23)  
Sales Officer Trainee



I have had an amazing time studying at PIBM, the comfortable study environment, friendly teacher, mentor and wonderful resources. The college has a unique teaching pedagogy where lessons are taught with the

help of real-life case studies helping the students to gain insights into the corporate world. As a result of all the rigorous training and exposure, I got placed with Xanadu Reality.



Samiksha Somani  
(Batch 2021-23)  
Triage Officer



I had a great experience with PIBM. It gave me a great opportunity to prove my credibility and help me work in one of the biggest organisations of all times. The training college provided was exemplary

and to the point for us to be industry ready. I thank my college whole heartedly for making me learn and adapt to new skills and technology to get me corporate ready.



Sneha Gagre  
(Batch 2021-23)  
Sales Trainee



The fact that I received my training from the top minds in management education made my experience at this institute remarkable. The mentoring programme at PIBM is the best aspect of the training they provide. I learned a lot about how

management theories are put into practise in business firms thanks to the dual internship programme. By giving me the most recent industry skills & requirements, this institute has prepared me for the work place.



Kamakshi Nagaich  
(Batch 2021-23)  
Management Trainee



PIBM is one of the few colleges in Pune which offers personality development through Aptitude and Communication along with the management courses. These basic skills played a major role in getting placement as well as improving my skillsets. Moreover, the corporate sessions and one - on - one interaction enhanced my capabilities to achieve my goals.



Shreya Ray  
(Batch 2021-23)  
Senior Sales Officer



It was my immense pleasure to be a part of PIBM. I was exposed to utmost corporate exposure to align my classroom learnings. Our experienced faculties also furnished us with immense JD based trainings which ultimately aided me to get placed in Mars Wrigley.



Trisha Chakraborty  
(Batch 2021-23)  
MT - HR



In addition to offering a platform for academic enrichment, PIBM places a strong emphasis on a student's overall growth. It has greatly influenced how my personality has evolved. I have developed my teamwork, time management, and leadership abilities. The cross-cultural

interaction between students from different regions of the country is the best feature of this college. In order to land a decent job, the placement cell offers corporate exposure through initiatives like WIP, SIP, and live-projects.



Dipanjali Mukherjee  
(Batch 2021-23)  
MT - Business Development



PIBM has been a consistent support right from shaping my personality to strengthening my aptitude & communication skills as well as domain knowledge. The professors are extremely supportive without whose encouragement I wouldn't have been confident enough to start my corporate journey.



Sweety  
(Batch 2020-22)  
Tax Analyst



I feel very proud of my decision to choose PIBM. When I took admission to PIBM, it was very challenging for me in the starting days because of my communication skills but eventually, I got to the excellent place where the communication department has helped me a lot to build confidence and communication skills which would be most preferred in the corporate world. Along with the communication, PIBM also provided continuous aptitude training that helped me brush up my problem-

solving skills and made my brain sharper. The faculties of PIBM are so helpful and follow a very good teaching pedagogy making the session interactive. Even the Covid-19 could not stop me from learning. Our college continued our classes by conducting daily sessions and webinars on zoom. I'm highly thankful to PIBM for putting a lot of effort into me through the numerous mock GD and PI required to crack the interview of Grant Thornton.



Abhishek Gupta  
(Batch 2020-22)  
Sales Trainee



The college trained me on various industry required skills through add-on Certification Programs and developed my Analytical, Presentation, Aptitude, and Communication skills which increased my confidence. Moreover, I got the opportunity to learn advanced business tools and skills, which helped me in my final placement.



Abhishek Desai  
(Batch 2020-22)  
US Tax Consultant



My experience at this college was a tremendously beneficial endeavor that helped me develop my management skills and professional insights. I was exposed to and benefitted from a wide range of business disciplines such as finance, marketing, human resources,

and operations. Interactions with CEOs, VPs, HR heads, and many other corporate executives provided me with the opportunity to learn directly from the best in the industry. As a result of all the rigorous training and exposure, I got placed with KPMG.



Kritika Kashyap  
(Batch 2020-22)  
US Tax Consultant



My journey with my college has been astounding and it gave me the kick start I needed to start my corporate journey. The college has a unique teaching pedagogy where lessons are taught with the help of real-life case studies helping the students

to gain insights into the corporate world. The dual internships gave me first-hand experience of the corporate world. Thanks for making me more confident, experienced, and corporate ready.



Lina Roy  
(Batch 2020-22)  
Fund Accounting



It was an overwhelming experience in PIBM. My overall journey at PIBM was positive. Corporate Heads give additional training by sharing real-life instances from their firms in disciplines such as Finance, Marketing, HR, Operations, and so on. PIBM made me familiar with job profiles in the industry as well as the abilities necessary according to the job descriptions.

I obtained a deeper grasp of the Banking Financial Services and Insurance (BFSI) industry. And, talking about my final placement, I am placed with Wipro Ltd. As a Management Trainee (Fund Accounting). PIBM as an Institute helped me a lot in this placement process. PIBM has its unique teaching pedagogy where they train their students on various aspects. They gave me separate training on the job description and excel training, which helped me a lot during my placement process at Wipro.



Spandan Dutta  
(Batch 2020-22)  
Officer Trainee



The biggest reasons why I chose this college are the JD Based Training and Mock GDs & PIs. The immense training strengthened my Confidence and built my Attitude. I got trained by the Top Industry Experts which helped me enhance my business skills. I also got the opportunity to pursue two internships and business projects that helped me get practical corporate exposure.



Sneha Khandelwal  
(Batch 2020-22)  
Operations Analyst



Choosing PIBM for my Masters' studies was one of the best decisions I've ever made. My experience at PIBM has been quite positive. The college has offered us several possibilities to improve our abilities and knowledge, and they have aided me in becoming a strong personality capable of dealing with business issues. I've always experienced a nice environment in college, and the professors have been quite helpful in my trip. I did my Winter Internship at Fresco Organic as a Digital Marketing Intern and Summer Internship from Value Educator as an Equity Research Intern. With the help of dual internships, I was able to explore my area of interest which lies in the field of Finance. Lectures are not only based on textbook information, but also on diverse case studies that teach us how to approach a solution to a real-world business problem.



Diksha Govindani  
(Batch 2020-22)  
Business Analyst



The dual internships provided by PIBM have helped me to gain an insight into how the corporate world works. Weekly review sessions with our external and internal mentors, working on the research projects, internship reports, and presentations during our internships also helped us in polishing our skills and knowledge. We have gone through rigorous training sessions to become ready for getting placed in our dream companies without even missing a single chance.



Disha Navalkar  
(Batch 2020-22)  
Analyst



I chose PIBM because I was curious to learn, and that made it a truly transformational experience, both personally and professionally. The most life-changing part of the overall journey is the incremental self-reflection over the two years. It has helped me to be more focused in my thinking, my communication, and my actions. Faculties are very helpful.

The mock PIs and GDs conducted are a way to make us better and to prepare us for the final placements. The aptitude classes also helped me a lot. Overall, PIBM's training, supportive faculty members, internships and corporate exposure turned me into a successful Management Professional.



Mohd Aqil Ansari  
(Batch 2020-22)  
Sales Trainee



The Management program at my college has been the best career move I could have made. The college provided me with a platform where I was able to gain both theoretical and

practical experience from the experienced faculty members as well as the corporate heads. Continuous Mock GD's and PI's helped me a lot in cracking my final interview.

# GLOBAL EXPOSURE & INTERNATIONAL COLLABORATION

PIBM has formed an International Academic collaboration, welcoming members from various universities from different countries. This collaboration with some of the Top Institutions across the Globe will **develop a dynamic network of Knowledge Creation and Research**. Tie-ups with new-age universities enable us to provide the students with better training and development with proper international exposure. For a management professional what's more important than knowing the national market is to have a grip on the international corporate space and being able to differentiate and make insightful analysis for global market strategies.

At PIBM, we believe knowledge and insight development is a crucial part. Our International Collaborations enables us to **initiate and indulge in cutting edge research and developments while promoting knowledge creation**.



# PROFILES OFFERED TO STUDENTS

## Finance (FIN)

- Global Taxation
- Investment Banking
- Equity Research
- Commercial Credit/Credit Appraisal
- Corporate Finance
- Wealth Management/Financial Advisory
- Retail Banking
- Portfolio Management

## Marketing (MKT)

- Channel Sales Management
- Customer Relationship Management
- B2B Institutional Sales
- Retail Sales / B2C Sales
- Market Analytics
- Digital Marketing
- E-Commerce
- Media Sales
- Supply Chain Management
- Market Research
- Pre Sales

## Human Resource (HR)

- Talent Acquisition
- HR Generalist
- PMS
- Training & Development
- HR Business Partner
- Learning & Development
- HR Analyst

## Business Analytics, IT/ITeS & Operations

- Management Consultant
- Research Analyst
- Data Scientist
- Project Manager
- Supply Chain Manager
- Business Analyst
- Community Manager
- Procurement Manager
- Warehouse Manager
- Project Management
- Product Management



## WHAT WE REQUIRE FROM PIBM STUDENTS?

At PIBM students are required to put in 14-16 hours of dedication & hard-work daily into academics, exercises and extracurricular activities.

### WHY?

For working in companies, it is very important to turn around casual approach into sincere habits because companies demand smart, hardworking and confident students with all the skills which are required to survive in the current competitive

Corporate World. So to acquire these skills, daily work is required to improve Knowledge, Functional & Sectorial Expertise, Presentation & Communication Skills, Gym, Exercise, Sports and Hobbies. No compromise or complacency will be accepted towards this transformation process.

Minimum 90% of Attendance is mandatory and leaves are not allowed other than emergency cases.

## WHY?

PIBM can't work with students and develop them, if they are irregular with the program. So to maintain continuity in the development process, students are not supposed to take leaves unless in case of severe health problems and unforeseen emergencies. Minimum 90% attendance is mandatory and remaining 10% attendance can be used for emergency leaves. If for any semester, **attendance is below 90%, students will not be allowed to appear in the examination.** If it is found that any student's performance is lagging and he/she has not attained required level of confidence and skill sets then, the institute will have the sole rights to cancel leaves. Hence, keeping in mind the overall development, we strongly appeal to students to not request for additional leaves during any festivals.

All Assignments, Projects, Presentations, and/or Reports should be submitted within deadline and also should not be copied, failing to do so will incur fine/penalty.

## WHY?

Top national and multinational companies need **smart & efficient managers who can deliver results within deadline, so PIBM works on inculcating strong habit of time bound work ethics in students.** At PIBM we are very strict against plagiarism and encourages students in building original thought process and ideas. It is also highly advisable to students to not copy content for their Assignments, Projects, Presentations, and/or Reports.

**Use of Tobacco / Cigarettes / Alcohol is restricted in and around Campus and Hostels, if caught student will be rusticated from college.**

## WHY?

Knowledge and Skills can be acquired only by pure minds and for being a highly efficient manager, it is

important to develop concentration power. At PIBM, students undergo **daily Gym, Sports, Aerobics and Meditation to improve concentration of mind.** Use of Tobacco / Cigarettes / Alcohol hinders the development of strong mind and hence it is strictly prohibited in PIBM campus and hostels. If any student found indulging in such bad habits, he/she will be immediately rusticated from the college.

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**Presentations used by Faculty members for teaching will not be shared with students under any circumstances.**

## WHY?

To work in Companies, it is important to make a habit of building logic & conceptual understanding of problems. Without these skills managers become inefficient and encounter failures at work. PIBM trainers have vast knowledge and experience behind them and have read many books to acquire knowledge so using their presentations is nothing more than a shortcut. **PIBM encourages students to develop a habit of reading and building their own logic and structure to understand various concepts.**

## WE ALSO WANT OUR STUDENTS TO FOLLOW

- Thorough reading of books is compulsory which includes solving exercise and questions at the end of every topic. Course syllabus is just the summary of books hence it is prime duty of all PIBM students to read the complete book to develop understanding and not just stick to class notes
- Communication Skills and Aptitude Development are most important aspects of training process at PIBM. So students are strongly advised to start putting efforts from their end to improve vocabulary, accent, mother tongue influence and articulation skills by listening to English news channels like BBC, C N B C etc. and watching 60-70 documentaries/movies. Once you have joined PIBM, our team of professional communication trainers will work with you to hone your communication skills further
- All the companies have made aptitude test compulsory for placement process and it is also important to have good aptitude skills to work in top national & multinational companies. Our

special trainers will provide strong training to develop your aptitude skills. So, it is mandatory for all students to bring 8th, 9th & 10th standard Mathematics book while reporting to the Institute

- PIBM always believes in serving healthy food inside the canteen, hence Breakfast, Lunch and Dinner will be served keeping in mind to fulfil the necessary nutrients requirement by the body to sharpen the concentration and being energetic as well as active all the time. PIBM canteen serves less oily food which keeps body agile and improves concentration. Food served will be pure, healthy and hygienic (blend of Vitamins, Minerals, Proteins, Fat, Fibers)
- Today's corporate world needs strong individuals with grit and dedication. PIBM training process is highly rigorous and is specially designed to make students ready to face any challenges. Because of being highly rigorous, initial one month will be required by students to adapt to the strong regime of PIBM. We would like to advise students to have strong will and dedication to go through the training process if they want to develop themselves into strong individuals

Aspirants who believes that he/she can't undergo the training process or can't adhere to the regulations laid by PIBM should not apply for our Management Program.

## WHAT WE REQUIRE FROM PARENTS/ GUARDIANS?

For the students to improve their competency, get knowledge as well as good placement by the end of their management program, they need to undergo PIBM's strong & rigorous training process. All the above mentioned rules & regulations are mandatory for all the students to follow. If parents feel that the above mentioned regulations will be meeting their wards' future, only then approve them to proceed with the admission process of Pune Institute of Business Management.

# ADMISSIONS @ PIBM

Admission to PIBM's AICTE Approved PGDM & Savitribai Phule Pune University Affiliated MBA, MBA in FinTech, and MBA in Project Management courses is a multi-step filtration process. Through the assessment, we check the aptitude, communication, education background, knowledge, understanding level and above all whether candidate is having the right attitude to get trained.

## EDUCATIONAL BACKGROUND

Candidates are initially shortlisted on the basis of marks obtained in School, Graduation and Aptitude test scores of various exams. Previous education records provides an outlook of how candidate performed academically in the past along with the performance during Aptitude tests like CAT, XAT, MAT, CMAT etc.

## APTITUDE TEST

In case candidates have scored average marks in Aptitude Tests, they have to go through PIBM's Online Aptitude exam - PMAT. This aptitude exam is designed by the Aptitude Experts at PIBM which tests the Quantitative, Verbal, Logical & Current Affairs abilities of the candidates.

## CASE STUDY & GROUP DISCUSSIONS

Candidates are provided with a small Case-Study based on some topic relevant with his/her education background. Candidate has to then solve some problem statements given based on the case study. The case study analysis and discussion gives a perspective of the analytical and problem solving skills of the candidate. Case study discussion is often aligned with Group Discussion where group of candidates discusses their perspective on the given case study.

## PERSONAL INTERVIEW

Personal interview is the last step where one on one discussion takes place between the candidate and expert panel from the Institute. Through the discussion, PIBM assesses the knowledge, communication skills and most importantly the thinking level of the candidate. The complete assessment process is based on the weightage system where each step of filtration has been assigned with some weightage. Following are the important details regarding admission criteria:

- Applicants to PIBM must have undergone education program under 10+2+3 or 10+2+4 system
- Minimum 50% aggregate marks in 10th, 12th, and Graduation course
- Aptitude test scores of CAT / XAT / MAT / CMAT / PMAT (PIBM's aptitude test)
- Additional weightage is given to applicants with work experience
- Applicants have to apply online through our website [www.pibm.in](http://www.pibm.in)

# MONETARY INVESTMENT

## PIBM's MANAGEMENT COURSES

APPROVED BY AICTE & AFFILIATED TO THE SAVITRIBAI PHULE PUNE UNIVERSITY

### INDIAN STUDENTS

PARTICULARS	YEARS	RUPEES
Registration Fees		₹ 50,000
Tuition Fees	1 <sup>st</sup> Year	₹ 4,12,500
	2 <sup>nd</sup> Year	₹ 4,12,500
Hostel Fees (Lodging, Food & Transport)	1 <sup>st</sup> Year	₹ 1,50,000
	2 <sup>nd</sup> Year	₹ 1,50,000
Security Deposit		₹ 10,000

### INTERNATIONAL STUDENTS

PARTICULARS	YEARS	DOLLARS
Registration Fees		\$ 750
Tuition Fees	1 <sup>st</sup> Year	\$ 6000
	2 <sup>nd</sup> Year	\$ 6000
Hostel Fees (Lodging, Food & Transport)	1 <sup>st</sup> Year	\$ 1500
	2 <sup>nd</sup> Year	\$ 1500
Security Deposit		\$ 80

We are also pleased to announce that PIBM is one of the few institutes in India which provides SBI Scholar Loan facilities to students. PIBM Pune also offers Education Loan facilities at attractive interest rates through associated Banks like State Bank of India (SBI), Punjab National Bank (PNB), and Axis Bank.

### REFUND & CANCELLATION POLICY:

Our Program is unconventional & rigorous and requires commitment & seriousness of students. Casual attitude and excuses will not be tolerated while going through the development process at the Institute. So please read the prospectus carefully before paying the fees.

### ***FEES ONCE PAID WILL NOT BE REFUNDED***

Final decision will be under the sole discretion of the Institute

## PARTICULARS PROVIDED WITHIN THE TUITION FEE:

- Bloomberg Terminal
- CFA Training
- CPA Certification
- CISI Certification
- NISM Certification
- Ace Analyser
- ERP Certification by SAP
- Six Sigma (Green Belt) Certification
- Microsoft Project Certification
- Corporate Interaction Sessions
- Industry Visits in Multiple Companies
- Communication Training
- Aptitude Training
- Presentation Training
- Mock Group Discussion
- Mock Personal Interviews
- Personality Development
- IT Lab and Library
- Laptop
- College Uniform





## CAMPUS

Gut No. 605/1 Lavasa Road, Pirangut,  
Tal - Mulshi, Paud Road, Pune - 412115,  
Maharashtra.

 020-66036700/05/09/22

## CORPORATE OFFICE

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Near Manas Resort, Paud Road,  
Bhugaon, Pune - 412115, Maharashtra

 [admission@pibm.in](mailto:admission@pibm.in)  
[placements@pibm.in](mailto:placements@pibm.in)



# OUR REGIONAL OFFICES

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Pune Institute of Business Management

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Chandigarh -140603

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West Bengal

Phone No: +91-9371002495

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Pune Institute of Business Management

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Phone No: +91-141-2361590 / 9673333085

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9644453860

## LUCKNOW

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