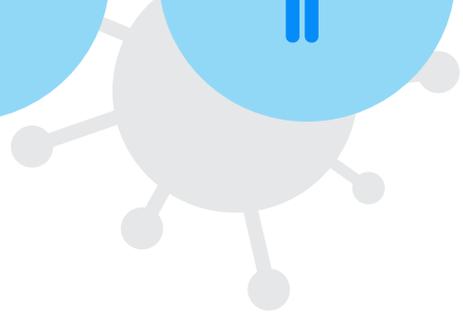
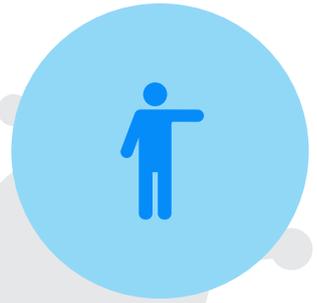
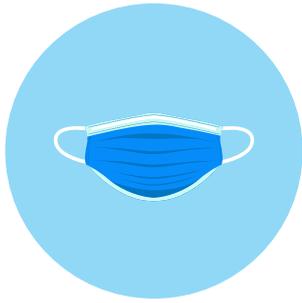


# Welcome to Lotus Business School

## Prospectus 2021-2022



# ARE YOU CAMPUS READY? WE ARE!





Innovating Business Leadership

## INTRODUCTION

The Flagship Institute of the Group, Lotus Business School has got the approval from All India Council of Technical Education (A.I.C.T.E.), New Delhi and is highly focused in delivering quality education. Affiliated to Savitribai Phule Pune university (SPPU) for Masters in Business Administration (M.B.A.) Education.

LBS is working towards being an education provider of repute and focus. With a clear focus on creating employability, Lotus Business School works on overall development of the students. Apart from academics, A lot of emphasis is given on Extra-Curricular and Co-curricular activities.

With a Team Boasting of individuals from Harvard, IIMs , JBIMS- Lotus has kept a target for itself to create excellent individuals who would be successful not only in their professional life but also in their social and personal life.

At Lotus Business School-It is all about getting the basics right.



Achieving  
Excellence  
Together

# GROUP OF COMPANIES



**BHAISHREE  
GROUP**  
Since 1975



... a symbol of trust



Cakes | Chocolates | Bakery



# FROM THE CHAIRMAN'S DESK

## BHAISHREE RAMESHBHAI PATEL,

Chairman, Bhaishree Group

In India, the mantra "Om Mani Padme Hum" signifies not only the jewel of man's divinity living within the lotus (the cosmos), but also the jewel of cosmic divinity living within the lotus (man). In other words, the mantra is saying, "I am in You and You are in me," thereby stating the unity and brotherhood of all beings, as well as their inner divine potential.

This is the foremost thought and the belief that the Lotus family carries. A belief that each individual has the potential to be a significant contributor in this universe. It is this philosophy that drives us. A philosophy that stems from the fact that potential is not a constraint or limitation of geography, caste or creed. Each Individual has the right to education, an education in the right context and in the manner that would help him earn his livelihood. Lotus Group of Institutes is our initiative and our desire to make the most of any individual. We are going to be responsible for Imparting Knowledge in the most industry relevant method and ensure that the students imbibe them. The pedagogy so designed will "Develop Confidence" in the students and make them industry ready in the true sense.

Just like the Lotus flower, though it thrives in water, its leaves never get wet. Similarly we intend to "Mould the Career" of our students such that whatever be the condition of the economy or industry, they would be able to thrive and prosper.

It is this passion that keeps us going and is a small service to our great nation!

!!Jai Hind!!





## **BHAVESH BHAI PATEL**

### **Trustee & Vice Chairman**

As a second-generation entrepreneur the need for sustaining continuous sustainable growth is a realization that presents itself as a mandatory requisite for business houses. The entrepreneur and employed managers need to inculcate this understanding and an attitude to governing their collective and personal strategies.

Understanding the social dynamics of the environment that one practices their trade in and the will to be a conscious contributor to its health enables a leader to foresee and participate in shaping it.

A blend of the two aforesaid thought processes leads to a balance that in turn leads to inclusive prosperity.

That is what we work towards .

This is what a Lotus graduate understands.



## **DR. MAKARAND DESHPANDE**

### **Secretary**

The industry decides the mind of the market and hence the jobs that present themselves to the candidates. The students that inculcate a sensible mindset for responsible leadership find themselves at the sought after end of the Industry. It is a constant endeavor of the Lotus fraternity to imbibe this into the attitude of the students and position themselves as valued employees.

Lotus to the fore! My wishes.



## **DR. PRAVIN SOMANI**

### **Trustee**

What an Entrepreneur or a Manager expects out of his team as individuals and as a group is ownership of the outcome of their decisions and efforts. Being responsible beyond the call for Conscientiousness leading up to Accountability is what LotuSite's have proven themselves to be and we take pride in that career's

Warm regards.



## **CHARUDUTTA BODHANKAR**

### **Trustee & Executive Director**

Lotus Business School to me as an abode of higher learning signifies a place to inspire and get inspired. Giving vent to this thought I take immense pleasure in introducing you to “LOTUS BUSINESS SCHOOL” a movement that has lent credence to the belief of practical application.

An Institute founded as an extension to its Industrial legacy handed down by its allegiance to its parent Industrial house Bhaishree group has leveraged its vast experience in several business interests into super specializations such as Agri Business Management and Business Analytics as a supplement to the General specializations in Finance, Marketing and HR. Vikram Tea, Global Software solutions and JK securities few of our many ventures aid and abet the interests of these specializations. Our foray in the Health Care Specialization stems from a well researched geopolitics of the world

A philosophy of cross functional amalgamation of management of technological sciences with the functional knowledge of the general management curriculum makes the environment on the campus conducive to focused academics while being practical.

An extremely active corporate panel visible by its presence on a weekly basis involved in various aspects from curriculum relevance to one on one mentoring enforcing their vast experience in senior positions with companies such as Syngenta, Emcure, Mapro, Axis Bank, ITC, Sahayadri hospitals, Panacsia, Accenture and Reliance Retail. These industry delegates, graduates from institutes such as IIM , JBIMS have helped us foster an effective work force. Its sprawling WIFI campus with its proximity to the Industrial hubs such as MIDC Bhosari and Hinjewadi , an state of art infrastructure with a instructor facilitated gym, a well equipped library and an IT lab, are well thought and placed for the part time and fulltime extended internship programs that we encourage.

We believe with our “Learn Apply Learn model” we are well prepared to prepare students to take on the rigors of the industry and excel.

Wishes of prosperity!

Regards.



## **DR. SATISH WARPADE**

### **Director**

Describing Lotus Business School gives me a reason to strengthen my belief as an educator. A preempted visualization of the academic curriculum every successive incoming academic year, foreseeing the shift of current industrial expectations, leading to exceeding placement expectation realizations, being the underlying reason.

The inputs guided by activities based on the design KSAEE (Knowledge, Skill, Attitude, Exposure, Experience) make us a fit recognized by the industry at large.

As is the relevance of the pursuit of pure academics our custom designed CPP (Career Progression Certification Program) embodies every aspect of KSEEE in each module. Modules designed, conducted, evaluated and certified by industry experts currently involved in the relevant sectors, acting as industry endorsements, build student capabilities and hence their confidence by inculcating familiarity to the expected functional environment. This repeated activity organized every Saturday has yielded overwhelming results.

LBS have team of PhD holders from various domain who are well versed in using business analytics and intelligence as a game changer. Research and its application are the tools that the Institution perseveres to stay ahead of the next science to be. Management of technical sciences and the science behind the general management specializations facilitates understanding of the not yet discovered.

Live assignments, Industrial visits, Symposiums, HR conferences and on campus and off campus projects both experiential and research based makes it certain that the student undergoes a complete MBA experience he wishes to revisit and relive as an alumni.

Welcome to Lotus!!!

# OUR VISION & VALUES

## OUR VISION

### Commitment Towards Excellence in Education

Lotus's name should be synonymous with an institution that is creative, quality-oriented, and industry-driven, that offers modern and realistic educational solutions, in professional studies of international standards.

### Our Distinctive Approach Towards Learning

Lotus Group has devised the “Learn Apply Learn” model of management education. The basic theory and philosophy of this pedagogy is to give exposure and an opportunity to the students and put into practice the elements of theory learned in the classrooms.

Weekend workshops are therefore conducted to give practical insight into the theory they learned. The mentors assigned to the students guide the students to remodel and re-align themselves. Practicals are at the heart of the curriculum at Lotus & therefore Industrial live projects & assignments are highly sacrosanct. A lot of effort is put in by the mentors and students to ensure that the studies and projects are of very high standards.

The final shape is given to the students during their final semester where an extended industry internship is mandatory. The candidates get a feel of the corporate world and their abilities. This constitutes the “Internship” component of the program and some of the students earn while they learn.



# OUR PROGRAMS

Lotus Business School with a decade of existence offers an MBA from Savitribai Phule Pune University (SPPU). An AICTE approved DTE recognized management institute offering specializations in Agri Business Management, Pharmaceutical and Health Care Management, Business Analytics, HR, Marketing, Finance and Operations. The MBA Curriculum is supported by a certification program called CPP (Career Progression Program) indigenous to LBS. The bouquet is further supplemented by an extended internship in cohorts with industry partners.

The CPP (Career Progression Program) entails the facilitation of industry certifications, modules that are designed and conducted by practicing industry experts. The certificates aim at preparing the students for “AS IS AS OPPOSED TO AS ONE THINKS IS” about the current work environment”. The industry experts bring the actual work environment on campus with the help of simulations designed to shoulder actual responsibilities through hands on practical exercises. The simulations are exercises to facilitate both sector specific and profile specific familiarity.

The extended internship mentored by the very same industry experts help the students understand what it takes to Shoulder the Responsibilities of the remuneration that they are endowed with and foster social skills that one needs to equip oneself with to flourish.

The MBA, The CPP program and the Extended internship creates a pragmatic work force with aligned expectations and fostered maturity to be ready and nurture into leadership possibilities. It addresses the deficit in Leadership among budding Business Managers.

The credit worthiness of the entire Leadership Pedagogy offered is aptly endorsed by the repeated presence of recruiters for both the internships and final placements.

Welcome to a movement called Lotus!!!



# MBA IN AGRI BUSINESS MANAGEMENT

LBS has designed a unique program in ABM as per Industry requirements. The LBS pedagogy has developed by renowned Industrialist and Academicians with the respect to new trend in Agriculture and Food Processing Sector. The curriculum of MBA-ABM course

has designed by Savitribai Phule Pune University (SPPU) under minor specialisation. LBS has added value by inculcating practical based learning programs in the University curriculum to enhance the managerial skills of students.

## OPPORTUNITIES

- Seeds / Fertilizers / Pesticides Industry
- Agro & Food Processing Industry
- Agro Equipment Manufacturers & Distributors
- Milk & Milk products / Poultry & Fisheries / Edible Oil Industry
- Agro Co-operatives, Finance Companies & Banks
- Agro Export Houses
- Supply Chain & Logistics Management for Agri. products

## PROGRAM HIGHLIGHTS

- Industry-Specific Internship Opportunities and Training
- Career Progression Program (10 Certifications)
- On-job-training Module
- Extensive Corporate Interaction and Exposure
- Industry Mentorship program from various industry experts
- Entrepreneurship Development Cell
- Live Projects/ Assignment
- Seminar and presentation by industry experts
- Various Training Modules
- Assured Placement Assistance with attractive CTC



## CAREER PROGRESSION PROGRAM (CPP)

Digitization in Agriculture & Food Industry (ERP & SFA)  
 Business Analysis for Decision Making  
 Digital Marketing for Agriculture & Food Industry  
 Corporate Etiquettes & Business Ethics

SMART for Agriculture Business Management  
 Agriculture & Food Industry Environmental Analysis  
 Agriculture and Food Product Packaging Management

Export Import Management in Agriculture and Food Sector  
 Intellectual Property Right for Agriculture & Food Industry

**Marketing**  
 Presentation Skills and Public Speaking  
 Marketing Analytics  
 Event Management  
 Premium Brand Management

**OSCM**  
 Production Planning & Operation Management in Agriculture & Food Industry  
 Quality Assurance & Control Management in Agriculture & Food Industry  
 Supply Chain & Logistics Management in Agriculture & Food Industry  
 Financial Reporting & Analysis

Compulsory
ABM Focus
Core Specialisation Focus (select 3)



# MBA IN PHARMA & HEALTHCARE MANAGEMENT

LBS has designed a unique program for Pharma & Healthcare Management as per Industry requirements. The LBS pedagogy has developed by renowned Industrialist and Academicians with the respect to new trend in Pharma & Healthcare sectors. The curriculum of

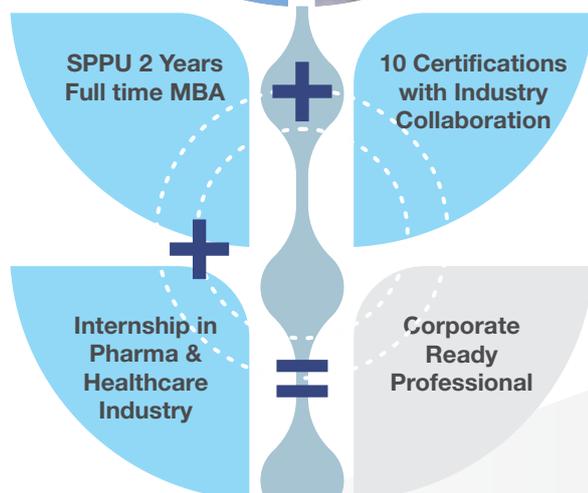
MBA course has been designed by Savitribai Phule Pune University (SPPU) under minor specialisation. LBS has added value by inculcating practical based learning program in University curriculum to enhance the managerial skills of students.

## OPPORTUNITIES

- Clinical Research & Management
- Business Development
- Pharma Regulatory Management
- Sales & Marketing
- Product Management
- Hospital Administration Management
- Pharma Manufacturing & Quality Assurance

## PROGRAM HIGHLIGHTS

- Industry-Specific Internship Opportunities and Training
- CPP Career Progression Program (10 Certifications)
- On-Job-Training Module
- Extensive Corporate Interaction and Exposure
- Industry Mentorship program from various industry experts
- Entrepreneurship Development Cell
- Live Projects/ Assignment
- Seminar and presentation by industry experts
- Various Training Modules
- Assured Placement Assistance with attractive CTC



## CAREER PROGRESSION PROGRAM (CPP)

Digitization in Pharmaceutical and Healthcare Industry  
 Business Analysis for Decision Making  
 Digital Marketing for Pharmaceuticals and Healthcare Industry  
 Corporate Etiquettes & Business Ethics

SMART for Pharmaceutical and Healthcare Management  
 Pharmaceutical and Healthcare Industry Environmental Analysis  
 Pharmaceutical Packaging Management

Export Import Management in Pharmaceutical and Healthcare Industry  
 Intellectual Property Right for Pharmaceutical and Healthcare Industry

**Marketing**  
 Presentation Skills and Public Speaking  
 Marketing Analytics  
 Event Management  
 Premium Brand Management

**OSCM**  
 Production Planning & Operation Management in Pharmaceuticals and Healthcare Industry  
 Quality Assurance & Control Management in Pharmaceuticals and Healthcare Industry  
 Supply Chain & Logistics Management in Pharmaceutical & Healthcare Industry  
 Financial Reporting & Analysis



Compulsory
Pharma Focus
Core Specialisation Focus (select 3)

# MBA IN BUSINESS ANALYTICS

LBS has designed a unique program for Business Analytics as per industry requirement. The LBS pedagogy has developed by renowned industrialist and academicians with respect to new trends in various sectors. The curriculum of MBA course has been

designed by Savitribai Phule Pune University (SPPU). LBS has added value by inculcating practical based learning program in University curriculum to enhance the managerial skills of students.

## OPPORTUNITIES

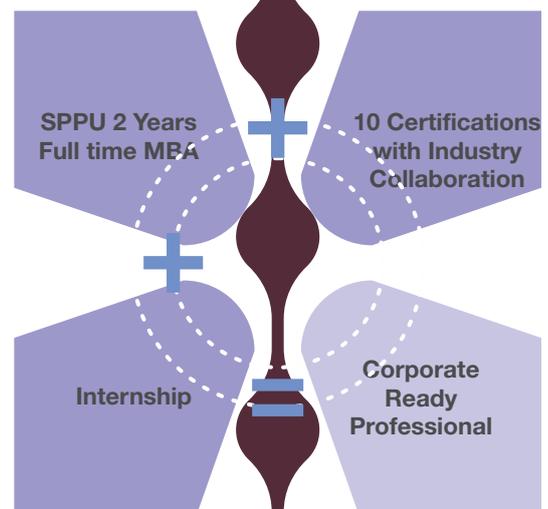
- Behavioral Analytics
- Cohort Analysis
- Collection Analytics
- Cyber Analytics
- Enterprise Optimization
- Financial Services Analytics
- Fraud Analytics
- Healthcare Analytics
- Marketing Analytics
- Pricing Analytics
- Retail Sales Analytics
- Risk & Credit Analytics
- Risk & Credit Analytics
- Supply Chain Analytics
- Talent Analytics

## PROGRAM HIGHLIGHTS

- Career Progression Program (10 certifications)
- On-job-training Module
- Extensive Corporate Interaction and Exposure
- Industry Mentorship program from various industry experts
- Live Projects/ Assignment
- Seminar and presentation by industry experts
- Various Training Modules
- Assured Placement Assistance with attractive CTC

## CAREER PROGRESSION PROGRAM (CPP)

- Certification in Data Analysis
- Certification in Programming Basics
- Certification in Big Data & Hadoop
- Certification in Data Science
- Certification in Functional Analytics
- Certification in R Language
- Certification in Python
- Certification in Base SAS
- Certification in Tableau
- Certification in Prediction Model in R & Python



# MBA - MASTER OF BUSINESS ADMINISTRATION

Lotus Business School (LBS) has designed a unique program for MBA as per industry requirement. The LBS pedagogy has developed by renowned Industrialist and Academicians with respect to new trends in various sectors. The curriculum of MBA course has been

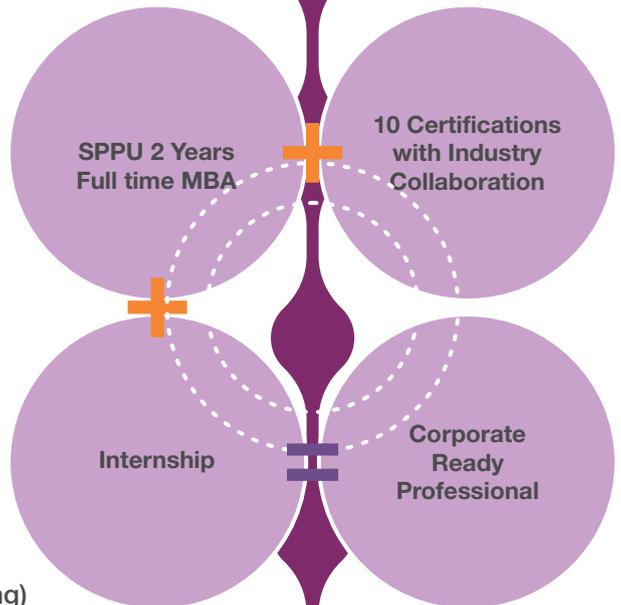
designed by Savitribai Phule Pune University (SPPU). LBS has added value by inculcating practical based learning program in University curriculum to enhance the managerial skills of students.

## OPPORTUNITIES

- Banking Industry
- Insurance Industry
- Retail Industry
- Sales & Marketing
- Manufacturing Industry
- International Business
- Advertising Industry

## PROGRAM HIGHLIGHTS

- Career Progression Program (10 certifications)
- On-Job-Training Module
- Extensive Corporate Interaction and Exposure
- Industry Mentorship Program From Various Industry Experts
- Entrepreneurship Development Cell
- Live Projects/ Assignment
- Seminar And Presentation By Industry Experts
- Various Training Modules
- Assured Placement Assistance With Attractive CTC



Compulsory	<b>CAREER PROGRESSION PROGRAM (CPP)</b>
	Digitization Business Analysis for Decision Making Digital Marketing Corporate Etiquettes & Business Ethics
General Focus	SMART (Sales Marketing and Recruitment Training) Industry Environmental Analysis Marketing Analytics
Core Specialisation Focus (select 3)	Export Import Management Marketing of Financial Product Intellectual Property Right
Marketing	Presentation Skills and Public Speaking Event Management Premium Brand Management
Finance	Mutual funds Security Analysis and Portfolio Management Financial Reporting & Analysis



# OUR CONTRIBUTION IN RESEACRH

Today, Research has been given significant importance by Universities and accreditation agencies. The repute of an Institution depends upon the quality and quantity of research. The Ph.D. research centre is approved by the Savitribai Phule Pune University, Pune.

LBS's Ph.D. research centre started in 2016. The research centre offers avenues for research in areas like

- Marketing Management
- Financial Management
- Human Resource Management
- Computer Management
- Knowledge Management
- Organization Management
- Production Management

The Research Head, Coordinator, Research guides, Administrative Staff, and Library Resources support research students to achieve better research output by providing an enabling ecosystem. The students are motivated and guided to write quality research papers in reputed Journals.

We have software 'turnit in' to prevent plagiarism, supported by Lotus Business School Pune. We invite scholars to consider our research centre to pursue research.

Currently 14 students are doing their Ph.D. Research work from LBS Ph.D. Research Center



# MBA PROGRAMME FOCUS

Lotus Business School, Pune adopted Bloom's Taxonomy in Teaching. Bloom's Taxonomy is a hierarchy of learning objectives. Its original purpose was to give educators a common language to talk about curriculum design and assessment. We at LBS focus on each aspect of Bloom's Taxonomy which consists of 6 cognitive abilities i.e. Remembering, Understanding, Analysing, Applying, Creating, and Evaluating.

## Programme Educational Objectives (PEOs):

**PEO1:** Graduates of the MBA program will successfully integrate core, cross-functional and inter-disciplinary aspects of management theories, models and frameworks with the real world practices and the sector specific nuances to provide solutions to real world business, policy and social issues in a dynamic and complex world.

**PEO2:** Graduates of the MBA program will possess excellent communication skills, excel in cross-functional, multi-disciplinary, multi-cultural teams, and have an appreciation for local, domestic and global contexts so as to manage continuity, change, risk, ambiguity and complexity.

**PEO3:** Graduates of the MBA program will be appreciative of the significance of Indian ethos and values in managerial decision making and exhibit value centered leadership.

**PEO4:** Graduates of the MBA program will be ready to engage in successful career pursuits covering a broad spectrum of areas in corporate, non-profit organizations, public policy, entrepreneurial ventures and engage in life-long learning.

**PEO5:** Graduates of the MBA program will be recognized in their chosen fields for their managerial competence, creativity & innovation, integrity & sensitivity to local and global issues of social relevance and earn the trust & respect of others as inspiring, effective and ethical leaders, managers, entrepreneurs and change agents.

## Programme Outcomes (Pos):

At the end of the MBA program the learner will possess

### 1. Generic and Domain Knowledge

Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues.

### 2. Problem Solving & Innovation

Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques.

### 3. Critical Thinking

Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions.

### 4. Effective Communication

Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large.

### 5. Leadership and Team Work

Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders.

### 6. Global Orientation and Cross-Cultural Appreciation

Ability to approach any relevant business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business and management.

### 7. Entrepreneurship

Ability to identify entrepreneurial opportunities and leverage managerial & leadership skills for founding, leading & managing startups as well as professionalizing and growing family businesses.

### 8. Environment and Sustainability

Ability to demonstrate knowledge of and need for sustainable development and assess the impact of managerial decisions and business priorities on the societal, economic and environmental aspects.

### 9. Social Responsiveness and Ethics

Ability to exhibit a broad appreciation of the ethical and value underpinnings of managerial choices in a political, cross-cultural, globalized, digitized, socio-economic environment and distinguish between ethical and unethical behaviors & act with integrity.

### 10. Life Long Learning

Ability to operate independently in new environment, acquire new knowledge and skills and assimilate them into the internalized knowledge and skills.

## Programme Specific Outcomes (PSOs):

It is expected that Institutes define the PSOs for each specialization / major-minor combination. PSOs shall also vary based upon the customized combination of Generic Core, Generic Elective, Subject Core, Subject Elective, Foundation, Enrichment & Alternative Study Credit Courses that they offer.

# MBA PROGRAMME FOCUS

## Graduate Attributes (GA's):

At the end of the MBA programme the learner shall exhibit:

**GA1 : Managerial competence**

**GA2 : Proficiency in Communication, Collaboration, Teamwork & Leadership**

**GA3 : Competence in Creativity & Innovation**

**GA4 : Research Aptitude, Scholarship & Enquiry**

**GA5 : Global Orientation**

**GA6 : Proficiency in ICT & Digital Literacy**

**GA7 : Entrepreneurship & Entrepreneurship Orientation**

**GA8 : Cross-functional & Inter-disciplinary Orientation**

**GA9 : Results Orientation**

**GA10 : Professionalism, Ethical, Values Oriented & Socially Responsible behavior**

**GA11 : Life-Long Learning Orientation**

## Specializations Offered:

The following specializations shall be offered as MAJOR / MINOR:

1. Marketing Management (MKT)
2. Financial Management (FIN)
3. Human Resources Management (HRM)
4. Operations & Supply Chain Management (OSCM)
5. Business Analytics (BA)

The following specializations shall be offered ONLY as MINOR Specializations:

1. Rural & Agribusiness Management (RABM)
2. Pharma & Healthcare Management (PHM)
3. Tourism & Hospitality Management (THM)
4. International Business (IB)



# SEMESTER 1

- Generic Core Subjects
- Managerial Accounting
- Organizational Behavior
- Economic Analysis for Business Decisions
- Business Research Methods
- Basics of Marketing
- Digital Business

## UL

- Management Fundamentals
- Entrepreneurship Development
- Demand Analysis & Forecasting

## IL

- Verbal Communication Lab
- Selling & Negotiation Skills Lab
- MS Excel

## Working with Excel

- Overview of MS Excel
- Tables & Formatting
- Simple Calculations
- Report Preparations

## Industry Exposure

- Guided manufacturing facility visit
- Other service facilities visit

### Note:

- Specialization/ Subject Title/ Name may change as per change in SPPU- MBA Curriculum/ Syllabus
- Students can select other subject in UL (University Level Electives) and IL (Institute Level Electives). Mentioned combinations are only for examples. For details students can refer SPPU- MBA Revised Curriculum 2019 CBCGS & OBE Pattern
- Certification Title/Name may change as per Industry requirement



# SEMESTER 2

- Generic Core Subjects
- Marketing Management
- Financial Management
- Human Resources Management
- Operations & Supply Chain Management

## SC - Marketing Management

- Marketing Research
- Consumer Behavior

## SC - Financial Management

- Financial Markets & Banking Operations
- Personal Financial Planning

## SC - Human Resource Management

- Competency Based Human Resource Management
- Employee Relations & Labour Legislation

## SC - Operations & Supply Chain Management

- Services Operations Management - 1
- Supply Chain Management

## SC- Business Analytics

- Basic Business Analytics using R
- Data Mining

## UL

- Contemporary Frameworks in Management
- Qualitative Research
- Start Up and New Venture Management

## IL- Marketing Management

- Personal Selling Lab
- Digital Marketing - I

## IL- Financial Management

- Securities Analysis & Portfolio Management
- General Insurance - Health and Vehicle

## IL- Human Resource Management

- Labour Welfare
- Lab in Recruitment and Selection

## IL- Operations and supply Chain Management

- Productivity Management
- Inventory Management

## IL- Business Analytics

- Marketing Analytics
- Retailing Analytics

# SEMESTER 3

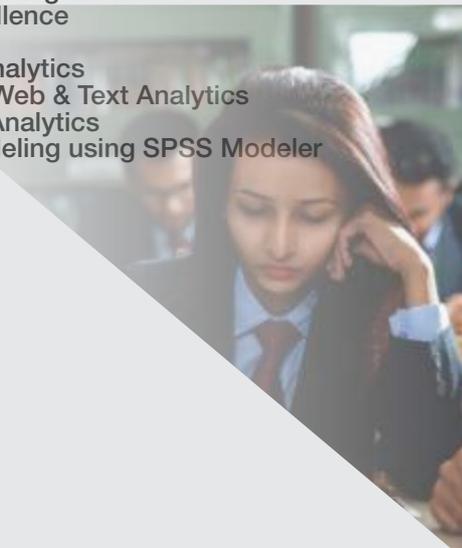
- Generic Core Subjects
  - Strategic Management
  - Decision Science
  - Summer Internship Project
- SC – Rural and Agri Business Management
  - Agriculture and Indian Economy
  - Rural Marketing II
- SC- Pharma & Healthcare Management
  - Fundamentals of Pharma & Healthcare Management
  - Information Technology in Pharma & Healthcare
- SC - Marketing Management
  - Services Marketing
  - Sales & Distribution Management
- SC - Financial Management
  - Advanced Financial Management
  - International Finance
- SC - Human Resource Management
  - Strategic Human Resource Management
  - HR Operations
- SC - Operations & Supply Chain Management
  - Services Operations Management - II
  - Logistics Management
- SC - Business Analytics
  - Advanced Statistical Methods using R
  - Machine Learning & Cognitive intelligence using Python
- UL
  - International Business Environment
  - Quality Management
  - Management of Non-profit organizations
- IL- Marketing Management
  - Business to Business Marketing
  - International Marketing
  - Digital Marketing - II
- IL- Financial Management
  - Behavioral Finance
  - Commodities Markets
  - Digital Banking
- IL- Human Resource Management
  - Talent Management
  - International HR
  - Compensation & Reward Management
- IL- Operations and supply Chain Management
  - Manufacturing Resource Planning
  - Total Quality Management
  - Business Excellence
- IL- Business Analytics
  - Social Media, Web & Text Analytics
  - Supply Chain Analytics
  - Predictive Modeling using SPSS Modeler

# SEMESTER 4

- Generic Core Subjects
  - Enterprise Performance Management
  - Indian Ethos & Business Ethics
- SC - Rural and Agri Business Management
  - Rural Marketing
- SC- Pharma & Healthcare Management
  - Pharma and healthcare regulatory environment in India
- SC - Marketing Management
  - Marketing 4.0
  - Marketing Strategy
- SC - Financial Management
  - Financial Laws
  - Current Trends & Cases in Finance
- SC - Human Resource Management
  - Organizational Diagnosis & Development
  - Current Trends & Cases in Human Resource Management
- SC - Operations & Supply Chain Management
  - Operations Strategy
  - Industry 4.0
- SC - Business Analytics
  - Networks, Innovation and Value Creation
  - Artificial Intelligence in Business Applications
- UL
  - Global Strategic Management
  - CSR & Sustainability
- IL- Marketing Management
  - Rural & Agriculture Marketing
  - Retail Marketing
- IL- Financial Management
  - Rural & Micro Finance
  - Agricultural Insurance
- IL- Human Resource Management
  - Designing HR Policies
  - Best Practices in HRM
- IL- Operations and Supply Chain Management
  - Enterprise Resource Planning
  - Six Sigma for Operations
- IL- Business Analytics
  - E tailing Analytics
  - Unstructured Data Analytics with Hadoop / Big Data / NoSQL

## Note:

- Specialization/ Subject Title/ Name may change as per change in SPPU- MBA Curriculum/ Syllabus
- Students can select other subject in UL (University Level Electives) and IL (Institute Level Electives). Mentioned combinations are only for examples. For details students can refer SPPU- MBA Revised Curriculum 2019 CBCGS & OBE Pattern
- Certification Title/Name may change as per Industry requirement



# CORE FACULTY

## **Dr. Satish Angadrao Warpade**

**Qualification :** PhD in Management - S.R.T.M. University, Nanded. | Diploma in Labour Laws - S.R.T.M. University  
Master of Business Administration (Marketing) - Dr. B. A. Marathwada University, Aurangabad.

Bachelor of Pharmacy - Dr. B. A. Marathwada University, Aurangabad.

**Experience :** Industrial - 13 years,  
Academics - 12 years

**Subject Taughts :** Strategic Management, India Ethos & Business Ethics, Strategic Planning & Health Care Management.

## **Prof. Dr. Pravin Somani**

**Qualification :** PhD in Marketing Management- Dr. BAM University | MBA (Marketing)- Dr. BAM University | Bsc (Computer) – S.R.T University, Nanded.

**Experience :** Industrial- 2 years,  
Academics- 10 years

**Subjects Taught :** Sales & Distribution, Marketing Management

## **Prof. Dr. Ganesh Pandit Pathak**

**Qualification :** PhD, M.Phil, MBA, B.Sc - Shivaji University, Kolhapur | M.A. Economics SPPU

**Experience :** Industrial - 2 years,  
Academics - 10 years

**Subjects Taughts :** Business Research Methods, Marketing Research, Marketing Management

## **Prof. Dr. Manisha Purohit**

**Qualification :** MBA, CDAC,  
PhD (Research Guide in SPPU)

**Experience :** Industrial - 6 years, Academics - 15 years

**Subject Taught :** Organizational Behaviour, Human Resource Management, Performance Management system, Training and Development, Principles and practices of Management

## **Prof. Dr. Dhananjay Deshpande**

**Qualification :** B.Sc. Science College, Nanded | Dr. BAM University Aurangabad | M.B.A School of Commerce & Management Sciences University Campus, SRTM University Nanded | PhD (Marketing) Dr. D. Y. Patil Vidyapeeth, Pune.

**Experience :** Industrial - 10 years,  
Academics - 12 years

**Subjects Taughts :** Marketing, Services Marketing, Strategic Management

## **Prof. Dr. Anil Arun Poman**

**Qualification :** PhD (Mutual Fund), MBA, MBS, UGC-JRF, NET, B.Com

**Experience :** Industrial - 2 years, Academics - 9 years

**Subjects Taughts :** Managerial Accounting, Economic Analysis for Business Decisions, Personal Financial Planning, Financial Management, Knowledge Management.

## **Prof. Rajesh Gade**

**Qualification :** MBA (Fin&IBM) | M.COM (Tax&A/c) | NET, SET, GDC & A, DTL, PhD (Pursuing)

**Experience :** Industrial - 1 year, Academics - 9 years

**Subjects Taught :** Financial Management, Law, Economics, Managerial Accounting, International Business Management

## **Prof. Pranita Ashok Arbat**

**Qualification :** Bachelor of Business Administration (BBA), Masters of Business Administration (Marketing) (Sant Gadge Baba Amravati University (SGBAU), PhD (Pursuing)

**Experience :** Industrial - 2 years, Academics - 10 years

**Subjects Taughts :** Basics of Marketing, Marketing Management, Consumer Behaviour, Digital Marketing, Services Marketing, Product and Brand Management, Marketing Strategies & Relationship Management.

## **Prof. Vivek Kesar**

**Qualification:** B.Sc Physics, Savitribai Phule Pune University | M.Sc Physics, Savitribai Phule Pune University DBM, Savitribai Phule Pune University |

MMS (Marketing), Savitribai Phule Pune University

**Experience :** Industrial - 10 years,  
Academics - 15 years

**Subjects Taughts:** Consumer Behaviour, Sales Management & Personal Selling, Customer Relationship Management International Marketing, Distribution Management & Logistics

## **Prof. Pushkarni Khade**

**Qualification :** MBA (Marketing) Savitribai Phule Pune University, PhD (Pursuing)

**Experience :** Industrial - 2 years, Academics - 3 years

**Subjects Taughts :** Start-up and New Venture Management, Management Fundamentals, Selling and Negotiation

## **Prof. Sunil Ramdas Prajapati**

**Qualification :** B.Sc- Devi Ahilya Vishwavidyalaya, Indore | MCA-Rajiv Gandhi Proudyogiki Vishwavidyalaya, Bhopal | MPM- Savitribai Phule Pune University, Pune.

**Experience :** Industrial - 5 years, Academics - 11 years

**Subjects Taughts :** Quantitative Techniques & Reasoning

## **Prof. Chandrakant Thorat**

**Qualification :** MBA (Operations), MBA (Marketing), B.E, Diploma in Mechanical Engineering

**Experience :** Industrial - 22 years, Academics - 8 years

**Subjects Taughts :** Operations & Supply Chain, Productivity Management, Total Quality Management, Inventory Management, Supply Chain Management, Services Operations Management, Agriculture and Indian Economy, E-Supply Chains & Logistics.

**Prof. Ketki Ramavat**

**Qualification :** MBA (Marketing-Pune University),  
Masters in Political Science (Vikram University Ujjain),  
Bachelors in Arts (Vikram University, Ujjain)

**Experience :** Industrial - 3 years, Academics - 9 years

**Subjects Taughts :** Customer Relationship  
Management, Business to Business Marketing,  
Marketing of Luxury Product

**Prof. Rohit Doiphode**

**Qualification :** MBA in Marketing from University of  
Pune, B. Sc. Agri-biotech (Marathwada Agriculture  
University, Parbhani)

**Experience :** 9 years - Digital Advertising

**Subject Taughts :** Digital Marketing, ICT for Agriculture  
Marketing, Integrated Marketing Communication,  
Retailing Analytics

**Prof. Sonali Indalkar**

**Qualification :** MBA (Marketing), B. Sc (Computer) -  
Savitribai Phule Pune University

**Experience :** Industry-2 years, Education Sector-2 years

**Subject Taughts :** Ms-Excel, Advance Excel, Digital  
Marketing

**Prof. Anurag Salve**

**Qualification :** MBA (HR), BA(Eng), Aircraft Maintenance  
Engineering

**Experience :** Industrial- 6 years

**Subject Taughts :** Facilitator, Mentor, Life & Executive  
Coach, Life Skills, Behavioral Skills, Automotive Sales,  
Entrepreneurial Mindset etc.



# VISITING FACULTY

## PHARMA & HEALTHCARE MANAGEMENT

**Prof. Dr. Vishakha Oke**

**Qualification :** BHMS, PGDHHM | Domain: Healthcare & Soft skills

**Industrial Experience :** 10+years

**Academic Experience :** 2 years

**Expertise :** Pharma & Healthcare, Soft skills, Personality Development

**Prof. Pinki Rai**

**Qualification :** MBA-ITM Mumbai | MMM - Pune University | MS in OP Research - Virginia University

**Domain :** Marketing and Operations

**Industrial Experience :** 12 years - Combined between Pharma and IT

**Academic Experience :** 15 years

**Expertise :** Sales, Marketing, Consultancy in HR and Operations

**Prof. Sachin B. Gund**

**Qualification :** B.Pharm | MBA (Marketing) | MBA (production and operations)

**Domain :** Pharma Marketing and Pharma Operations management

**Industrial Experience :** 3 years

**Academic Experience :** 10 years approved faculty SPPU

**Expertise :** Pharma (Marketing domain) Services marketing, consumer behaviour, Marketing management, Pharma (Operations domain) Operations and Supply Chain Management, Inventory management, Service Operations Management.

**Prof. Dileep M. Pawar**

**Qualification :** B.Pharmacy | MBA (Mkt) | NET/SET | Pursuing Ph.D From SPPU

**Domain :** Core Marketing, Pharmaceutical Marketing

**Industrial Experience :** 2 years - Middle level Management for Pharma Industry, Banking Industry and Retail Industry

**Academic Experience :** Approved Experience 6 year and 1 month till date at SPPU

**Expertise :** Pharma marketing and core Marketing Subjects

## OUR ADMIN TEAM

**Mr. Rushikesh Kolhe :** Accountant

**Mr. Rajnikant Dhamal :** IT Support

**Mr. Pravin Talekar :** Librarian

**Mrs. Vanashree Gosavi :** Admin. Assistant - Student Section

**Mrs. Nutan Gholap :** Admin. Assistant - Student Section

## AGRI BUSINESS MANAGEMENT

**Prof. Dhanashree Shukla**

**Qualification :** MBA from PUMBA

**Domain :** International marketing for Agri produce (Agri business management)

**Industrial Experience :** 16 years

**Academic Experience :** 7 years

**Expertise :** Representing India for United Nation topic challenges face by Indian Agro exporters and probable solutions

**Prof. Dattatraya More**

**Qualification :** M. Tech

**Domain :** Agri

**Industrial Experience :** 25 years

**Academic Experience :** 1 year

**Expertise :** Retail and Agri biz

**Prof. Sarang Kulkarni**

**Qualification :** B.Sc | MMS | MBS

**Domain :** Marketing

**Industrial Experience :** 9 years domestic+12 years international

**Academic Experience :** 2 years-Director MBA/MCA G.S Moze engg. 8 years Visiting Faculty

**Expertise :** Digital Marketing, International Marketing, Strategic Management, Management Control Systems

**Prof. Rohit Oke**

**Qualification :** BE | MMS

**Domain :** Operations And Production Management

**Industrial Experience :** 15+years

**Academic Experience :** 3 years

**Expertise :** Operations, Project Management

# INDUSTRIAL VISITS & EXCURSIONS

Industrial visits are a vital part of the course curriculum. This provides the students with opportunities to plan, organize and engage in active learning experiences, both inside and outside the classroom. For each semester Lotus Business School organizes Industrial Visit to get actual insight into the real practices. Industrial visits are arranged to have experiential learning which provides practical exposure to plant location, plant layout, organization, hierarchy, procedures, process, and systems.



# GUEST SESSION

The guest lecture aims to redefine the concept of training and development. The lectures are imparted to improve and target the right competencies for the students and the audience. Guest lectures are an integral part of the pedagogy of LBS. Corporate head, as well as experts from academia, are invited to share their valuable insights from their rich experience about contemporary business issues, the challenges they have faced, and how they dealt with them.

These sessions serve as an ideal platform for the students to supplement their theoretical knowledge with first-hand perspectives from some of the stalwarts of the industry and also appreciate the different dimensions of handling modern-day business challenges.



A. Hariharan  
CFO - Ex. Syngenta



CDR. (Retd). Rupak Berry,  
Founder - Berrys Roses & Petals



Dr. Mahesh Burande,  
IPER



Ms. Chandni Mirwani,  
HDFC Bank - Branch Manager



Shri. Dada Idarte



Ms. Jyostna Pradhan



Anandghana Team



Dr. S. P. Raut



Mr. Sanjeev Pendharkar,  
Director - Vicco Laboratories



Dr. Kishan Pawar



Mr. Sagar Desai,  
Session on Industry Analysis  
for Agri Business Management





Mr. Ashish Patil



Mr. Jayesh Shevale,  
Director - Earth Care Nutri Foods Pvt. Ltd.



Mr. Ajay Ankaikar,  
Axis Bank



Mr. Vinay Oswal,  
Director - NAFARI, Pune.



Mr. Grish Iyer, Citeco



Mr. Anil Hanigave,  
Agri Value Solutions



Mr. Sunil Kasat,  
Managing Director -  
R. G. Kasat Industries Pvt. Ltd.



Ms. Jyostna Pradhan,  
GM Sales - USV Pharmaceuticals



Mr. Tejas Taro,  
Motivational Speaker



Shri. Dada Idate



Ms. Virginia, Allstate



Mr. Ashish Patil



Ms. Neha Wagh,  
HR Manager - Sahyadri Hospital, Pune.

# A SYMPOSIUM ON FOSTERING INNOVATION

Innovation is the activity of people and organizations to change themselves and the environment positively. It means breaking routines and dominant ways of thinking, introducing new things and behaviors, launching new standards to up bring the quality of human life.

To define, describe and explain innovation in various domains citing examples from rich experiences of various dignitaries. Through Synnovation, we plan to build a culture that inculcates, facilitates, and nurtures innovation through a series of discourses from eminent personalities representing diverse sectors of industry.

The symposium aims at:

1. To reiterate, imbibe & strengthen the belief in innovating and also to break down barriers to innovation
2. To endorse the relevance of innovation to the industry at large and to the participating audience our deep belief in “Innovating Business Leadership” has taken the onus upon itself of building a culture that fosters innovation. It is with this endeavor that it unfolds a national level symposium titled Synnovation.

On 23rd January 2020, Lotus Business School organized Synnovation 2020- A symposium on fostering Innovation. “UNCOVERING INDUSTRY 4.0” was the theme for this year.

Mr. Charudutta Bodhankar (Executive Director- Lotus Business School, Pune) gave the Welcome and Introductory speech for the event. The first Key Speaker Mr. Abhay Kardeguddi (CEO- NIVA Growth Consultants) spoke on the concept and Journey of Industry 1.0 to Industry 4.0.

Mr. Karan Kabra (Co-Founder: Sciffer Analytics, Co-Founder: Logibricks Technologies) was the second speaker and gave insight into how technology and data play an important role in Industry 4.0.

Mr. Tauseef Khan (Co-Founder of Gramophone) gave insight into his Gramophone and how his organization works for our backbone of the country i.e. Farmers. Mr. Shareef Mohammed (Project Lead- Farmlink Agri Distribution and Market Linkage Pvt.Ltd.) discussed his business model and use of technology for people's convenience. Dr Satish Warpade (Director- Lotus Business School, Pune) proposed the vote of thanks for the event. 35 delegates from various Industries and academics attended the event.



# A HUMAN CAPITAL SUMMIT

To resolve the academic needs, an effective amalgamation of the industry and academia is necessary. To comprehensively satisfy this objective LBS organise every year HR - Insight, A Human Capital Summit. It is a sincere attempt to present a new paradigm for today's & future's open minded Human Resource.

The conclave aims at a three - fold purpose

- Provide an insight into the movements expected in the forthcoming decade in Academia , Industry & Government sector
- To bridge the gap between corporate expectations & academia
- Provide effective solutions to build efficacy in the aspiring Human Resource.

Nature of the entire conclave is discourse by senior professionals from Industry, Academia & Government sector, Panel discussion to bridge the gap & networking opportunities to the participants.

The conclave is aimed at Talent Acquisition professionals from industry & Select few students of Lotus Business School.



# TRAINING & PLACEMENT CELL

Education is not only a mere process of teaching & learning. It is a vital movement of creating the foundation for a competent human resource who can contribute directly to Nation-building. The sole objective of our institute is to make our students efficient employable professionals but more importantly to make them responsible ethical citizens of India. To support this mission holistically our department is well equipped with proven pedagogy. We have a strong placement team having rich professional experience & expertise to

fulfill this objective consistently. We have fine-tuned ourselves to understand the growing needs of the industry & match it with student's aspirations parallelly identifying the gaps in terms of KSAEE ( Knowledge, Skill, Attitude, Experience, Exposure ) & bridge the gap that in-turn and creates a win-win situation for both the corporate & students. The student goes through the following phases to reach the awaited aim of achieving a long-cherished goal, more specifically a desired career path.

## Phase 1

Assessment - Psychometric tests and analysis.

## Phase 2

Mentorship - Consistent professional guidance from respective field experts based on the assessment of the tests.

## Phase 3

Transformation – Nascent beginnings to perceptive developments through short guided exercises.

## Phase 4

Career Progression Program (CPP) – To complement the MBA curriculum of the university, several value certifications are added to programs in collaboration with the respective industry.

## Phase 5

Validation - Industry interactions that conduct an appraisal and help the student to take an informed decision to be on their correct career paths working through their resumes, summer internship programs, and projects.

## Phase 6

Sourcing – Companies for internship & final Placements.

## Phase 7

Alumni Connect - To maintain a steady, healthy, and fruitful association through LAN ( Lotus Alumni Network ) for a sustainable career.

The placement team is committed to enhance the prospects of every individual student and help them to achieve all their professional aspirations and also to achieve all that one had perspired and hoped for. We sincerely urge and appeal to the industry to participate in our unique mission of Nation Building.

**Welcome to Lotus for a Long Term Corporate Alliance for Sustainability and Growth.**



# OUR RECRUITING PARTNERS





# EVENTS

FRESHERS PARTY



GANPATI CELEBRATION



GARBA



INTERNATIONAL YOGA DAY



TEACHERS DAY



**FAREWELL PARTY**

**SHIVJAYANTI**

**REPUBLIC DAY**



**INDEPENDENCE DAY**







LIFE

@

LBS





# OUR GRADUATES



I am Dipika Walse, a student of MBA-ABM at Lotus Business School. Lotus has helped to develop the overall personality of the students, boosted confidence in us and provided us with wide knowledge and exposure to the world's booming economy. LOTUS offers quality academic curriculum including Career Progression Program(CPP), which is important in order to improve our way of thinking. The teachers and staff members of LOTUS are always supportive and always there for solving our queries.

- Dipika Walse : MBA- Agri Business Management (ABM) - 2019-20  
Bsc. Agri from College of Agriculture Business Management, Narayangaon



I express my gratitude towards Lotus Business School as all the professors helped me to develop my skills and for the guidance they gave me. The CPP program arranged by the college for Agri Business Management students was a great experience for me as it gave us knowledge about different sectors. The college has given us opportunity to discuss our doubts with the industry chancellor which was very helpful for me. A big thanks to the placement department as they gave me opportunity to get my internship in an organization like Reliance.

- Shivani Dongare : Intern at Reliance Fresh  
MBA ABM (2019-20) BSc. Agri from College of Agricultural Biotechnology, Kharawate-dahiwali, Chiplun, Ratnagiri



LBS has always focused on the personal development of every student. Faculty's endless efforts, regular classes, CCE and many other academic activities have helped me improve my confidence. CPP conducted in college has helped me gain knowledge and to learn technical skills regarding the specialization I choose.

- Simran Desai : MBA - Agri Business Management (ABM) - 2019-20  
BBA ABM from Dr. D. Y. Patil College of Agriculture Business Management, Akurdi, Pune



As a student of Lotus Business School I got an opportunity to interact with Teachers with different experience in different allied sectors which helped me nurturing my future in a perfect and desired path. CPP activities helped me widened my knowledge about allied fields and helped me a lot to make correct choices before entering one field.

- Showrab Gavali : Intern at Reliance Fresh  
MBA- Agri Business Management (ABM) - 2019-20  
BSc. Agri from Chatrapati Shahu Maharaj Shiksha Sanstha College of Agriculture, Kanchanwadi, Aurangabad.

# OUR GRADUATES



I am Aditya Kumbhar, I took admission at Lotus Business School in August 2019. That was an unforgettable day for me, no other college is as good as Lotus Business School. Faculties of our institute are very supportive & we learn a lot of things from them apart from academics. We will definitely see an amazing transformation in our personality by the end of our course.

- Aditya Kumbhar

MBA-Pharma and Healthcare Management- 2019-20

B.Pharm from Tatyasaheb Kore college of Pharmacy, Kolhapur



Hello, My name is Snehal Sonyaba Gele, I am currently pursuing Pharma MBA with specialization in Marketing.

I am very glad that I took admission here, because LBS is offering dual specialization with CPP. LBS is also providing paid internship which makes a difference. Career progression program helps me to interact with industry delegates & to know the latest trend in the industry.

- Snehal Gele

MBA-Pharma and Healthcare Management- 2019-20

B.Pharm from Indira college of Pharmacy, Pune



LBS is a great place to be. Being a part of this institution is an honor in itself. After joining I found the course very interesting and interactive. I got an opportunity to participate in many events which are organized throughout the year like Fresher's Party, Republic day, Independence day, Junoon, Synnovation, HR Meet & many more.

Career progression program (CPP) a unique program by LBS which gives us a chance to improve our skills in 360°.

- Sujit Mote

MBA-Pharma and Healthcare Management- 2019-20

B.Pharm from Appasaheb bimale college of Pharmacy, Sangli



My name is Balaji Madole. I am pursuing my MBA in Pharma and Healthcare Management from Lotus Business School with marketing specialization. Lotus Business School gives you the opportunity to nurture your skills. Interacting with teachers and staffs also is very helpful.

- Balaji Madole

MBA-Pharma and Healthcare Management- 2019-20

B.Pharm from Vishal Institute of Pharmaceutical Education and Research, Ale.

# ALUMNI SPEAK

Lotus Business School has given me an astonishing platform for the overall growth and development. The campus has excellent infrastructure and is very beautiful with perfect blend of nature and student-friendly amenities, such as gym, and modern well-equipped library. The teachers are very friendly, professional and inspiring. The faculty members have always encouraged us to learn through projects which were very helpful for us throughout our studies. Academics are in accordance with the latest industry trends. It's been a privilege to be a part of this College.

**- Sangharsh Sonawane**  
**Oppo - 2016-2018**

Throughout my two years of MBA at Lotus Business School, I had countless opportunities to come in front and speak so that I can develop interpersonal skills and improve public speaking through various activities. Lotus Business School focuses mainly on developing leadership skills, proactive thinking through various programs and events. These attributes are the key reasons because of which I was successfully placed in reputed MNC like TIAA. I have improved my skills and competencies according to corporate requirements and industry standards in Lotus Business School. With the help of qualified staff and experienced trustees I got exposure of the knowledge and skills set which is required in the Industry. I was never this confident to face interviews and give stage performances, all this was possible because of faculty's guidance and events arranged in LBS.

**- Chaitanya Patil**  
**TIAA - 2017-2019**

LBS has always believed in helping and guiding its students and it was no different during the placement season. Our placement team guided and encouraged me at each step to secure my career in reputed company.

**- Vishwajeet Chavan**  
**ICICI Bank - 2017-2019**

It was a couple of years back I joined Lotus Business School. I was confused whether I made a right choice? But the last two years has been the answer to my question. Yes I did, those were the most valuable years of my life, where I realised that "gaining knowledge is an endless process but shaping attitude have always been the first step towards the journey of success". Eminent faculties and guest lecturers, mentorship programme, summer internship, workshops and live projects has sharpen my skills and encouraged my wills to achieve all that I desired for. Finally my tenure in Lotus came to an end with numerous opportunities of employment. Thank you LBS. I appreciate your embrace!!

**- Tanmoy Biswas**  
**Baskin Robbins - 2011-2013**

Focused on making a career into retail and the same being kept in the efforts by the placement department ultimately landing me into a great career start with Reliance Retail has been the highlight of my stay with Lotus Business School. I must acknowledge the efforts taken by the faculty team at Lotus that they've been truly a guiding light for me to decide a career path and then helping me achieve it.

**- Lachi Bramha**  
**Reliance Retail - 2010-2012.**

During the span of 2 years as a student with Lotus I've been thoroughly prepared and armoured with what's needed at a corporate level as an individual and as a professional also. My involvement in the Summer Internship, NGO Project and my participation in various events at Lotus have proved to be of immense benefits for me to successfully carve out not only a respectable position among my team but also the performer inside me. I accredit all my success at my job at Yes Bank to the efforts taken by the entire team of Lotus Business School.

**- Keshab Singha**  
**Yes Bank - 2010-2012**

The LBS Post graduation programme provides students a mix of both academic theory and practical business experience. In LBS, every student is pushed hard, encouraged to contribute, and expected to deliver at a very high standard. The lecturers and staff members truly get to know the students and are always available to help, to bounce ideas off and to assist in career searches. Upon completion of course, I felt that I not only furthered my intellectual growth through education, but also gained valuable true work experience.

I enjoyed my study at LBS & those 2 years have become the most unique & unforgettable memories.

**- Faraz Khan**  
**Nestle - 2011-2013**

Firstly I would like to thank the lotus family for giving me this opportunity to share my views and accepting me as a part of lotus family. This one and half years are going to be the most memorable and important years of my life. This year's would definitely have a great impact on my coming future. So I would like to thank all the faculty members and directors who have some way or the other helped me and every student in each way possible. The lessons and experience gained in this year's would definitely help me and all others. I would also like to thank the placement team for helping and guiding us in facing all the placement interviews and giving us the opportunity to be a part of reputed organizations. Lastly I would like to thank the entire lotus family from the bottom of my heart and promise that wherever i go in the future I will try to keep the lotus flag flying high.

**- Arpit Salvi**  
**Baskin Robbins - 2017-2019**

The college provides a great opportunity in terms of placement, and also good package is offered to the students. It gives an opportunity to build a good future for one's career. It provides us with the confidence while preparing for the interview, and helps us in many ways. The college provides study as well as all the fun activities that are needed by the students. The main purpose of any student for PG course is the placement and LBS assures it by providing attractive placements. I got placement from the campus itself in Allstate Solutions Pune.

**- Akshita Kinge**  
**Allstate Solutions - 2017-2019**

Encouraging us to be more independent and the freedom to think and act on our own'- This, I would say, is the best thing I felt about Lotus - something that you get only in very few management colleges. Our knowledge and skills were enlightened with care by well qualified and magnificent faculty members.

Lotus offered a high quality academic curriculum including CPP (Career Progression Program), which was important in order to broaden my horizons and challenge my way of thinking. It gave a platform where you can build your personality, team work, build your leadership skills and can grow for higher heights. MBA has expanded my career possibilities in the future by giving me the big picture and knowledge to apply toward a focused career path based on specialized skills.

**- Abhiruchi Kumari**  
**Selectigence - 2012-2014**

Lotus has been instrumental in molding my career in the right direction be it academics, practical aspects of business and providing me with an exposure so aptly required for a successful professional career. My endeavours at Lotus Business School have given a flying start to my stint with Axis Bank as a Business Development Executive.

**- Abhishek Singh**  
**Axis Bank - 2010-2012**

# CORPORATE SPEAK

"I am delighted to be at the LBS campus, they are trying their best to conduct different activities for creating Industrial environment."



**Mr. Girish Iyer**  
General Manager &  
Country Head of Citco  
Shared Services (India)

"I like the culture of Lotus Business School and I would love to get associated with Lotus Business School. They have out of the box thinking approach."



**Mr. S. P. Raut**  
Chairman of Maharashtra  
State Organic Farming Policy  
Committee, Ministry of Agriculture,  
Mumbai

"I am glad to see that LBS provides quality education, CPP Program at LBS helps students to bridge the gap between Academics & Industry Requirements."



**Mr. Sanjeev Pendharkar**  
M.D. Vicco Laboratories

"MBA in Pharma & Healthcare Management is a great program that offers high potentials a customer fit education. Distinguished academics and experienced practitioners work hand in hand to qualify prospective managers from the pharmaceutical industry for the challenges of their future activities."



**Ms. Neha Wagh**  
HR Manager,  
Sahyadri group of hospitals

"The Business Analytics program at LBS is a unique blend of academic learning & its practical applications. The topics covered are real world case studies to enable students to succeed in Business Analytics roles."



**Anand Palsuley**  
Alumni - IIM Calcutta  
Director - ISOBEX  
Industry Partner of LBS

"I am delighted to be at the LBS campus, here education is imported keeping linkage with the industry and corporate world. I find the wonderful placement cell and other academic facilities where the students can rise above others in the field of management education."



**Mr. Sunil Borade**  
General Manager- Reliance Ltd.

"The structure and the content of MBA in Pharma & Healthcare Management are matched to meet the needs of the pharma industry and set the program apart from other education and training formats in the market."



**Ms. Jyotsna Pradhan**  
Dy. General Manager-  
Sales USV Pvt. Ltd.

"I am extremely happy to be associated with LBS for MBA in Pharma & Healthcare Management. Pharma & Healthcare Management is the most important aspect of a human being."



**Dr. Mahesh Burande**  
Hon. Director IPER & Abbeez  
Pharma Consultancy Group

"It is heartening to see that the LBS enables the students with the help of experienced academicians to develop their abilities to fulfill their future dreams. Here education is im-parted to discover the hidden talent for students to help them in realizing their potential."



**Mr. Arvind Kumar Sharma**  
National Sales Head,  
Mapro Food Pvt. Ltd.

"The Leadership team of LBS is visionary & goal oriented. Vision of LBS is producing best-in-class Business Analytics professional who is aligned to fulfill the fast growing demand of industry."



**Vijay Sakorikar**  
Alumni - IIM Bangalore,  
Business Director -  
Arya Technologies,  
Management Consultants

"I visited LBS and was delighted to see the modern teaching aids and facilities created to carve the future professionals. I congratulate them for creating the wonderful academic facilities for students on campus."



**Ms. Chandni Mirwani**  
Branch Manager  
HDFC Bank

"It was a great privilege to have visited LBS. I strongly believe that the philosophy and the aims of the LBS Modules are really new in the teaching landscape, and I especially enjoyed in the interaction with the students. Moreover LBS is always expanding with new ideas and educational opportunities."



**Ms. Virginia Sebastian**  
HR - Allstate Solutions Pvt. Ltd.  
Mumbai.

"The most important reason for using business analytics is to analyze and leverage it to improve the way the company delivers to its customers. Industry interaction & relevant case studies by LBS in their regular academics is giving them a competitive advantage and uniqueness. I wish them all the very best."



**Shailendra Marathe**  
Founder & CEO at CFO Axis



Swami Sevabhavi Sanstha's  
**LOTUS BUSINESS SCHOOL**  
 Innovating Business Leadership

**(DTE Code 6760) | (Approved by AICTE, Govt of Maharashtra and Affiliated to Savitribai Phule University, Pune.)**

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Mobile : 95274 49527 / 74981 21610 / 74981 03036 / 88307 16419

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