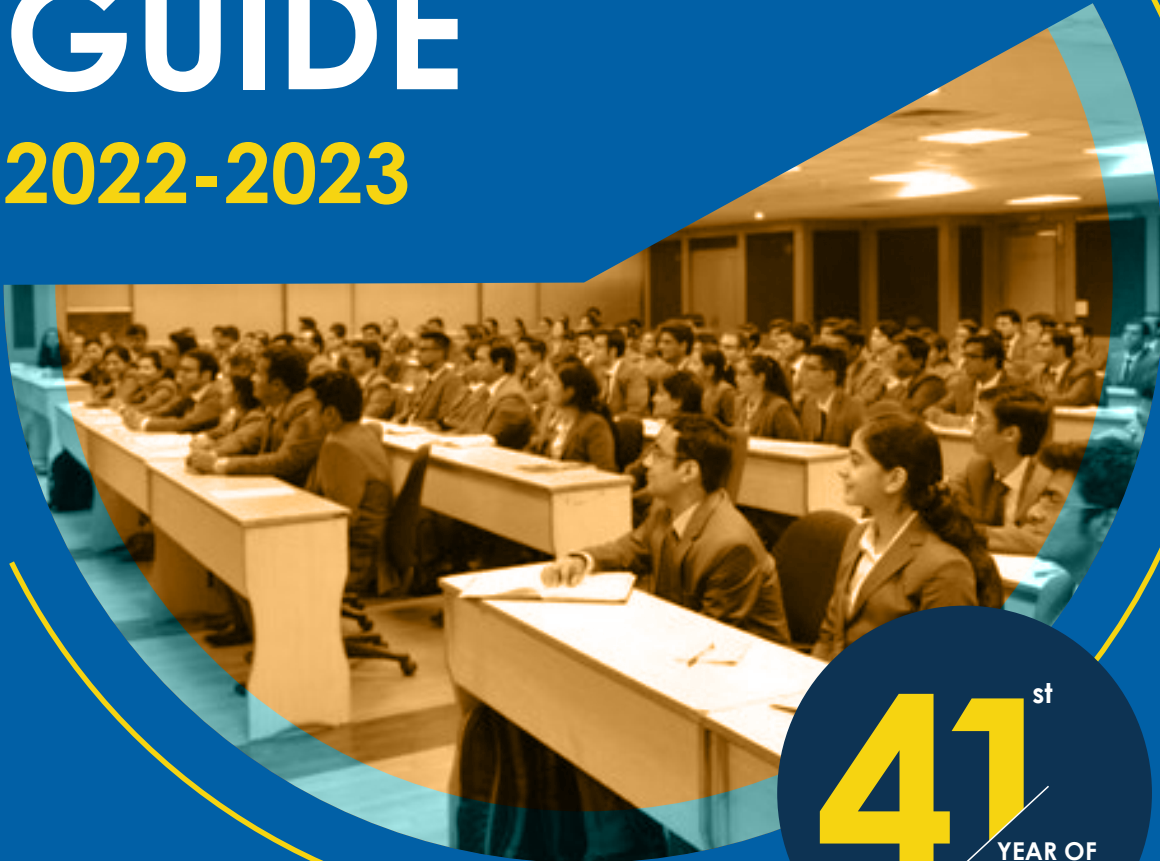


# RECRUITER'S GUIDE

2022-2023



41<sup>st</sup>  
YEAR OF  
EXCELLENCE

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# FROM THE DIRECTOR GENERAL'S DESK



**Dr. Himadri Das**

**Director General**

*International Management Institute,  
New Delhi*

## **Dear Industry Partner,**

It gives me great pleasure to invite you to engage with us to assess our talent pool of bright students for your organizational talent acquisition needs. At IMI New Delhi we strongly believe that for a business school to be contemporary and relevant, it is necessary for us to develop a symbiotic relationship with industry partners like you. We prepare our students based on inputs from you and provide them the learning outcomes that equip them to help drive your business objectives. This is possible through year round engagement with industry partners on multiple dimensions, some of which are:

- Curriculum co-creation with industry partners based on their suggestions to ensure that we replace curriculum elements that are no longer relevant with those that are relevant
- Having industry partners directly engage with our students in the classroom for curriculum delivery of portions that they co-created with us
- Exposing our students to broader industry issues through a regular and frequent lecture series by industry partners
- Inviting industry partners to share their thoughts in our management conclaves as keynote speakers and panel discussants
- Having our students work on live projects provided by industry partners, in parallel with academic curriculum, to enhance industry relevant learning outcomes

Given that we are a 40 year old Business School, we have the good fortune of having a large alumni base spread across different sectors, functions and geographies, many of whom are in extremely senior positions in industry. They further supplement the industry centric learning of our students through a variety of mentorship platforms and an alumni lecture series.

We believe all of these interventions ensure that our talent pool of students is extremely relevant to the requirements of our industry partners. We are, therefore, confident that you will be extremely satisfied and successful in sourcing your talent acquisition needs from IMI New Delhi. We look forward to engaging with you.

# MESSAGE FROM EXECUTIVE EDUCATION, CAREER SERVICES & ALUMNI RELATIONS



**Amit Ghosh**

**Head**

*Executive Education ,Career Services & Alumni Relations*

## **Dear Recruiters,**

Greetings to you all and my best wishes to you and to your loved ones.

As we continue to navigate through a world that has changed dramatically over the past two years, hoping for the worst to be over and envisioning that we go back to normalcy.

We at IMI New Delhi, have focused on making our student outcomes more robust and Industry aligned. The esteemed faculty have worked closely with the industry to create a relevant and industry-ready curriculum. Our students are exposed to various facets of business management, and it emphasizes on the overall development to create leaders for the next generation. The combination of academic inputs, Industry talks and Conclaves, Alumni talks, and Live Projects help us to achieve the same.

I would like you all to come forward and support us in our initiative of creating a solid body of Academia-Industry interface to deliver output which is the best in the market. We have a healthy mix of students ranging from freshers to those having industry experience with esteemed organizations. We put special emphasis on maintaining healthy diversity with respect to gender and educational background at the time of admissions. We have students who are specializing in Marketing, Finance, Operations, Analytics, HR, Banking & Financial Services, Strategy, etc. At IMI New Delhi, we are a firm believer of a data driven approach in everything we do. We look forward to actively contributing to the digital revolution and would thrive on data as the oil to fuel the same.

Every year, we do exceptionally well on the Placements front in terms of diverse roles that are offered to our students by the entire spectrum of corporates, unicorns, startups, and new age firms. We would like to thank all our recruiters for their instrumental role in the successful placements of our previous batches at leading firms over the globe. We would also like to appreciate our Director General, Faculty, staff and the Placement Committee for their tireless perseverance and efforts, which have resulted in the progression of the Institute in all areas.

We are looking forward to establishing a more profound, robust, and mutually beneficial relationship with your esteemed organization. Looking forward to your active participation in our upcoming Summer Internship Process (SIP) and Final Placements.

# GOVERNING BODY



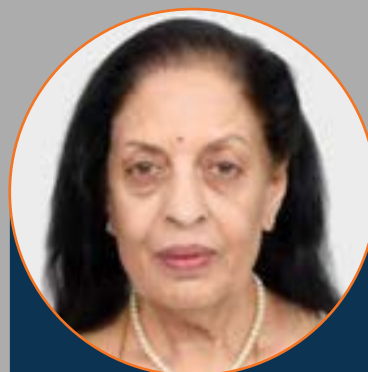
**Shri Sanjiv Goenka**

*Chairman Board  
of Governors, IMI*



**Shri P.K. Khaitan**

*Senior Advocate &  
Senior Partner,  
Khaitan & Co.*



**Smt. Savitri Kunadi**

*Former Indian  
Ambassador*



**Shri Harsh Pati  
Singhania**

*Managing Director,  
J K Paper Ltd.*



**Shri Harshavardhan  
Neotia**

*Chairman,  
Ambuja Realty*



**Shri V.C. Agrawal**

*President - Corporate HR,  
RPSG Group*



**Shri Sunil Mitra**

*Former Revenue &  
Finance Secretary to  
Govt. of India*



**Shri V K Sharma**

*Executive Director  
(Retired), RBI*



**Dr. Himadri Das**

*Director General,  
IMI New Delhi*



# GOVERNING BODY



**Prof. Ramesh Behl**

*Director,  
IMI Bhubaneswar*



**Shri Sunil Bhandari**

*Executive Director-  
Corporate Finance  
RPSG Group*

**Special Invitee**



**Prof. Mohua  
Banerjee**

*Director, IMI Kolkata*

**Special Invitee**



**Group Captain  
Vivek Dubey (Retd.)**

*Registrar & Secretary  
to BoG & Society,  
IMI New Delhi*



**Shri S.Y. Siddiqui**

*Chief Mentor,  
Maruti Suzuki India Ltd,  
Nominee of AICTE*



# ABOUT IMI, NEW DELHI

## Mission

To develop socially sensitive, ethical, value adding leaders and organizations through relevant teaching, research, training, and consulting that serve stakeholders' interests.

## Vision

To be a premier global management school.



International Management Institute (IMI) is India's first corporate-sponsored Business School founded in 1981 with the original campus in New Delhi. The corporate sponsors included RPG Enterprises (lead sponsor), ITC, Nestle, Tata Chemicals, British Oxygen, SAIL, and Williamson Magor. It was set up in collaboration with the then IMI Geneva, now IMD Lausanne. Subsequently, two other campuses were set up in Kolkata (2010) and Bhubaneswar (2011). In the last several years, IMI New Delhi has been consistently ranked in the top 10-15 Business Schools in the country and among the top 5 private Business Schools. It is accredited by the All India Council for Technical Education (AICTE) and the National Board of Accreditation (NBA). The institute has also been accredited internationally by the prestigious (Association to Advance Collegiate Schools of Business) AACSB and the Association of MBAs (AMBA).

IMI New Delhi has global linkages with leading schools in Europe, North America, and Asia. The Institute currently offers the PGDM, PGDM (Human Resource Management), PGDM (Banking & Financial Services), and FPM/E-FPM (doctoral programs for full-time students and working executives). In addition, it has built a vibrant Executive Education vertical, PGDM (Executive), offering training to management professionals from the corporate world.

The Institute also provides management training to foreign nationals from developing countries under the Indian Technical & Economic Cooperation (ITEC) program of the Ministry of External Affairs, Government of India.

IMI New Delhi puts a strong focus on high-quality research by its faculty leading to publications in international peer-reviewed academic journals. Its faculty have PhDs from top international and national universities/institutes, with many of them also having significant corporate experience.



# IMI, NEW DELHI RANKINGS



NIRF, Ministry of HRD,  
Government of India

Ranked  
**26th**  
Overall

among all Management  
Institutions including IIMs in India



Business Today

Ranked  
**14th**  
Overall



MBA Universe

Ranked  
**19th**  
Overall



Business World

Ranked  
**14th**  
Overall





# INFRASTRUCTURE

Located in the Qutab Institutional Area in South Delhi, IMI New Delhi is surrounded by picturesque and serene landscapes of the lush green parks of South Delhi. The whole area is verdant and refreshing, creating an ideal atmosphere conducive to holistic learning and development. The centrally air-conditioned academic complex consists of spacious lecture halls, the Tata Chemicals Computer Center, BOC Conference Room, RPG Auditorium, Williamson Magor Library, Faculty Chambers, and Administrative Offices. All lecture halls have access to the latest presentation equipment such as DLP Multimedia Projectors, Laptop Notebook Computers, Electronic Copy Boards, OHP Projectors, Internet and Intranet Connectivity, and a State-of-the-Art Sound System providing for a unique/ wholesome complete classroom experience.

The amphitheater is the focal point of the sprawling campus, which acts as the host for many events conducted by and for the students. The Programme is residential, thus enabling frequent interaction between students of all programmes. The campus has a lot of indoor and outdoor sports facilities, including a basketball court, football court, badminton court, snooker table, table tennis, and many others. The spacious cafeteria doubles up as a place where students get a chance to relax as well as interact freely to exchange ideas.



# CAMPUS GLIMPSE





# WHY IMI, NEW DELHI

## UNIQUE ADMISSION PROCESS

### Shortlisting:

Students are shortlisted on the basis of:

- Performance in the Common Aptitude Test (CAT), XAT, and GMAT
- Academic Record

The shortlisting is done to guarantee that IMI students possess the necessary mathematical, analytical, and linguistic abilities for the management course.

### Written Ability Test:

The Written Ability Test measures the students' ability to think critically, communicate effectively, and develop a suitable response in a certain amount of time.

### Personal Interview & Extempore:

The last stage of the procedure is the Personal Interview round in which students are evaluated based on their knowledge of current events, oral communication skills, domain knowledge of their degree, and work experience (if any). This is an extensive session with a panel that includes representatives of the faculty, business houses, and alumni. Students are also assigned a topic for the extempore round, which assesses their ability to think on their feet.



# WHY IMI, NEW DELHI

## PEDAGOGY

### **FAIR Model- Foundation, Application, Integration, Reinforcement:**

IMI follows the FAIR model of teaching and learning. This model integrates the four phases of student development and is designed to incorporate the fundamental concepts in the initial phase followed by application and subsequent integration with real-life business situations. A judicious blend of case studies, role plays, team activities and field assignments, in addition to self-study, is used by the Institute to bring out the best in its students both inside and outside the classroom setting. Summer internships at the end of the first year form an integral part of the curriculum.

### **Case Based teaching:**

Case studies sourced from Harvard Business School Publishing Corporation are an integral part of the classroom pedagogy. The students learn the application of theoretical concepts in practical scenarios. The case method encourages students to view situations as close to real-life scenarios as is possible. They learn to make decisions with more conviction, while taking into account their implications on other areas.

### **Business Thought Leadership Sessions and Guest Lectures:**

Each course has a minimum 20% of their sessions taken by people from the industry. These are an integral part of the curriculum. These interactions complement classroom learning and bring in a practical perspective to management theories. A number of workshops are also conducted for students to give them hands-on experience to apply various concepts.

### **Situation Role-Playing and Presentations:**

To get fully involved, to experience the dynamics of practical management situations and enhance behavioral characteristics, role plays with participants covering diverse managerial roles are carried out. This is adopted across functional areas, depending on the requirement of individual courses. Presentations in the corporate world are now part and parcel of daily working life. By working in small groups, participants experience the challenges associated with group responsibility, collective decision-making and persuasive communication.



# MANAGEMENT PROGRAMS

**A brief outline of the individual courses is drawn below:**

## 2-Year Full Time Masters Programme

- Post Graduate Diploma in Management (PGDM) (Individual or Dual Specializations in Marketing, Finance, Operations, Analytics, Information Systems and Strategy) - 990+ Contact Hours II 13 Elective Courses (minimum) II 24 Core Courses II 2+ Months of Internship
- Post Graduate Diploma in Management, Banking & Financial Services (PGDM B&FS) - 990+ Contact Hours II 8 Elective Courses (minimum) II 33 Core Courses II 2+ Months of Internship
- Post-Graduate Diploma in Human Resource Management (PGDM-HRM) - 1095+ Contact Hours II 9 Elective Courses (minimum) II 30 Core Courses II 2+ Months of Internship, NGO internship

## Executive Post Graduate Programme (Full Time)

- Executive Post Graduate Diploma in Management (Executive PGDM)

## Doctoral Programme

- Fellow Program in Management (FPM)
- Executive-Fellow Program in Management (E-FPM)

## Management Development Programmes

- Customized Programmes for Corporate Houses, Public Sector Undertakings, Government Organizations and Self-sponsored candidates. ITEC Courses, Specialized certificate courses in various domains namely Strategy, Corporate Governance, General Management, Performance Management, Operations, etc., which are sponsored by the Ministry of External Affairs, Government of India.

# COURSES OFFERED

## Core Subjects:

### PGDM

- Business Statistics
- Corporate Social Responsibility & Sustainable Development
- Cost and Management Accounting
- Data Pre-processing and Visualization
- Entrepreneurship and Innovation
- Financial Management
- Financial Reporting and Analysis
- Human Resource Management
- Indian Economic Policy
- Information Technology for Decision Making
- Introduction to Research Methods
- Introduction to Operations Research
- Legal Aspects of Business I & II
- Macroeconomic Theory and Policy
- Management Information Systems
- Managerial Communication
- Managerial Economics
- Marketing Management
- Operations Management I
- Organizational Behaviour I & II
- Strategic Management

### PGDM - BFS

- Bank Management
- Business Ethics
- Business Statistics
- Data Processing & Visualization
- Financial Derivatives - I & II
- Financial Institutions & Financial Markets
- Financial Management – I & II
- Financial Reporting & Analysis
- Fintech
- HRM for BFSI
- Indian Economic Policy
- Information System for BFSI
- Insurance
- Introduction to Operations Research
- Introduction to Research Methods
- Investment Management - I & II
- IT for Decision-Making
- Legal & Regulatory Environment for Banks
- Macroeconomics
- Management Accounting for Decision-Making
- Management of Financial Services
- Managerial Communication
- Managerial Economics
- Marketing Management
- Marketing of Banking and Financial Services
- Operations Management for Services
- Organizational Behaviour
- Principles & Practice of Corporate Governance
- Risk Management
- Strategic Management

# COURSES OFFERED

## Core Subjects:

### PGDM - HR

- Applied QT for HR
- Business Law
- Compensation and Rewards Management
- Competency Management & Assessment Centre
- Corporate Citizenship & CSR
- Corporate Finance
- Corporate Governance
- Employee Relations & Management of Unions
- HR Analytics
- HR Planning, Recruitment & Selection
- HR Systems & Processes
- Human Resource Information System
- Individual & Group Dynamics
- International HRM & Cross-Cultural Management
- IT for Decision-Making
- Labor Laws
- Learning & Development
- Macroeconomic Theory & Policy
- Management Accounting
- Managerial Communication - I & II
- Managerial Economics
- Marketing Management
- OD & Change Management
- Operations Management
- Organizational Planning & Design
- Performance Management Systems
- Research Methodology for HR
- Strategic HRM
- Strategy Formulation & Implementation

## Elective Subjects:

### Analytics

- An Introduction to Deep Learning for Business
- Business Analytics
- Data Mining Applications in Management
- Deep Learning for Business
- Financial Market Analytics
- Marketing Analytics
- Performance Analytics
- Predictive Analytics
- Social Network Analytics
- Sports Analytics
- Supply Chain Analytics
- Text Analytics

# COURSES OFFERED

## Elective Subjects:

### Human Resources & Organisational Behaviour

- Business Negotiation Skills
- Coaching & Mentoring
- Consulting Skills for HR
- Creative Problem Solving
- Diversity Management
- Employee Well-Being at Work
- Employer Branding
- Executive Compensation
- HR For New Age Organization
- HR Integration Issues in M&A
- Industrial Jurisprudence
- Leadership & Managerial Effectiveness
- Managing Self for Personal Growth & Professional Excellence
- Psychometric Testing
- Talent Management

### Information Management

- Data & Information Security
- Database Management System
- E-Business
- Enterprise Data Warehousing & Intelligence
- Enterprise Resource Planning
- Internet Of Things
- Introduction To Blockchain Technology And Applications
- IT Consulting

### Finance

- Advanced Financial Statement Analysis
- Business Valuation
- Corporate Credit
- Financial Derivatives
- Financial Institutions & Financial Markets
- Financial Market Analytics
- Financial Modelling
- Financial Risk Management
- Fixed Income Securities
- International Finance
- Investment Banking
- Management Of Banks
- Mergers & Acquisitions
- Microfinance & Financial Inclusion
- Multinational Financial Management
- Private Equity
- Project Appraisal & Infrastructure Finance
- Security Analysis & Portfolio Management
- Tax Planning & Management
- Treasury & Foreign Exchange Management in Banks
- Treasury & Risk Management In Banks
- Wealth Management & Alternative Investments



# COURSES OFFERED

## Elective Subjects:

### Marketing

- Brand Management
- Business Forecasting
- Business Marketing
- Consumer Behaviour
- Customer Relationship Management
- Digital Marketing
- Economics And Marketing of Health Services
- HR Learnings for Managing Sales Force
- Integrated Marketing Communication
- International Marketing
- Luxury Brand Management
- Marketing Analytics
- Marketing For Start-Ups
- Marketing in the Sharing Economy
- Marketing Of Services
- Marketing Research
- Marketing To Bottom of Pyramid
- Mobile Marketing
- Product Management
- Purpose Driven Marketing
- Qualitative Marketing Research
- Retail Marketing
- Rural Marketing
- Sales And Distribution Management
- Sales Force Management for HR Managers
- Sales Management (Selling Orientation & Approaches For BFSI World)
- Social Media Marketing
- Storytelling In Marketing
- Strategic Marketing

### Operations & Quantitative Methods

- Advanced Decision Modelling
- Business Analytics
- Business Forecasting
- Financial Econometrics
- Global Supply Chain Management
- IOT And Blockchain in Supply Chain
- Logistics and Supply Chain Management
- Logistics Modelling
- Operations Strategy
- Predictive Analytics
- Procurement Management
- Project Management
- Service Innovation
- Service Operations Management
- Supply Chain Analytics
- Total Quality Management

### Strategy and General Management

- Business Modelling
- Competitive Strategy
- Digital Business Strategy
- Information Management
- Inorganic Growth Through Mergers & Acquisitions
- International Business
- Kulhad Economy

# INTERNATIONAL LINKAGES

To nurture world class professionals and shape global leaders for tomorrow, exchange programs play an essential role. International Management Institute, Delhi collaborates with various business schools around the world, to provide its students a holistic experience, vital for their management career. IMI Delhi aims to partner with many more internationally acclaimed universities and business schools to further provide learning opportunities to our students.

## List of Current Partner Schools



Academy of Public Administration under  
the aegis of President of the  
**Republic of Belarus**



Rennes School of Business,  
**France**



Frankfurt School of Finance & Management,  
**Germany**



Grenoble Ecole de Management,  
**France**



IDRAC Business School,  
**France**



## List of Current Partner Schools



IGS-RH School of Human Resources, Paris,  
**France**



International Center for  
Promotion of Enterprises

International Center for Promotion of  
Enterprises, Ljubljana,  
**Slovenia**



JAMK University of Applied Sciences

JAMK University of Applied Sciences,  
Rajakatu, Jyväskylä,  
**Finland**



Kedge Business School (KEDGE),  
**France**



LOUVAIN  
School of Management

Louvain School of Management,  
**Belgium**



Montpellier Business School (MBS),  
**France**



NJCU School of Business, New Jersey City University,  
**USA**



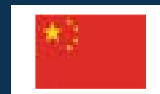
Russian Presidential Academy of National  
Economy and Public Administration,  
**Russia**



## List of Current Partner Schools



Sichuan Academy of Social Sciences, Sichuan,  
China



Suleman Dawood  
School of Business

Suleman Dawood School of Business, Lahore,  
**Pakistan**



University of Guelph,  
**Canada**



The Universidade do Estado do Rio de Janeiro,  
Brazil



Tampere University,  
**Finland**





# STUDENT COMMITTEES



**Admission Committee**



**IMI Alumni Relations**



**Branding & Media Relations**



**IMI Corporate Relations**



**IREC**

The **Corporate Relations and Placement Committee** at IMI is responsible for building and strengthening corporate relations and facilitating the entire placement processes including Summer Internship, Laterals and Final Placement Process. The major focus lies in reaching out to recruiters and inviting them to the campus to gauge the potential and quality of students. Apart from the recruitment process, the Committee also works relentlessly towards engaging Corporates through Live Projects and Corporate Competitions.

Also, the committee organizes flagship events like Business Thought Leadership (BTL) series, Conclaves, and The Leadership Confluence aimed at inviting marquee leaders across different sectors for a discussion around significant areas of industrial relevance.

The **Branding and Media Relations Committee** works in unison with other initiatives at IMI and promotes the brand IMI New Delhi. Besides handling all social media handles of IMI, the committee assists the Chairperson - Branding & Media Relations with the media coverage of all major events like Conventus - the annual business conclave of IMI, Kritva - the annual cultural fest of IMI, TEDx, National Alumni Meet, Model United Nations – MUN, E-Merge and ITEC programs. It assists in the participation of IMI New Delhi students in television talk shows and interviews conducted in ITEC programs, giving them the necessary and vital media exposure.

The **Alumni Relations Committee** undertakes several initiatives to strengthen the bond between the institute and its 6500+ eminent alumni base. As part of its efforts to keep alumni connected, the committee organizes and facilitates Chapter Meets and the National Alumni Meet (NAM). It also maintains a database that allows us to stay in touch and keep these stalwarts updated with the on-goings of the institute. The meet also marks the launch of the annual Alumni Magazine – 'Connexion'. Apart from these initiatives, the committee works to increase the corporate exposure for students.

The **International Relations and Executive Education Committee** is the face of IMI, New Delhi on the international front, expediting student exchange programs through collaborations with prominent foreign universities. It is also responsible for hosting the ITEC program, an initiative taken by the Ministry of External Affairs, Government of India. Apart from this, the committee works towards building new collaborations and fostering new tie-ups with universities and institutes the world over. Also, the committee undertakes various other initiatives and conducts events such as Model United Nations IMI New Delhi, Toastmasters Club IMI New Delhi.

The **Admissions Committee** of IMI New Delhi facilitates the admissions' process, communicates about the brand IMI to prospective students through one on one communication. The Committee is entrusted with the task of assisting the aspirants in all forms to ensure a seamless onboarding experience of young budding managers into the campus. The team provides the prospective students with insights into a student's life at IMI, New Delhi and solves all their doubts through the published online contents over social media platforms, such as Pagalguay, Facebook and Quora.



# STUDENT AFFAIR BODIES, CLUBS & SOCIETIES

## Student Affair Bodies



Student  
Council



Academic  
Secretaries



Residential Affairs  
Council

## Student Clubs



Consulting and  
Strategy Club



Culture and Event  
Management Cell



Economics  
Club



Entrepreneurship  
Cell



Finance  
Club



HR  
Club



Information  
Management &  
Analytics Club



Jagriti -  
The Social Cell



Marketing  
Club



Operations  
Club



Sports  
Club

# STUDENT AFFAIR BODIES, CLUBS & SOCIETIES

## Student Societies



D2C  
Igniters



Enthral - The Music  
Society of IMI



IMI New Delhi  
Toastmasters



Impressions - The  
Fine Arts Society



Insight - The Data  
Science Society



InSync - The  
Dance Society



Integration - Maths  
& Stats Society



InVista - The  
Investment Society



Karuna - Animal  
Welfare Society



The Last Word -  
Literary Society



Zariya - The  
Dramatics Society



# STUDENT ACHIEVEMENTS (CORPORATE COMPETITIONS)



**Frinza**  
Person of the Year 2020-21  
**WINNERS 2021**



**Reliance**  
The Ultimate Pitch 6.0  
**NATIONAL FINALISTS 2021**



**Flipkart**  
Wired 5.0  
**WINNERS 2021**



**DCM Shriram**  
Future On  
**CAMPUS WINNER 2020**



**E.P.I.C**  
Finance Challenge  
**SEMI FINALISTS 2020**



**GEP Gameplan**  
Season 10  
**NATIONAL FINALISTS 2020**



**Hero Campus Challenge**  
Season 6  
**NATIONAL FINALISTS 2020**



**IndiaMart 'BadaAasaanHai'**  
Challenge  
**NATIONAL RUNNER UP 2020**



**Kleen Vision**  
2020  
**WINNERS 2020**



**KPMG**  
Ideation Challenge  
**NATIONAL SEMI FINALISTS 2020**



**OnePlus ET Prime Intellect**  
B School Case Study Challenge  
**NATIONAL FINALISTS 2020**



**Shell**  
Energy Day  
**NATIONAL FINALISTS 2020**



**Smart Cube**  
Resolv  
**SECOND RUNNER UP 2020**



**V-Guard Big Idea**  
Business Plan  
**NATIONAL FINALISTS 2020**



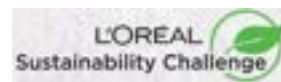
**Accenture - Business**  
Innovation Challenge  
**NATIONAL FINALISTS 2019**



**Future Generali -**  
Get Set Go  
**WINNER ROUND 1 2019**



**KPMG Ideation**  
Challenge  
**NATIONAL FINALISTS 2019**



**L'Oréal - Sustainability**  
Challenge  
**NATIONAL TOP 25 TEAMS 2019**

**OutThink**

**LT -**  
OutThink  
**WINNER ROUND 1 2019**



**Reliance Grey**  
Matters 3.0  
**WINNERS 2019**



**Reliance TUP 5.0**  
Campus Lift-off  
**CAMPUS WINNERS 2019**



**Tangram -**  
The Piramal Challenge  
**CAMPUS FINALISTS 2019**



# STUDENTS ACHIEVEMENTS (B-SCHOOL COMPETITIONS)

Competition Name	Organizing Body	Position
AdSense	IIM Calcutta	Winner
Marketing Affair'22	DSB - Delhi University	Winner
Prodigious: Parivartan'22, IIT Delhi	IIT Delhi	Winner
Techkriti 21	IIT Kanpur	Winner
Brain-a-thon: A Marketing Case Competition	IIM Ahmedabad	National Finalists, 2021
Brandrupt	IIM Trichy	National Finalists, 2021
Breakthrough	IIM Visakhapatnam	National Finalists, 2021
caHRnival	SIBM Pune	National Finalists, 2021
CaseNova - Strategy Case Competition	IIM Kozhikode	National Finalists, 2021
Chanakyaaneeti - Consulting Case Study	IIM Madras	National Finalists, 2021
Entree-preneurship	IIM Nagpur	National Finalists, 2021
Marcase 7.0   Flagship Case Study Competition	IIM Ranchi	National Finalists, 2021
Marketing x Metaverse	Indian School of Business (ISB)	National Finalists, 2021
ProdQuest - The National Level Product Management Competition	IIM Ranchi	National Finalists, 2021
Back to Basics (MICANVAS 2021)	MICA, Ahmedabad	Runner Up, 2021
Markade 2.0	NMIMS Indore	Runner Up

# PLACEMENT PROCESS

- 1** A connect is established between corporate houses and IMI, New Delhi. The Institute encourages corporates to participate in its campus connect programmes such as the Business Thought Leadership Series, Live Projects, Corporate Immersion Programme, eMerge, TedX and Conventus-The Annual Management Conclave.
- 2** The company is invited on the campus to conduct Pre-Placement talk to provide the details of roles and profiles offered.
- 3** Student profiles and other relevant information are then shared with our recruiters. Companies conduct the selection process, which may typically include CV shortlisting, psychometric and other assessment tests, group discussions and personal interviews.
- 4** Feedback about the ease of the placement drive and performance of students is obtained from the recruiters.

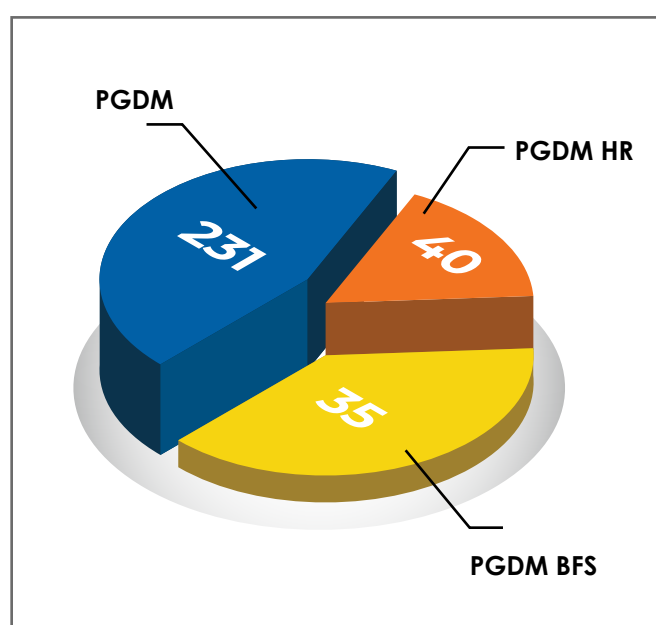


# STUDENT BACKGROUND PROFILE

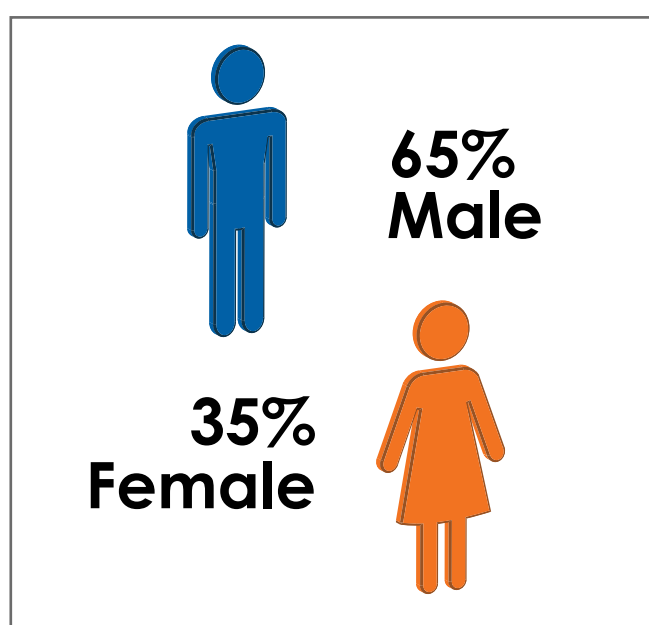
IMI, New Delhi takes pride in the well-balanced gender ratio of students every year. The number of female students have been steadily increasing over the years. The program has always had a rich blend of experienced professionals and freshers, which has continued this year as well with around 50% students having prior work experience.

IMI New Delhi boasts of students with diverse academic backgrounds, which brings in different perspectives and enriches the learning process for everyone.

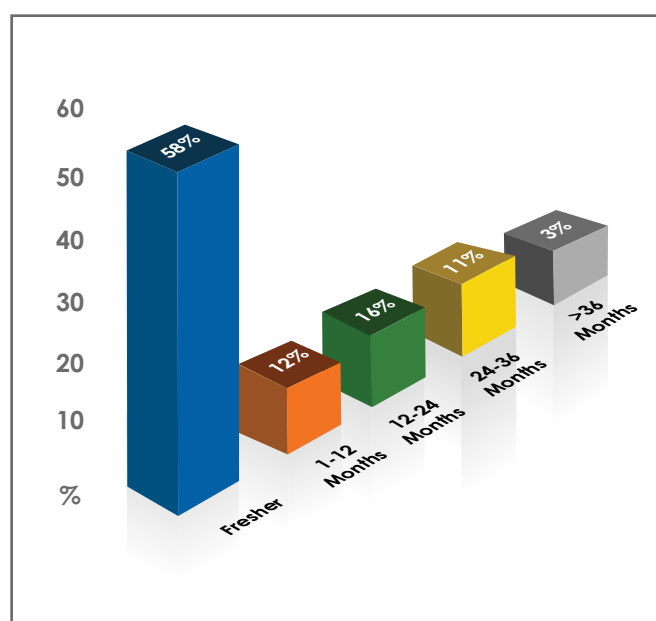
## Student Distribution



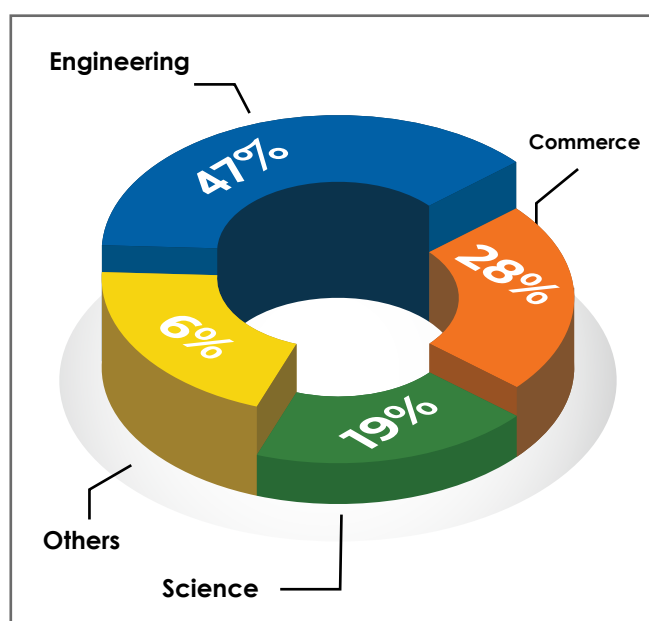
## Gender Diversity



## Work Experience



## Educational Background



# PLACEMENT STATISTICS

## Summer Internships

The batch of 2021-23 had a successful summer placement season with 90+ recruiters visiting our campus. The highest stipend offered was INR 2,40,000 whereas the average stipend offered was INR 73,000 for the complete duration. The season witnessed a plethora of first-time recruiters along with our past recruiters participating in the placement process, which is a true testament to the rich quality and diversity of the students of our institute. The summer internship recruitment process starts in the month of October and the internship lasts for a minimum of 8 weeks (April-June) in the following year.



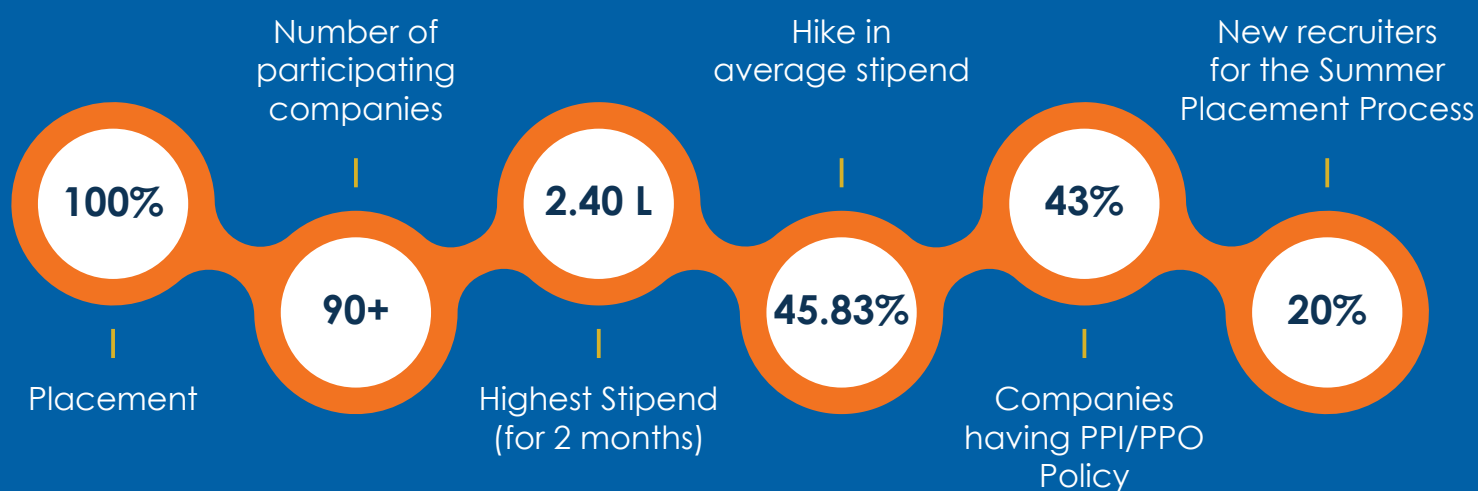
## Final Placements

IMI, New Delhi had a fantastic placement season for the batch of 2020-22, successfully placing students at an average package of 15.28 LPA. This placement season marks a historic period for the institute, with a staggering hike in Average CTC by 20% and 5 international offers. With the highest CTC of 32 LPA, more than 100 companies participated in the Final Placements 2020-22, ranging from sectors such as BFSI, Conglomerate, Consulting, E-Commerce, EdTech, FMCD, FMCG, IT/ITES, Healthcare, Manufacturing, and Telecom.



# KEY HIGHLIGHTS

## Summer Placements



## Final Placements





# PROMINENT RECRUITERS



# PROMINENT RECRUITERS



# MAJOR CORPORATE PARTNERS





# MAJOR CORPORATE PARTNERS



# MAJOR CORPORATE PARTNERS





# RECRUITER BYTES



Wonderful experience, great, humble and very grounded students. Process coordination is very smooth with IMI Delhi and quality of GDs & PIs are very well benchmarked. Definitely wish to visit the college next year.



IMI Delhi has always been the right choice for us. The students are matured in their concepts and fit right into the organization. They are quick to adapt and deliver, making them one of the preferred choices for us.



Integrace health recruited summer interns for the first time from IMI Delhi. The placement committee was excellent in their work on scheduling of different processes and prompt closure of any requirements shared by us.



The students of IMI Delhi are really a hardworking bunch. The coordination with the placement team was seamless and they accommodated all our requests.



I have always been amazed by the caliber and professionalism exhibited by the students from IMI Delhi. Each year, although we have limited targets, we have placed more students from IMI for internships as part of the larger Shell Graduate Program. The support from the placement team and on ground student ambassadors work very well to engage and prepare the students of the future. Wishing your students the very best. Happy with the process.



IMI New Delhi had a very good placement team and they were really supportive in helping us to complete our campus hiring process. Please keep up the good work.

# EVENTS

## Conventus

Conventus seeks to provide a platform where a miscellany of experienced minds can delve deeper into the importance of embracing innovation to unlock potential in today's competitive world and uproot innovation from the land of buzzwords into something measurable and meaningful. It is an enriching experience for B-school students to derive insights and harness the power of innovation in their impending corporate careers.

## National Alumni Meet

The National Alumni Meet marks the beginning of the homecoming of our stalwarts. A celebration of their hard work, achievement, and indelible memories, this meet is a chance for our achievers to reconnect with their roots.

## Nexus

Nexus, an event which is for the students by the students. We play hosts to the queries and doubts regarding management, so that the aspirants can ease their minds of all worries and get inside knowledge of how life is inside a B school.

## Kritva

Year on Year, Kritva – The Annual Management, Cultural and Sports Fest of IMI, New Delhi communicates the importance of building personality alongside building knowledge. It aims to promote a spirit of competition providing a real-time experience for tomorrow's budding managers to hone their skills. With over 30 events distributed under various Management and Cultural domains, Kritva is undoubtedly one of the biggest undertakings at IMI, New Delhi.

## Krtya

Krtya, IMI's aim is to guide the bright minds of undergraduate colleges around Delhi about what MBA feels like. It focuses on making the participants go through the four key aspects of MBA, i.e., Marketing, Finance, HR and Operations.

## Model United Nations

Model United Nations, an academic simulation of the UN that aims to educate participants about current events, topics in international relations and UN Agendas. It provides a platform to the young leaders by facilitating discussions on contemporary challenges



# CORPORATE INTERACTIONS AND IMMERSIONS

## BTLs

Company	Name	Designation
Adobe	Anubhav Rohtagi	Senior Director - Product Management
Baidyanath Ayurveda	Ajay Sharma	Director
DCM Shriram Limited	Ankur Singh	Head, Strategy & Business Development - Chemicals Business
Diageo	Gautam Mathur	Global Director - Digital and Analytics
Diebold Nixdorf	Jainendra Kumar	Head of Global Delivery Center - India & Sr. Director Development
Diebold Nixdorf	Rupesh Sawant	Senior Director - Software Global Delivery Centers
Diebold Nixdorf	Ranjan Mishra	Director HR
EY GDS	Swapnil Srivastava	Portfolio Leader
EY GDS	Sonia Bakshi	Executive Director
EY GDS	Parmod Kamlani	Executive Director
EY GDS	Saurabh Yadav	PE Domain Leader
Godrej & Boyce	Ignatius Barretto	Corporate HR - Talent Acquisition
Hevo Data	Rishabh Bardia	Director Of Strategy and Operations
Hevo Data	Rahul Mishra	Talent Advisor
Hevo Data	Vaibhav Mohta	Senior Inside Sales Manager



# CORPORATE INTERACTIONS AND IMMERSIONS

## BTLs

Company	Name	Designation
Hindware	Manish Roy	Vice President and Business Head
Jio Creative Labs	Aditya Bhat	Head - Jio Creative Labs/ Founder & Creative Thinker - Business of Ideas
KPMG India	Bharat Chadha	Partner
LAVA International	Sumit Singh	VP & Head HR
PwC India	Manish Sharma	Director, Advisory, Digital Government Consulting
RBL Bank	Amit Khandelwal	Head Digital Products & Acquisition
S&P Global Market Intelligence	Mohit Middha	Senior Director, Data Operations
Spacify	Siddharth Rajhans	Co-Founder
Steer India	Serbjeet Kohli	Director
The Money Roller	Janak Shah	Co-Founder
Uber	Prabhjeet Singh	President India & South Asia
V-Guard	John Mathew Sebastian	Head - Talent Acquisition and Employee Experience
Welspun Group	Keyur Parekh	President - Global Head (Home Textiles)
Western Digital India	Kiranmai Dutt Pendyala	Head HR
Wipro Enterprises	Radha Radhakrishnan	Corporate Communication Specialist - Wipro Enterprises and CEO - Tenali Rama





# CORPORATE INTERACTIONS AND IMMERSIONS

## GUEST LECTURES

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Company	Name	Designation
Accenture	Mythili Krishnan	Vice President - Analytics, Data science and AI Advisory
Airports Authority of India	Nivedita Dubey	General Manager - Human Resources
Amazon	Arun Raj	Sr. HR Business Partner
American Express	Dr. Sachin Gulati	Head of India Campus Recruitment
Asian Paints	Rohan Prasher	Group Brand Manager
Bajaj Allianz	Dipu KV	Senior President - Head Operations and Customer Service
BCG	Prateep Dasgupta	Analytics Business Management Director
Dabur India Ltd.	Samrat Sehgal	Head of Supply Chain
DCM Shriram	Sameet Gambhir	Vice President (Corp. Law) & Company Secretary
Dish TV	Rajesh Sahni	Corporate Head - Customer Experience
EY	Shweta Sodhi	Manager
Hindustan Unilever Limited	Surabhi Mukhi	Strategy Manager and Customer Insights & Innovation Centre Manager, Sales and Customer Development
Infosys BPM	Tumpa Chatterjee	Unit Manager - Human Resources
Jio	Madhav Malhotra	Sr. VP and Head Customer Services- Mobility and Home
JK TYRES	Ajoy Shah	Dy General Manager Training

# CORPORATE INTERACTIONS AND IMMERSIONS

## GUEST LECTURES

Company	Name	Designation
Kotak Institutional Equities	Suvodeep Rakshit	Senior Economist
L&T Infotech	Satinder Juneja	Head Corporate Marketing
Mahindra Finance	Mudit Dalela	Zonal Head, Human Resource
McKinsey & Company	Divya Mittagunta	Manager of Capabilities
MCX	Vinit Singh Kaler	Lead Training and Education, North and East India
Paytm	Varun Ahooja	AVP - Offline Payments
RPG	Tanvi Sharma	Senior Manager - Strategy and Business Development (APAC & EMEA)
Samsung India	Sandeep Tyagi	Director - Human Resources
Snapdeal	Priyaranjan Kumar	Vice President & Business Head
Ultra tech cements	Anubhav Jain	AGM, Speciality Concrete
UnitedHealth Group	Naveen Manshani	Director, Total Rewards



# CORPORATE INTERACTIONS AND IMMERSIONS

## CONCLAVES

### Consulting Conclave

Company	Name	Designation
Fractal	Prathap Maniyur	Director, Global Client Development
Korn Ferry	Nishith Mohanty	Partner
KPMG India	Pallab Roy	Partner - Business Consulting
Tiger Analytics	Tarun Goel	Senior Director

### HR CONCLAVE 2.0- LEARNING AND DEVELOPMENT

Company	Name	Designation
Airbus	Praveen Voona	Head of Recruitment & Employment Marketing, HR Digitalization
Boston Consulting Group	Digwanta Chakraborty	Head - India Talent Acquisition
BrowserStack	Abhishek De	Director & Global Head - Talent Acquisition
Casio India	Hitesh Khurana	Head - Talent Acquisition & Talent Management
Expedia Group	Preetesh Saha	Head Tech/Product Recruitment APAC



# CORPORATE INTERACTIONS AND IMMERSIONS

## CONCLAVES

### HR CONCLAVE 2.0 - TALENT ACQUISITION

Company	Name	Designation
Indian Oil Corporation Limited	Arup Sinha	ED (RS), NR
Siemens India	Ravi Hemnani	Head - Learning & Development, Global Learning Campus India
Swiggy	Kamakshi Gupta	AVP - Head of Learning & Organization Development, Talent Management & Branding, IC
Tiger Analytics	Sivani Nanda	Associate Director - People

### Marketing Conclave

Company	Name	Designation
Amazon	Krishni Miglani	Marketing Lead - Prime (Young Adults)
CavinKare	Amlan Pati	Marketing Head - Digital and E-Commerce
Gaana	Shashwat Goswami	Head of Marketing
Marico	Juhi Singh	Head of Digital Center of Excellence - India & International
Microsoft	Rahul Dutta	Director - Marketing
TATA Steel	Ashwani Kumar Lal	Chief Sales Manager - Automotive and Special Products







# CORPORATE INTERACTIONS AND IMMERSIONS

## Conventus

Company	Name	Designation
Airbnb	Anshul Malik	Global Analytics Lead
Airports Authority of India	Nivedita Dubey	General Manager Human Resources
Capgemini	Dr. Ramesh Darbha	Vice President – FS Banking and Insurance
CavinKare	Jaswanth Sharanarthy	Head – Learning, Talent & OD
Deloitte India	Sandeep Chatterjee	Director
DS Group	Rajeev Jain	Vice President (Marketing)
Ducati India	Bipul Chandra	Managing Director
Fidelity Investments	Debalina Gupta	Director, Analytics and Data Science
Finance Ministry, GOI	Ajay Narayan Jha	Finance secretary (RTD)
Genpact	Subhashis Nath	Senior Vice President and service line leader enterprise risk and compliance
Goldman Sachs	Monica Lim	Managing Director
Hindalco Industries Limited	Dr. Lopamudra Priyadarshini	General Manager – CSR, Sustainability, Land, R&R & Corporate Relations
Hitachi Global Logic	Monika Walia	Head CSR
ITC Limited	Ruchir Jhingran	Vice President & Head HR, Personal Care Business
JW Marriott Mussoorie	Roopa Singh	Director of Operations

# CORPORATE INTERACTIONS AND IMMERSIONS

## Conventus

Company	Name	Designation
Le Meridien	Meena Bhatia	VP & General Manager
Mahindra Group	Dr. Sachchidanand Shukla	Chief Economist
Mahindra & Mahindra	Bharat Moossaddee	Chief Financial Officer
Mindtree	Bikram K Nayak	Head HR - Transformation
Ministry of Commerce & Industry, GOI	Dr. Anup Wadhawan	Commerce Secretary (RTD)
Nature's Basket	Reetesh Gade	Head of Marketing
NITI Aayog	Urvashi Prasad	Director, DME0
Pernod Ricard	Ishwindar Singh	Head of Marketing
Punjab National Bank	RK Anand	Head Of Strategic Management & Economic Advisory (RTD)
Reliance Industries Limited	Balpreet Singh	Assistant VP
SRF Foundation	Suresh Reddy	Director - SRF Foundation
Ultratech Cement	Sanchita Ganguly	Vice President-Brand Building
Zee	Vinamra Vikram Vishen	Vice President - CX Analytics

# DISTINGUISHED ALUMNI

Name	Organization	Designation
Mr Nikhil Modayil Philip	Accenture	Senior Director
Mr Simerdeep Singh Walia	Acuity Knowledge Partners	Assistant Director
Mr Rajiv Arora	Adani Enterprises Ltd	Head – HR
Mr Karan Chadha	Adidas	Director - Strategy & Insights (Asia Pacific)
Mr Abhijeet Kumar Singh	Aditya Birla Capital Limited	Assistant Vice President (AVP)
Mr Anand Stanley	Airbus	President - Airbus Asia-Pacific
Mr Ashim Chatterjee	Aliaxis	Chief Marketing Officer (CMO)
Ms Asmita A Kokate	Amazon	Sr Business Development Manager, Strategic Alliances
Mr Rohit Kumar	American Express Global Business Travel	Vice President (VP) & GM
Mr Amit Kumar Garg	ANHR Group	Director - Operations & Development
Mr Vikram Khanna	Asahi India Glass Ltd	Chief Operating Officer (COO) - Consumer Glass, CIO & CMO - AIS
Mr Ramanpreet Singh	AT&T, USA	Director - Product Marketing, AT&T Business
Mr Amit Gaiinda	Avanse Financial Services Ltd	MD & Chief Executive Officer
Mr Naveen Kulkarni	Axis Securities Limited	Chief Investment Officer
Mr Atul Sharma	Bajaj Electricals Ltd	President
Mr Rohit Parida	Barclays Bank Plc	Director

# DISTINGUISHED ALUMNI

Name	Organization	Designation
Ms Rachana Panda	Bayer	Vice President (VP) - Communication & Public Affairs - South Asia
Mr Abhinandan Gopalsetty	BMW Motorrad	Head - Sales & Marketing
Mr Naveen Sahni	Brembo Brake	Director
Mr Arup Kumar Ghosh	Capgemini	Commercial & Contract Management Lead, Strategic Deals, Europe
Mr Dinesh Kumar Sharma	CareEdge Group	Director - Business Development
Ms Sakshi Goel	CBRE	Senior Director
Mr Gaurav Kaul	Cipla Limited	Senior Vice President (SVP); Respiratory Head
Mr C R Sambamurthy	Citibank	Global Head & Managing Director (MD) - International Personal Bank
Mr Shadab Khan	Cognizant	Director
Mr Aalok Vidyarthi	Colgate - Palmolive	Director - Indirect Trade
Mr Barjinder Lehmbar Singh	Credit Suisse	Director - HR (Head, HR Shared Services APAC, Americas & UK)
Mr Tejpal Singh Kataria	DCM Shriram Limited	Business Finance, Corporate Finance & Project Management
Mr Tabrez Ahmed	Dell Technologies	Group Director
Mr Rajat Banerji	Deloitte	Senior Director & Partner
Mr Bimal Deep Singh	Deutsche Bank	Director - Corporate Coverage
Mr Shobhit Lohia	Duff & Phelps	Vice President (VP)

# DISTINGUISHED ALUMNI

Name	Organization	Designation
Mr Subodh Gupta	Edelweiss Financial Services Limited	Managing Director (MD)
Ms Manu Dangi	Egon Zehnder Knowledge Centre India	Chief Operating Officer (COO)
Mr Sagar Paneri	Ernst & Young (EY)	Director - Markets and Business Development
Mr Alope Kumar Goenka	Essar Group	Senior Vice President (SVP)
Mr Abhishek Khanna	Evalueserve	Vice President (VP)
Mr Abhay Singh Mehta	EXL Service	Vice President (VP)
Mr Rohit Sharma	Flipkart	Director - Marketplace Business
Mr Abhay Bhargava	Frost & Sullivan	Vice President Consulting
Mr Karan Makhania	Fullerton India Credit Company Ltd.	Sr Vice President - Zonal HR Head, West & National HRBP Lead, Urban Business
Ms Ruchika Malhan Varma	Future Generali India Insurance Company	Chief Marketing Officer (CMO)
Mr Shashwat Goswami	Gaana	Head of Marketing
Mr Paras Dua	Genpact ERC	Director
Mr Shalabh Narain	HCL Technologies Australia	Vice President (VP) & Head Strategic Markets
Mr Bharat Mehra	HDFC Bank Limited	Senior Vice President (SVP)
Mr Arijit Sanyal	HDFC Credila	Managing Director (MD) & Chief Executive Officer (CEO)
Mr Rahul Bhagat	Hero FinCorp Limited (HFCL)	Head of Insurance & Third Party Products



# DISTINGUISHED ALUMNI

Name	Organization	Designation
Mr Achint Bansal	Hindustan Unilever Limited (HUL)	Customer Marketing Director, Modern Trade
Mr Sameer Jain	Home Centre	Chief Executive Officer (CEO)
Mr Rohit Gupta	ICRA Limited	Vice President (VP)
Mr Pankaj Grover	IDFC FIRST Bank	Director
Mr Prabhakar Upadhyay	IndiGo	Director
Mr Amit Talwar	IndusInd Bank Ltd	Executive Vice President & Head Sales – Transaction Banking
Mr Anuj Pasrija	Johnson & Johnson	Vice President (VP) - Strategic Customers & Solutions
Mr Abhinav Srivastava	JPMorgan Chase	Vice President (VP) - HR
Mr Praveen Chandrasekaran	JPMorgan Chase	Vice President (VP) - Project & Program Delivery
Ms Sumita Namboori Shukla	Kantar Group	Executive Vice President
Mr Sushil Patra	KPMG	Technical Director
Mr Sanjay Raina	Kyndryl	Vice President - Core enterprise & Cloud Practice Leader, Strategic Markets
Ms Aanchal Jain	Lenskart	Chief Business Officer: Brand & Consumer Experience
Mr Prateek Gupta	Macquarie Group Limited	Vice President (VP)
Mr Vaibhav Sharma	Maersk Group	Head of Transformation & Functional Product Owner
Mr Nitin Mehrotra	Marsh McLennan, Inc.	Vice President

# DISTINGUISHED ALUMNI

Name	Organization	Designation
Mr Arnab Moitra	Mastercard	Director - Product Development, Cyber & Intelligence Solutions
Mr Raajesh M Nair	McKinsey & Company	Director of People - Southeast Asia
Mr Vimal Choudhary	McKinsey & Company	Head - McKinsey Knowledge Centre & Global Director for strategy
Mr Rikhit Badalia	Morgan Stanley	Executive Director
Mr Siddharth Idnani	Oracle Corporation	Leader – Alliances & Channels
Mr Puneet Agarwal	Paytm	SVP Risk & Data Science
Ms Kamakshi Gupta	PayU	Head of Talent, Learning & Organization Development India
Mr Saumya Misra	Pfizer	Director
Mr Rajesh Kumar Kathuria	Philips	Senior Director
Ms Priyanka Jain	PhonePe	Director
Mr Vishal Malhan	Pidilite Industries Ltd	Senior Vice President (SVP)
Mr Nipun Kaushal	PNB MetLife	Chief Marketing Officer (CMO)
Mr Sambit Panda	Pricewaterhouse Coopers (PwC)	Director - Management Consulting
Mr Kaushik Roy	Reckitt Benckiser	Regional Finance Director - Hygiene Home (South Asia)
Mr Madhav Mukand Malhotra	Reliance Jio Infocomm Ltd	Sr VP & Head Customer Services - Mobility and Home
Mr Ashutosh Agrawal	Royal Bank of Scotland	Vice President (VP) - Business Analysis

# DISTINGUISHED ALUMNI

Name	Organization	Designation
Ms Shilpa Dureja Puri	Samsung Electronics	Director - Marketing
Mr Ashish Menocha	Sandoz (Novartis Asia Pacific Pharmaceuticals)	Global Head - Partnership and Strategy
Mr Prakhar Singh	SAP	Regional Director - Global Value Advisory
Ms Megha Kanchan	SAP Labs India	Talent Attraction Partner
Ms Roshini Anand	Singlife with Aviva	Customer Journey Owner
Mr Hemango Gupta	SRF Ltd	Senior Vice President Sales & Marketing
Mr Ajay Kapoor	Tata Power	Chief - Legal, Regulatory & Advocacy
Mr Sanjay Dutt	Tata Realty And Infrastructure Limited (TRIL)	Managing Director (MD) & Chief Executive Officer (CEO)
Mr Harpreet Singh Bedi	Taurus Wealth	Senior Advisor
Mr Apurva Chamaria	Tech Mahindra	Senior Vice President (SVP) & COS
Ms Pooja Baid	The Coca-Cola Company	Head, End to End Marketing Experiences & Strategy
Mr Vaibhav Chauhan	The Goldman Sachs Group, Inc	Vice President (VP) & Head Corporate Risk
Mr Ebin Jose	Tresvista Financial Service	Associate Vice President (AVP)
Mr Arvind Kumar Singh	TVS Tyres	President
Mr Amitava Chatterjee	Unilever	Country Head - Unilever Professional
Ms Priyanka Saxena Bhargav	Walmart - Flipkart	Senior Director - Brand Marketing and Head - Consumer Research & Insights

# DISTINGUISHED ALUMNI

Name	Organization	Designation
<b>Mr Ganeshram GS</b>	<b>Wells Fargo</b>	Senior Vice President (SVP) & Head - Commercial Real Estate; Corporate & Investment Banking
<b>Mr G R Gopikrishnan</b>	<b>Wipro Limited - Consumer Business</b>	Vice President (VP) & Managing Partner
<b>Mr Varun Kapoor</b>	<b>Yes Bank Limited</b>	Senior Vice President (SVP)
<b>Ms Shruti Goel</b>	<b>Zomato</b>	Assistant Vice President

# ALUMNI BYTES



**Mr. Kshitij Sehgal**

**2016 Batch**  
**Designation: Manager**  
**Company: Deloitte**

As I look back down the memory lane I feel extremely grateful for the stepping stone and foundation provided by my alma mater. I learnt not only theory but real life lessons, a different outlook for making critical decisions. People, passion, point of view, professionalism are the 4 "Ps" of my progress and owe it all to my journey at IMI.

**Mr. Vinay Pratap**

**2011 Batch**  
**Designation: Senior Product Manager**  
**Company: SBI Funds Management Ltd**



Each moment spent at IMI, the faculty, fellow batchmates, seniors, was a learning. But the 2 key things that kept me in good stead were:

Customer is queen: This statement helped me design my product & offerings in the most customized way for each patron. ▀

Fire in the belly: It has helped me immensely to grow and reach where I'm today. If I got Rs. 100, I made sure that I do work worth Rs. 1000. ▀



**Ms. Asmita A Kokate**

**2011 Batch**  
**Designation: Sr Business Development Manager, Strategic Alliances**  
**Company: Amazon**

The IMI experience was transformational for me. What I cherish for life is the diverse network I built, wider perspectives developed which expanded my horizons and the sense of social responsibility which got instilled. My interactions with distinguished alumni as Alcom and various NGOs as members of Jagriti, then social cell, have made indelible impressions on the ways I tackle challenges and deal with people around. If I were to summarize my key learnings at IMI-Agree to disagree - Listen critically to opposing views. Be open to ideas, objectively evaluate basis right data points and decide what's right as a team to achieve the collective goals.

Think big - Never limit yourselves to the present situation, think for wider and long-term impact. Profit has no meaning unless it leads to betterment of people and the planet.

Time is of the essence - prioritize. Be biased to deliver results and respect deadlines.

You are only as good as a team and achieve much more if you collaborate effectively.

Network right - step out of your comfort zone, build relationships and earn trust. Relationship capital is a crucial differentiator.



# ALUMNI BYTES

## Mr. Shobhit Khare

**2011 Batch**  
**Designation: Director, Research & Advisory**  
**Company: Gartner**

IMI, New Delhi has been a great launchpad for my career. The PGDM course was not merely an academic exercise – the confluence of high achievers on the campus made me stretch my thinking and explore my potential. Additionally, the crème de la crème faculty taught me to look beyond the obvious to sharpen my business acumen, thereby imparting industry-ready skills. I am truly grateful for my time at IMI!



## Mr. Sidharth Gupta

**2011 Batch**  
**Designation: Head - Talent Acquisition**  
**Company - Amazon**

The MBA program at IMI was not an academic program but it was a journey in the making of a manager out of an engineer. Leadership lessons helped in becoming the youngest manager at Samsung and the youngest Talent Acquisition Head later. During the IMI experience, I learned great leadership lessons from distinguished faculty members like Mrs. Mamta Mohapatra and Mrs Richa Awasthy, and they are still serving as my mentor in difficult times. IMI will always remain close to my heart not only as an alma mater but as one of the best memories of my life.



# FACULTY DIRECTORY



## ECONOMICS

### Arindam Banik

#### Distinguished Professor

Ph.D (Delhi School of Economics, University of Delhi)  
M.Sc (University of Jahangirnagar, Dhaka)  
B.Sc (University of Jahangirnagar, Dhaka)

### Arnab K Deb

#### Associate Professor

Ph.D (University of Connecticut, Storrs, USA)  
M.Sc (University of Calcutta)  
B.Sc (University of Calcutta)

### Ayona Bhattacharjee

#### Assistant Professor

FPM (IIM Bangalore)  
MA (Jawaharlal Nehru University)  
B.Sc (University of Calcutta)

### Rajeev Anantaram

#### Professor

Ph.D (University of Pittsburgh, USA)  
M.Sc (IIT Bombay)  
MA (Syracuse University, New York, USA)  
B.Sc (University of Bombay)

# FACULTY DIRECTORY

## FINANCE

### Aman Srivastava

#### Professor

Ph.D (Jamia Millia Islamia University)  
MBA (Deen Dayal Upadhyay University)  
B.Sc (Deen Dayal Upadhyay University)

### Chhavi Mehta

#### Associate Professor

Ph.D (IIT Delhi)  
PGDM (T A Pai Management Institute)  
B.Sc (University of Lucknow)

### Deepak Tandon

#### Professor

Ph.D. (International University of Contemporary Studies, Washington DC, USA)  
MBA (University of Delhi)  
M.Sc (University of Delhi)  
B.Sc (University of Delhi)

### Harshita

#### Assistant Professor

Ph.D (IIT Delhi)  
M.Com (University of Delhi)  
B.Com (University of Delhi)

### Himadri Das

#### Director General

Ph.D. (University of Virginia, USA)  
MS (University of Virginia, USA)  
MBA (IIT Delhi)  
B.Tech (IIT Delhi)

### Monika Chopra

#### Associate Professor

Ph.D (Guru Govind Singh Indraprastha University)  
MBA (Guru Nanak Dev University)  
B.Sc (Guru Nanak Dev University)

### Prateek Bedi

#### Assistant Professor

Ph.D (University of Delhi)  
MBA (University of Delhi)  
B.A. (University of Delhi)

### Ramachandran K

#### Professor of Practice

PGCGM (IIM Calcutta)  
CWA (Institute of Cost & Works Accountants of India)  
B.Com (University of Madras)

### Ravinder Kumar Arora

#### Professor

Ph.D (IIT Delhi)  
MBA (Punjab University)  
B.Com (Punjab University)

### Reena Nayyar

#### Associate Professor

Ph.D (Guru Nanak Dev University)  
M.Com (Guru Nanak Dev University)  
B.Com (Guru Nanak Dev University)

### Sanjay Dhamija

#### Professor

FPM (IMI New Delhi)  
M.Com (University of Delhi)  
B.Com (University of Delhi)  
LLB (University of Delhi)

### Shikha Bhatia

#### Associate Professor

Ph.D (Guru Nanak Dev University)  
M.Com (Guru Nanak Dev University)  
B.Com (Guru Nanak Dev University)

## INFORMATION SYSTEM

### Ashish Kumar Rathore

#### Assistant Professor

Ph.D (IIT Delhi)  
M.Tech (MNNIT Allahabad)  
BE (Krishna Institute of Engineering & Technology)

### Himanshu Joshi

#### Associate Professor

Ph.D (AIMA & Aligarh Muslim University)  
PGDM (IMI New Delhi)  
BE (Bangalore University)

### Prerna Lal

#### Assistant Professor

Ph.D (Banasthali University)  
MBA (IIT Roorkee)  
BE (Nagpur University)

# FACULTY DIRECTORY

## INFORMATION SYSTEM

### Purva Grover

#### Assistant Professor

Ph.D (IIT Delhi)

M.Tech (Guru Gobind Singh

Indraprastha University)

B.Tech (Maharshi Dayanand University)

## MARKETING

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# FACULTY DIRECTORY

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B.Sc (University of Delhi)

### V. Chandra

#### Professor

Ph.D (Jamia Millia Islamia University)  
MA (Andhra University)  
B. Sc. (Berhampur University)



# FACULTY BYTES

## **Prof. (Dr.) Harish Rao**

MBA students are valued for their decision making skills under uncertainty. Hence, we can say that it is all about experiential learning. At IMI, we drive such learnings through teaching pedagogies like case studies and real-life simulations which help students hone their decision making skills with a data-driven approach. The high quality of students at IMI not only enhances the learning experience for the class but also pushes the faculty into diving deeper into the topic at hand and helps them uncover hidden facets in the case. At IMI, these critical factors have aided me tremendously in honing and improving the teaching aspect of my career as a faculty member.

## **Prof. (Dr.) Nalin Jain**

The learning experience at IMI is a rigorous fusion of concepts and practices of contemporary business. Almost all students are self-driven, truly inspired and highly goal-focused. That is one of the reasons that I have found pedagogical interventions such as role-plays, sales negotiations, and marketing simulations to be effective and exciting for the students. Students actively seek and engage themselves in the opportunities to observe market practices provided during the coursework. On their numerous field visits, they have often discovered useful insights through interaction with organizational marketing functionaries, channel partners and customers. There is an inherent innovative approach in students observed in the solutions designed by them to existing real-world business challenges provided in the projects assigned to them. IMI over the years has indeed proved to be a crucible of holistic professional and personal development for most of its students.

## **Prof. (Dr.) Neena Sondhi**

We do not teach at IMI...We facilitate the learner's journey through a balanced approach of theory and practice. Theoretical knowledge is the pre-read and the preparation the student does before he/she joins the class to engage in role-plays, debates and class discussions that require taking a stand and sharpening conceptual understanding. Contemporary case studies, business simulations, and real-time data analysis, equip him/her to make decisions, and if need be, pivot, as a true-blue business professional. Go-to-market field studies and course projects are the capstones that close the learning loop and ensure that the IMI graduate is market-ready to seamlessly take on a corporate role.

# FACULTY BYTES

## **Prof. (Dr.) Perna Lal**

The courses at IMI are designed to develop the leadership and management skills in students that are required in today's business world. These courses are delivered using a learner-centered approach wherein students are encouraged to engage, self-reflect, create, innovate, share ideas and learn. As faculty, we have the flexibility to select the pedagogy that will suit a course which can be a combination of various pedagogical tools such as lecture, role-play, case discussion, hands-on computer lab exercises, or simulation. Teaching at IMI is an enriching experience as students here are always ready to get out of their comfort zone, learn and grow."

## **Prof. (Dr.) Rajeev Anantaram**

I believe the salient features of my teaching philosophy are a strong emphasis on concepts, rather than a mechanical exposition of ideas. I am touched when Economics undergraduates inform me that it is the "first time", they have understood the logic underlying the technique. My lectures are replete with examples, both local and global to help students internalize the concepts better. Consistent with my teaching experience in the US and Australia, the pool of students at IMI is a mixed bag. Some students show considerable interest and enthusiasm, which in turn reflects a sharp increase in the quality of the discourse in class. This interest often continues even after the class has formally concluded.

## **Prof. (Dr.) Sanjay Dhamija**

I have been associated with IMI New Delhi since 2009. Our entire focus is on developing business leaders who think out of the box, can take decisions in a fast-changing world and are conscious about the impact of their actions on the society at large. The curriculum is rigorous and contemporary and is designed to provide the necessary toolkit to the students to succeed in the emerging business scenario. The pedagogy is eclectic, consisting of case teaching, role playing, theater, simulation, and industry expert sessions. Having subscribed to the Coursera for Campus, our students have unlimited access to the entire catalog of Coursera, promoting a culture of self-learning. I am proud of my faculty colleagues for their contribution in knowledge creation and dissemination. They are always accessible to the students for guidance and mentoring. I always feel positive when I go to the classroom. The students come from diverse backgrounds and bring their unique perspective to the discussion. Besides classroom learning, we foster self-learning, peer learning and experiential learning.

# FACULTY BYTES

## **Prof. (Dr.) Sonu Goyal**

IMI New Delhi is a finishing school for aspirants who look forward to a corporate career in the high growth business firms. The school focuses on raising awareness on emerging trends and developing competences in the critical areas of specialization. The learning is deeply grounded in developing a mindset geared for critical thinking, through use of case pedagogy, live projects and field based application of concepts learnt across various disciplines. Corporate interactions are integrated into the core curriculum, to ensure that student learning is ground in business practices. Students who are willing to exert themselves through the rigor of the two year program are selected through stringent criteria. This ensures a high learning peer environment and a great professional network.

## **Prof. (Dr.) V Chandra**

As a faculty member who is associated with IMI New Delhi for over 25 years, it's an absolute joy to see how the young minds transform intellectually and professionally in a span of just two years. They avail every opportunity to apply classroom learning to real-life situations. The awards and recognitions received by them in various fests organized by business schools and corporate houses bear testimony to this fact. The diversity of the student pool that is seen in class not only makes the teaching-learning process more engaging but also encourages original and independent thinking. Collaborative work, adding to the social and intellectual capital is indeed a noteworthy feature of IMI, New Delhi. I take immense pride in being a part of this growing legacy.



# PLACEMENT CONTACTS



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