The right acumen to complete your organizational dynamics

Associate Dean (Placement)
Prof. Ashok K. Pandir

Placement Cell
Mr. Jalaja R.
Mr. Shiv Prasad
Mr. S. A. Naik

Student Placement Coordinators
Ashish Anand
Barkha Kakkar
Dilip S.
Haresha Mishra
Jaspreet Singh Gill
Khusboo Doshi
Mayank Srivastava
Nitin Balaji
Saurabh Bhargava
V. Ramaswathan

Management Class of 2010
A Perfect Match

NITIE
“Desire is the key to motivation, but it is determination and commitment to an unrelenting pursuit of your goal that will enable you to attain the success you seek.”

“Champions do not become champions when they win the event, but in the hours, weeks, months and years they spend preparing for it. The victorious performance itself is merely the demonstration of their championship character.”

MESSAGE FROM THE DIRECTOR

The ever growing and synergetic blend of technology and innovation is fueling dynamism in global business arena. Transcending effectively the ever changing business horizon is the key challenge for today’s management profession. It is our constant endeavor at NITIE to identify the evolving leadership and managerial imperatives of industry and pursue a multidisciplinary approach to harness and channelize the latent potential of our budding management professionals.

NITIE’s two year PGDM program has a legacy of professional excellence in Indian industry associated with it. The program lays the foundation for conceptual and analytical reasoning, gives the students an insight into the dynamics of the corporate world and is fine-tuned significantly every year to stay abreast with the current business scenario. We ensure a conducive environment wherein budding professionals unlock their latent human asset potential and develop their inherent skills and insight to facilitate them to don the leadership role in their own right.

A truly varied mix of academic backgrounds and work experience in various sectors such as banking, information technology, manufacturing etc. across a number of functions including operations, finance, marketing, logistics and consulting among others with unique cultural orientations and diverse regional affiliations, the Management Batch of 2010’s greatest asset is its ability to combine all these to develop distinctive managerial solutions with a thrust on values and ethics.

I welcome you to partake in the final stages of their transformation into future business leaders and invite you on campus for placements of the Management Batch of 2010.

I would also take this opportunity to thank the Industry for their unflinching support and constant patronage that NITIE has enjoyed. We look forward to experience the same synergy in the future.

Dr. S. D. Awale
Director
INVITATION

In the mission of creating tomorrow’s leaders for the country, we at NITIE are extremely focused on quality education. With a conducive environment for scholastic excellence, amidst India’s business capital, we encourage our students to learn by developing a holistic approach towards management education. A rigorous academic regimen supported with year-round extracurricular activities not only broadens their knowledge base and skill set but also imbues in them feelings of social and individual responsibility. The aim is to create well-balanced individuals who would be the change agents of future, yet carry forward the legacy of NITIE.

Over the years, our rich blend of students has managed to excel in the industry and the belief has been reinforced by the consistent faith of recruiters in offering our students such diverse and key roles in the organizations. The batch of 2010 has brought together a diverse mix of academic and industry background and cultures.

“…the sky ceases to be the limit, and therefore they attempt the impossible and achieve it, generation after generation.”

With an integrated approach to management skills and functions, their creative, leadership and innovative skills are being further honed. The journey of their transformation through the unique pedagogy of our institute is an experience which we are sure, will hold them in good stead in future. I am confident that they would be able to adapt to various challenging situations with confidence and ease and surpass all expectations when it comes to fulfilling the organizational objectives.

It gives me immense pleasure to introduce to you our enthusiastic, promising and talented students of the PGDM batch of 2010. On behalf of NITIE, I welcome you to give wings to our young professionals and invite you to the placements of the Management Batch of 2010.

Prof. Ashok K. Pandir
Associate Dean (Placement)
ABOUT US

Established in 1963 by the Government of India under the aegis of the International Labour Organisation (ILO) and the United Nations Development Program (UNDP), NITIE is as old as the concept of management in India. Over the years it has emerged as one of India’s “Ivy-League” B-Schools and has been acknowledged as one of the centres of excellence along with the IIMs, IIMA and ISB, by Ministry of ILO, India. Amongst its policy makers and primary visionaries were luminaries like Dr. V. Ramanathan (Father of the Indian space program), Mr. David Lichtenstein (Representative, United Nations), Mr. V.K.R. Fanar (Representative, ILO Delhi), Mr. H.D. Shourie (Executive Director, National Productivity Council) to name a few.

Nested in the sylvan woodlands between Vikhroli and Powai lakes only the buzz of campus activity gives away NITIE’s manifestation of the spirit of India’s commercial capital. The focus in NITIE is on developing cross-functional and managerial skills that can be leveraged and applied across all segments and sectors of industry. Being located in the business capital of India, NITIE provides greater student-industry interaction.

MILESTONES

1963
- Under the aegis of ILO and UNDP, NITIE was born

1971
- PGDM - Post Graduate Diploma in Industrial Engineering started

1984
- PGDM - The Management Program conceived and introduced

1995
- Presence - NITIE organizes its first annual B-School Fest
- SPC (Summer Project Contest) - A contest unique to B-School fraternity in which students from various B-Schools share and compete for best Summer Project of the year is flagged off

2001
- PGDIBM - specialized course on safety and environment management conceptualized

2006
- PGDM - The Management Program specializes in Information Technology was conceived and introduced
- Adjusted the “Best Management Institute of the Year” by the oldest management association in India - The Bombay Management Association (BMA)

2008
- The management courses at NITIE get accredited by the National Board of Accreditation and NITIE sets course towards becoming a university

2009
- Adjusted the “Best Management Institute of the Year” second time in three years by the Bombay Management Association (BMA)

PGDM

The Post Graduate Diploma in Industrial Management (PGDM) is a leading business management program aimed at nurturing talent to lead global organizations where change and innovation are critical to strategic success.

OBJECTIVES
- To develop leadership skills to competently manage human aspects inherent in complex organizational issues and problems
- To develop a holistic outlook that views the organization as an entity and not as an organization of fragmented functional areas
- To develop expertise in scientific management

PGDM is structured as a two year residential program based on the syllabi of Sloan School of Management (MIT). The course is widely appreciated for its conceptual and multifarious approach.

Methodologies, hone quantitative and analytical skills so as to enhance managerial effectiveness
- To effectively contribute to the society as a whole without losing perspective of the social responsibilities and finding coherence in one’s own objectives and the organization’s goals.

“In 46 years of its existence, NITIE has served the industry, producing leaders and ideas that have shaped organizations of every kind across the globe.”
ADMISSION PROCESS

The phased selection process at NITIE is arguably amongst the toughest in the country enabling only the brightest to come on board.

CAT is the most widely used management entrance test conducted by IIMs.

“Your living is determined not so much by what life brings to you as by the attitude you bring to life; not so much by what happens to you as by the way your mind looks at what happens.”

MANAGEMENT CLASS OF 2010

“We believe the keys to success are inspiration, determination and perspiration.”
# COURSE STRUCTURE

## FIRST YEAR

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing Management</td>
<td>Financial &amp; Cost Accounting</td>
<td>Communication Skills</td>
<td>Industrial Engineering</td>
<td></td>
</tr>
<tr>
<td>MODULE-II</td>
<td>Material Management</td>
<td>Financial Management</td>
<td>Data Communications</td>
<td>Micro Economics</td>
</tr>
<tr>
<td>Industrial Marketing</td>
<td>Organizational Behavior</td>
<td>Software Engineering</td>
<td>Operations Research</td>
<td></td>
</tr>
<tr>
<td>MODULE-III</td>
<td>Logistics Management</td>
<td>ERP &amp; MRP</td>
<td>Human Resource Management</td>
<td>Elective</td>
</tr>
<tr>
<td>Quality Management</td>
<td>Environmental Management</td>
<td>MIS &amp; DBMS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**MODULE-IV**  
SUMMER INTERNSHIP (8 weeks - April to June)

## SECOND YEAR

<table>
<thead>
<tr>
<th>MODULE-V</th>
<th>Supply Chain Management</th>
<th>Strategic Management</th>
<th>Management accounting and Control</th>
<th>Elective - 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Management</td>
<td>Elective - 2</td>
<td>Elective - 3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MODULE-VI</th>
<th>Leadership Development</th>
<th>Business and Commercial Law</th>
<th>Business and Managerial Ethics</th>
<th>Elective - 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Relations</td>
<td>Global Economic Perspectives</td>
<td>Elective - 2</td>
<td>Elective - 3</td>
<td></td>
</tr>
</tbody>
</table>

**MODULE-VII**  
WINTER INTERNSHIP (16 weeks - February to May)

<table>
<thead>
<tr>
<th>Electives</th>
<th>Finance</th>
<th>Marketing</th>
<th>Supply Chain / Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Elective</td>
<td>IT and Systems</td>
<td>Human Resources</td>
</tr>
</tbody>
</table>

### COURSE DETAILS

#### FINANCE
- Courses offered:
  - Financial and Cost Accounting
  - Financial Management
  - Management Accounting and Control
  - International Finance and Power Management
  - Financial Intermediaries and Capital Markets
  - Mergers and Acquisitions
  - Financial Analysis and Strategies
  - Investment Analysis and Portfolio Management
  - Financial Risk Management
  - Financial Engineering and Managerial Perspectives

#### SUPPLY CHAIN MANAGEMENT AND OPERATIONS
- Courses offered:
  - Supply Chain Management
  - Enterprise Resource Planning
  - OR Modelling in SCM
  - Business Statistics
  - Operations Research
  - Quality Management
  - Production and Operations Management
  - Advanced Production and Inventory Management Systems
  - Computer Integrated Manufacturing Systems
  - Facilities Planning
  - Flexible Manufacturing Systems
  - Industrial Engineering
  - International Purchasing and Supply Chain Management

#### GENERAL MANAGEMENT
- Courses offered:
  - Managerial Economics
  - Business and Commercial Laws
  - Managing Technology and Innovation
  - Business Decision Modelling
  - New Product Development
  - Business Analysis and Econometric Applications
  - Business Process Re-Engineering
  - Knowledge Management
  - Global Economic Perspectives

### MARKETING
- Courses offered:
  - Marketing Management
  - Industrial Marketing Systems
  - Consumer Behaviour & Market Research
  - Sales and Distribution Management
  - Brand Management and Media Planning
  - International Marketing
  - Service Marketing
  - Rural Marketing
  - Retail Management

### SYSTEMS AND INFORMATION TECHNOLOGY
- Courses offered:
  - Software Engineering
  - Data Communication
  - MIS and DBMS
  - Data Mining and Data Warehousing
  - Decision Support Systems & Expert Systems
  - Distributed Computing Systems
  - e-Commerce
  - IT for Business: e-CRM
  - Software Project Management
  - Software Quality Management
  - IT Strategy Formulation

### HUMAN RESOURCE MANAGEMENT
- Courses offered:
  - Leadership Skills
  - Communication Skills
  - Human Resource Management
  - International Business Strategy
  - International Organisational Behaviour
  - Principles of Organisational Management
  - Business and Managerial Ethics
  - Industrial Relations
**STUDENT INITIATIVES**

**Prerana**

Prerana, a three day management extravaganza is NITIE's annual venture to promote business excellence. For more than a decade, Prerana has brought together leaders from the Indian industry and academic representatives of the student fraternity under one roof to celebrate and cherish the success of business. Over the years it has evolved into a comprehensive B-School event spanning all management disciplines. Starting with the Summer Project Contest in 1995, Prerana 2006 had multifarious events right from the Business Meet which has attracted the likes of Mr. V. Thanoothi, former CMD, NACL; Mr. Chander Mohan Sethi, Chairman, Rocket Brand; Mr. Tim Ubara, Division Head, Standard Chartered Bank; Mr. Dev Bhattacharya, Director, Aditya Birla Finance. Business Quiz hosted by Aishwarya Madhuka; strategy and management games to socially relevant events like Essay. To all this, Prerana adds a flavor of fun and frolic by playing host to popular rock bands in India like Shiamak Dhani and Loi at Prerana 2006.

**B-Gyan**

B-Gyan has been conceptualised as a series of extramural lectures on varied management-related topics. It is an endeavor to amalgamate the rich experiences of the corporate world with the academic acumen of the students. With the valuable insights of industry stalwarts, students have been able to transform the way they perceive the concepts of management across all the facets of business in the new economy.

The luminaries who have graced this forum include the likes of Mr. Ajendra Narain, Vice President, JP Morgan; Mr. Kunal Pandey, Director, KPMG; Mr. MN Munty, GM, Application Engineering, George Cotton; Mr. Shashank Sharma, Business Head, TVS to name a few.

**Samiksha**

Samiksha, a series of panel discussions on contemporary business themes, provides an opportunity for the students and eminent corporate dignitaries to interact with each other. It is a quarterly business seminar graced by a distinguished panel of industry experts.

The previous panel discussions in this series have received tremendous support from the Corporate Sector. Some of the themes for these discussions were:
- Rural Marketing: The Promise, The Challenge
- Managing the Mystic Tri: Inflation, Financial Market, Crude Oil
- Consulting: The Challenges, The Opportunities

This platform has attracted eminent industrialists from various spheres like Mr. Anup Gupta, President, Strategies, NIMRA Group; Mr. Maren Jolly, Senior Brand Manager, Idea Cellular; Mr. Nikhil Sharma, Senior Consultant, MATT; Mr. T. Seshadri Murthy, Business Head-Rural Retailing, TCS; Mr. Sunil Bhandari, Head Rural Business, Taliservice; Mr. Pradeep Banerjee, Director, OC&G Strategy Consulting India Pvt. Ltd & Partner, Anil Banerjee; Mr. Nageshwar Ramesh, Research Head, CERISIL; Mr. Vivek Misra, Head Research, Raza Advisors; Mr. Anish Trehan, Partner, Grand Thornton; Mr. Sunil Shroff, Director, Fujitsu Consulting; Mr. Luca Ferro, Managing Partner, Value Partners; Mr. Siddharth Kumar, Partner, Gallup India.

**Lakshya**

Lakshya, India's first 'On-the-Job Achiever's Contest' is a unique endeavor of NITIE to improve industry-institute interaction as well as industry-industry interaction. It is a confluence of best practices, technology advancements, their implementation and impact on the industry. Projects executed across various functional areas such as Manufacturing, Systems and IT, Banking, HRMS, Consulting, Automoitcs, Pharmaceuticals etc are evaluated by an elite panel of judges. Every year, various companies in India vie with each other to be selected as the best project implementers.

**SPICMACAY**

SPICMACAY, the Society for the Promotion of Indian Classical Music and Culture Among Youth is a non-profit, voluntary, apolitical and participatory movement of young people. Its aim is to inculcate the spirit of India's classical music and art among youth, by organizing concerts, workshops and demonstrative lectures on India's classical music.

F. R. Sidhwa, the renowned musicologist, has been the President of SPICMACAY, which has several branches across the country. Daksho Roy Chowdhury (Gora), Dr. N. Rajam, Padme Shri (Vidya); are some of the well-known artists of NITIE's classical music.

**Rotaract Club**

Constituted in the year 2006, under the aegis of the Rotary Club of Bombay, Powai; the Rotaract Club of Powai, NITIE has been involved in various activities aiming at the betterment of communities within and around the campus. Completely managed by the students of NITIE with ample support and monitoring by the faculty members, it has been one of the most active clubs within the region.

Some of our regular activities include:
- Blood donation camps
- Donation of school uniforms for students of nearby government schools
- Free teaching classes held for the students in nearby areas

**IIIPC - Industry Institute Partnership Cell**

IIIPC undertakes various activities including organizing seminars, conferences, workshops and panel discussions, carrying out Application Research Projects and encouraging students to learn through live weekend projects. It gives an opportunity to students to work on real time cases and problems prevailing in various industries by taking up consulting projects for SMEs.

**CZK - Chain to Excellence**

CZK Chain to Excellence is a forum, focusing on Operations and Supply Chain Management. The objective of CZK is to spread awareness about emerging trends in SCM among students. CZK organizes Guest Lectures and Special Sessions by Academicians and Industry experts who complement the academic curriculum.

**Techno Matrix**

TechnoMatrix (TMX) is the Information Technology (IT) Interest Group which provides the platform for comprehensive IT knowledge sharing activities. TMX coordinates presentations on IT domains, profiles, latest IT trends and also organizes case study discussions and knowledge sharing sessions in IT seminars.

**MastishK**

Keeping with the times, the management batch of NITIE launched a mind-boggling online event “MastishK” in 2004. Ever since the fruition of the event, the number of hits on the site www.mastishk.ritee.in has increased from 1700 in 2004 to 55000 in 2006 including International participation. The first b-school caricature cartoon art! Choudhary also introduced by the MastishK team which has become an instant favorite among the B-school community.

**Just Talk**

NITIE in its own aura changes first class engineers to world class managers each year. Just Talk is an endeavor at NITIE to enhance the presentation and communication skills of students, a must to make one's mark in corporate circles. Just Talk arranges for the batch activities like Group Discussions, impromptu speech contests, debates, and so on.

**CIE - Center for Innovation and Entrepreneurship**

CIE is a student driven, faculty guided entrepreneurship cell at NITIE. Started with a vision of creating a dynamic environment that will enable the students to convert their ideas into viable enterprises. CIE strives to become a well networked and information rich support system for budding entrepreneurs seeking guidance from experts and successful entrepreneurs.
NITIE Students Consulting Club (NSC²)

NSC², Students Consulting Club is the latest initiative of the students of management batch with the aim to create and foster deep relationships with consulting organisations and equip students with the necessary tools and skills to explore a career in consulting. NSC² also makes available resources necessary to build consulting competencies.

MANDI: Management And Innovation - A Sales Exercise

Each year the students of NITIE venture out for a field experience, to learn the art of direct sales and planning required therein. Field sales initiatives for NGOs involving selling of toys to raise funds, a learning experience of traveling with the Dabbawalas were few of the initiatives taken up in the recent past.

Prueba

To transform objectives into reality, knowledge sharing is extremely important and it cannot be done single-handedly. A dedicated team is required to nurture talent and WIT. That is what Prueba strives to achieve. It is a quiz-based forum that conducts quizzes and encourages people to participate in events both inside and outside the institute, stamping NITIE at every college’s quiz competition and making it formidable force in yet another arena.

Street

A forum for finance enthusiasts dedicated to nurturing interest and knowledge beyond the classroom. It provides a platform for greater Corporate Interaction through ties with the Industry, Corporate lecture series and financial workshops.

MIG - Marketing Interest Group

MIG brings together a pool of creative and analytical minds expert in marketing. MIG keeps students updated with the recent developments in the field of marketing via presentations & discussions like the forum on Indian retail: challenges & opportunities. MIG also organizes an annual marketing extravaganza 'Marketer' for the budding marketing managers to analyze five cases.

Arth – The Mutual Fund

“ARTh” is an open ended equity mutual fund, a platform where students understand and implement their capital market and portfolio management skills. ARTh strives for achieving consistent and above market returns, without indulging in short term trading using an equity diversified growth mode. It is professionally managed by a strong team of fundamental and technical analysts, all NITIE students.
LUMINARIES @ NITIE

Dr. A P J Abdul Kalam
Former President
Government of India

Mr. Shantanu Khola
Managing Director
Procter & Gamble

Mr. Dharmakirti Joshi
Director & Principal Economist
Center of Economic Research, CRISIL

Mr. Manish Jain
Country Head - Financial Advisory
Yes Bank

Mr. Rohan Narve
Executive Director - Investment Banking
Goldman Sachs

Mr. Anurag Gupta
President - Strategic Initiatives & Integration
Mudra Group

Mr. S. Subramaniam
Head - Investment Banking
RAGAM Securities

Mr. Seshu Srinivas
Business Head
ITC ITC

Mr. Sunil Bandu
Head - Rural Business
Tata Teleservices

Ms. Chanda Kochhar
Managing Director & CEO
ICICI Bank

Mr. Prabir Bannerjee
CFO
Hinduja Group

Mr. Sundeep Iyer
Partner
PricewaterhouseCoopers

Mr. Prakash Narayan Mishra
Partner - Risk & Business Solutions
Ernst & Young

Mr. Atilo Saha
Director, Private Wealth Management
Deutsche Bank

Mr. Saurabh Chaudhry
Country Manager - Sales
IBM

Mr. S. Mohan
Director - HR
BPCL

Mr. Abhijit Sen
CFO
Olxgroup

Mr. Savio D'Souza
General Manager - Marketing
India Today Group

Mr. Abhinav Sinha
Principal Consultant
Boston Consulting Group

Mr. Chander Mohan Sethi
Chairman
Rossetti Benkeser

Mr. Manoj Jolly
Senior Brand Manager
Idea Cellular

Ms. Sudipta Sen Gupta
Head - Marketing
Cafe Coffee Day

Mr. Tim Utama
Head - Wholesale Banking
Standard Chartered Bank

Mr. Tarun Kataria
Head - Global Banking & Markets
HSBC

Mr. Tezdi Nagpurewalla
Director - Industrial Markets
KPMG

Mr. Robin Baserjee
General Manager
Hindustan Unilever

Mr. V. Thulasidas
Former CMD
NACL

PEDAGOGY

"Treat people as if they were what they ought to be and you help them to become what they are capable of being."
"Our students have gone through robust training along with extensive interaction with the industry. They will be effective in the work environment and are ready to take on the challenges of a changing global economy."

Prof. M. Sambaran
(Dean Research)

Akarte, Milind M
Associate Professor
Ph.D, M.Tech (IE & OR)
Areas: Collaborative Product Design, Product Lifecycle Management

Awale, S.D
Director
Ph.D, M.S, B.E.
Areas: Technical & Mgmt. Education Planning, Faculty Development, HRD & Institution Building, Management & Organization Policy

Bavadekar, D. M.
Assistant Professor
M.B.E., A.I.I.H.
Areas: Health Care Management, Occupational Health, Industrial Health & Taxicology

Bhasin, H. V.
Professor
Ph.D, M.B.A., Fellow (HDB), FIDM, B.Tech.
Areas: Product Development, Technology Management, Value Engineering, Industrial Safety

Bhatarkar, N., Prof.
Associate Professor
M.B.E., A.I.I.H.
Areas: General Management, Safety Management

Biswas, P. K.
Associate Professor
Ph.D (NTIE), Fellow (HDB), B.Tech, B.Sc.
Areas: Digital Electronics, DSG, Business Applications

Chattopadhyay, Utpal
Assistant Professor
Ph.D, M.B.A, M.H.
Areas: Manufacturing Management

Chauhan, Ranjan
Assistant Professor
M.H., B.Tech, B.Ed. (Agrt)
Areas: Services Marketing, Retail Management

Chickhalkar, R. D. (Mlrs)
Associate Professor
Ph.D, M.B.A, B.Tech.
Areas: Marketing Management

Date, Hema (Mrs)
Associate Professor
Ph.D, M.B.A, B.Tech.
Areas: Software Engineering, MIS, DSS, E-Business

De, Ankitabha
Professor & Dean (Research)
Ph. D, M.S.
Areas: Ergonomics, Work & Environment Physiology study

Dhumal, S. M.
Associate Professor
Ph.D, M.B.A, B.Tech.
Areas: Market Research, Consumer Behaviour, I.T, Marketing, E-Learning

Dhanapathy, L.
Professor
Ph.D, M.Tech, B.S.
Areas: Quantitative Methods, Project Management

Ghosh, Sadhana (Mrs)
Professor
Ph.D, M.B.A, M.Sit (Calcutta)
Areas: Top Management, Marketing Management

Gupta, Vijaya (Mrs)
Associate Professor
Ph.D, M.A, M.Pin, M.B.A.
Areas: Business, Agricultural and Environmental Economics

Hegde, D.S.
Professor
Ph.D, M.A, B.A.
Areas: Business Analysis, Technology Evaluation, Labour Infrastructure

Hiremath, S. B.
Professor
Ph.D, M.S., M.S.
Areas: Computer Applications, Software Engineering

Jha, Sumit (Mrs)
Assistant Professor
Ph.D, M.Tech, M.S.
Areas: Marketing Strategy, Software Engineering

Jha, M. K.
Assistant Professor
Ph.D, M.B.A, B.Tech.
Areas: Business Statistics, Marketing Management, HR

Khanapurk, V.B.
Associate Professor
Areas: Project Management, Maintenance Management, E.P.I & IT

Lambe, Sachin
Assistant Professor
Ph.D, M.B.A, B.Tech.
Areas: Business Statistics, Marketing Management, HR

Mehta, Nikhil K.
Assistant Professor
Ph.D, M.B.A, B.Tech.
Areas: Production & Operations, Quality Management, OR

Mulhada, Suman
Professor
Ph.D, M.S., B.Tech.
Areas: Ergonomics, Work & Exercise Physiology

Murthy, Shankar
Associate Professor
Areas: Industrial Waste Management, Air Pollution

Naik, Naresh (Mrs)
Professor
Areas: Environmental Management, Noise Management, Executive Health

Nair, S. K.
Professor
Areas: Organizational Behaviour, HRM

Narayana Rao, K. V. S. S.
Professor
Areas: Investment Analysis & Management, Industrial Engineering

Narayanan, R.
Professor
Areas: Manufacturing Management, Marketing Management, CRM

Pande, Niraj
Assistant Professor
Areas: Marketing Management, Quality Management

Prasad, T.
Associate Professor
Areas: Organizational Behaviour, HRM

Pratik, G.
Assistant Professor
Areas: Manufacturing Management, Marketing Management, CRM

Pundir, Ashok K.
Professor & Associate Dean (Placement)
Areas: Business Process Reengineering, Project Management, Productivity Management
FACULTY

“...The batch of 20.0 has a good blend of quantitative skills and technical knowledge. This combined with their understanding of business processes will make them valuable assets to any organization that they associate with.”

Prof. B. N. Ghodshwar
(Dean Academics)

Ramaswamy, R.
Professor
Fellow (NITIE), M.Pri, MSc (Tech.)
Areas: Computer Networks, Strategic Information Management, MIS

Racot, A. D.
Professor
Fellow (NITIE), PGDIE (NITIE), B Tech (ITTB)
Areas: Industrial Engineering, Facilities Planning

Rauf, Iqbal
Assistant Professor
Ph.D., MSc
Areas: Ergonomics & Human Factors, Work Exercise, Physiology

Rehman, Ateekh ur
Assistant Professor
Ph.D. M.E. B.E.
Areas: Operations Management

Sambandam, N.
Professor & Dean (Research)
Ph. D. (IIT Bombay), M.E. B.E.
Areas: Production & Operations Management, Flexible Manufacturing Systems

Sangle, Puranima (Mrs)
Associate Professor
Ph.D, MSc
Areas: Knowledge Management, E-CRM

Sangle, Shirish
Associate Professor
Ph.D. M.Tech, MSc.
Areas: Technology Management, Life Cycle Management, Corporate Environment Management

Sayeed, O. B.
Professor
Ph. D. (University of Udaipur)
Areas: OIL, Organizational Health & Effectiveness, Quality of Work Life

Seth, Dinesh
Associate Professor
Ph.D, M.E, B.E.
Areas: Environment Management, Environment Legislation, Air Quality Management

Sharma, Sanjay
Associate Professor
Ph.D, M.Tech, B.E.
Areas: Manufacturing Management

Singh, Anju (Mrs)
Assistant Professor
Ph.D (IIT B), M.Sc
Areas: Environment Management

Srinivasan, G.
Professor
Ph.D, M.Com, PGDM
Areas: Finance, Human & Accounts Resource Management

Srivastava, D. K.
Professor
Ph.D, M.A.
Areas: Organizational & Consumer Behaviour, HRM

Unnikrishnan, S. (Mrs)
Associate Professor
Fellow (NITIE), MSc, M.D (Environmental Law)
Areas: Environment Management, Environment Legislation, Air Quality Management

Venkateshwara, M
Associate Professor
Ph.D, M.Com
Areas: Accounting & Finance

Verma, Rakesh
Assistant Professor
Ph.D (IIT KGP), MSc.
Areas: Operations Research

Verma, Sanjeev
Assistant Professor
Ph.D, M.B.A, RGSCA
Areas: Computer Language, Major Marketing

INFRASTRUCTURE

Library
- Houses over 60,000 books along with nearly 4000 back volumes of journals.
- Subscribes to over 200 professional and research journals.
- E-library facilities include: Elsevier, Proquest, Economic Intelligence
- Services: Proquest, HBR online journal.
- The library is also an Institutional member of AIPICS (USA), ATLAS (USA), CAPPM (Canada), TIFR (Mumbai), TISS (Mumbai), the IITs, the IIMs, TISS (New Delhi), NIC (New Delhi) to mention a few.

Classrooms
The classrooms in NITIE are provided with the latest teaching aids, which include LCD projectors, networked computers and cordless microphones. At NITIE, the aim of each lecture session is to stimulate the minds of the students through lively discussions.

Auditorium
NITIE has a state-of-the-art auditorium equipped with the latest audio-visual aids. The auditorium has played host not only to student-industry interactions but also to a wide variety of cultural events and contests.

Computing Lab
NITIE boasts of the latest computing facilities which complement the pedagogy and the administrative activities. The IT infrastructure includes a fiber optic cable based campus-wide LAN supported by multiple servers 24x7 Internet connectivity through a 6 Mbps dedicated leased line and a newly added 18 Mbps dedicated line for Hostel. 600 workstations spread across laboratories, class rooms and hostels. Specialized software packages like SPSS, Statistica, SAS, GPSS, PMS etc. are available. Dedicated Carts are available on campus for training on Oracle, SAP, Bio 5 and Enterprise Tools exist to impart practical training.

Hostels
Hostel rooms at NITIE are reckoned by many to be the best amongst India's premier management institutes. Each hostel room is equipped with attached baths, 24x7 connectivity and spacious interiors. The hostel life at NITIE fosters a spirit of team work and camaraderie among aspiring managers.

Recreational Facility
NITIE is equipped with modern sports facilities which include flood-lit tennis and basketball courts, an indoor badminton court and a multi-utility sports field. It also maintains a scenic jogging track overlooking a pond. In addition, the hostels include libraries and reading rooms.
OUR LEGACY

Ganesh Natarajan
CEO & Vice Chairman,
Zensar Technologies
Former Chairman, NASSCOM

B. Ravi
Partner
PricewaterhouseCoopers

Harshvardhan Babarkar
Director - Planning
Johnson & Johnson

Randhir Singh
Director - Capital Markets
Deutsche Bank

Ashish Khokse
Director - Strategic Business Analysis
American Express

Arvind Thakur
CEO
NIIT

Shashi Mandapety
Head - Media Planning
Procter & Gamble

Arvind Rangan
CEO
Walmart

Ankur Bhagat
Country Market Planning Lead
Procter & Gamble

Vivekamand Sharma
Head - International Projects Group
ICICI Bank

Ramesh Venkataraman
Chairman
L&T Infotech

Rahul Biswairi
Worldwide Manager - BCP
Hewlett Packard

Anil Gautam
Head - Marketing Communications
DHL

Ashish Gupta
Director - Advisory Services
KPMG

Swadla Pramant
Director - Purchasing
General Motors

GN Raju
Project Lead - Global Processing
HSBC (UK)

Dev Bhattacharya
President
Aditya Birla Group

K. Venugopal
President & CEO
GE Lighting

T Seshadari
Vice President & Country GM - South Asia
Mastercard International

Kishore Mardikar
Head - Sales & Marketing
Ginger Hotels

Shiva Ganapathy
Managing Director
Cognizant Worldwide

K K Mohanty
Chief Manager - Retail Sales
ICICI

EBP Parthasarthy
Director - Process & Quality
Cognizant Business Consulting

Chandrasekhar
Vice President - Global Operations
Goldman Sachs

Surel Bhatti
Vice President
Deloitte Consulting

Divakar Singhal
Vice President - New Ventures
GE Caps

Sukanta Padhi
Head - Business Solutions
Marcos

SS Palitkar
General Manager - Marketing
Godrej Industries

RECRUITMENT PROCESS

"Nothing we do is more important than hiring and developing people. At the end of the day you bet on people, not on strategies."
WHY RECRUIT AT NITIE?

At NITIE, we maintain our standard of excellence through providing a positive learning environment to our students. Through a rigorous intake selection process, we are able to attract and retain the best, first-class candidates, with strong analytical and problem-solving skills and very strong academic backgrounds. The batch of 2007 has a fine blend of fresh graduates and students with prior experience in domains as diverse as Telecom, Automobiles, Engineering, Oil and Gas, Steel sector, Real Estate, Banking, P&G, Training, Technology and IT. Students with prior international exposure contribute further to the learning environment with their broadened point of view.

NITIE is proud to have an excellent resource of highly knowledgeable and experienced faculty. It has a highly dedicated faculty of faculty members dedicated to the education of students across various specializations. The students and faculty members share their experience. Further through different certification courses, a very high degree of academic rigour is maintained. Events like Samiksha and S-Gyan ensure valuable industry insights to the students from the business stalwarts thus reinvigorating our belief that the best learning takes place by extensive interaction with the industry and ensures that students develop skills and abilities to succeed in a wide range of sectors, industries, and functions.

NITIE has always been beyond the traditional as a lead ship in leadership skills and a culture of innovation amongst its students. Student initiatives like Rwaana, Mantri, MahaShaha & Panini and others are carried out very successfully round the year thus nurturing the virtuous of responsibility and team building spirit right across.

NITIE has always invested in the overall growth of individuals and thus produced managers of tomorrow, who take initiatives, try to learn from every opportunity and successfully handle their responsibilities.

PLACEMENTS 2009

NITIE has been a forerunner in India for delivering world-class management professionals to the industry year after year. The current financial meltdown and global crisis is one of the threats to the natural cycle of business and has prompted companies to rethink their strategies. With a view of picking unjudged individuals who would be able to look into the future and decide what strategies would benefit the organization most, the batch of 2009 saw various new profiles being offered by corporate giants.

Providing a chance to apply managerial skills to these young managers were companies like P&G, Standard Chartered, Nestle, Ernst & Young, GE (Commercial Finance & IIMP), Capgemini, Business Consulting, Johnson & Johnson, Glaxo, HUL just to name a few. FMCG sector was dominated by Procter and Gamble, Futures First led the finance sector and public sector was led by BHEL this year.

The students who brought industry-specific work experience to NITIE found takers in multi-national giants such as India, Ernst & Young, KPMG, Tata Strategic Management Group, PCL, Global e-Procure etc. The premier job profiles ranged from Strategic Management to Consulting. 17% of the students undertook a job in the consulting sector.

NITIE has persistently been displaying its excellence in the FMCG sector since its inception. Some of the big names which roped in the talent at NITIE were HUL, Procter and Gamble, Cadbury, Nestle, Pepsico, Johnson & Johnson, Cargill Foods, Kaillog, Red Maltys, Asian Paints among others. The profiles offered in the FMCG sector were those of Sales, Marketing, IT and Supply Chain. 28% of the students grabbed jobs in this sector.

Consolidation in all the management areas has been one of the highlights of placements at NITIE this year as 13% of students embarked the Banking and Financial Services. Top international and domestic banks like Citibank, ICICI Bank, Standard Chartered, Axis Bank, HDFC took part in the placement exercise. An unparalleled diversity of profiles was on offer with Investment Banking, Project Finance, Customer and Wholesale Banking, Credit Risk, Microfinance, Commercial Finance and Treasury Operations being just some of the profiles.

Profiles like BHEL, EFPDC and ONGC, to name a few, made their presence felt on the campus vying for students to fill top posts across the country. The profiles offered were in Marketing, HR and Supply Chain. Air India, Tata Teleservices dominated the telecom field.

Enhancing business efficiency with the help of IT propelled the need of companies to hire individuals with a skill combination of IT & Management. Capgemini, ITIL, TCS, Wipro and Infosys were the major IT recruiters. Also, seeing the current business scenario as an opportunity to improve the processes, manufacturing sector hired in large numbers. Major recruiters were Bosch, Bajaj Auto, Aarav Group, ESSAR, Mahindra, Pune Udyog, Vedanta, L&T and RPG Group.

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highest Salary</td>
<td>26.59 Lacs</td>
<td>15.60 Lacs</td>
</tr>
<tr>
<td>Average Salary</td>
<td>13.15 Lacs</td>
<td>10.17 Lacs</td>
</tr>
</tbody>
</table>

Dr. S. Awan, Director, NITIE receiving “Best Management Institute” Award from Mr. Ashok Ganguly, Chairman, First Source at Bombay Management Association’s Award Ceremony 2008-09
RECRUITMENT PROCESS

The recruitment process facilitates your interaction with the students of NITIE, whom you would be considering for further association.

The process comprises of the following stages:

Conducting Pre-Placement Talks
The process begins with Pre-Placement Talks (PPT). The purpose of the Pre-Placement talks is the free and candid interaction of the company with the students. It normally starts with the company presentation introducing the company, its culture and the career opportunities within the company followed by an interactive discussion.

Selection Process
The selection process is based on the institute rules & regulations and the company requirements and is based on the case basis.

Lateral Recruitment Process
The Lateral Recruitment Process (LRP) is run in conjunction with the Campus Placements. It facilitates the students having rich work experience interacting with the corporate. LRP provides the opportunities to both students and corporate to leverage their rich and diverse work experience.

Campus Recruitment Process
NITIE follows a Slot Process wherein companies are shortlisted on different days based on the students’ preferences. The preferences are based on various criteria - Job profile offered, Career growth opportunities, remuneration, past relationship with the company etc. The criteria and slot process varies year to year. There are three slots - Slot 1, Slot 2 and Slot 3. At the end of each slot, a student is offered the opportunity to choose the company which he or she is highest in their preference order, and thereafter the acceptance of the offer is communicated to the company.

For further details on rules & regulations, schedule and any queries related to recruitment process, please contact the Placement Office, NITIE.

The tentative dates and schedule for the Placement Calendar is as follows:

<table>
<thead>
<tr>
<th>Process</th>
<th>Lateral Recruitment Process (LRP)</th>
<th>Campus Recruitment Process (CRP)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week</td>
<td>Nov 09</td>
<td>Dec 09</td>
</tr>
<tr>
<td>Corporate Presentations</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>Submission of Resumes</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Shortlisting of Candidates</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Final Selection Process</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

RECENT EVENTS

Retail Conclave
Marketing Innovate Group (MIG) along with the Retail Association of India organized a panel discussion on "Indian Retailing: Opportunities & Challenges". The discussion provided an excellent insight into the retail sector, its growing importance and the various marketing strategies. The panelists included Mr. Ashutosh Garg, Director, Prognoza (India) Ltd, Mr. Bijlal Girdharlal, DGM- Marketing, CEO, Future Group and Mr. Saurabh Adani, Director, Adani Group.

Marathah 08
This year under the aegis of Marketing Innovate Group (MIG), NITIE witnessed the launch of Marketing 08 where students from different B-Schools across the country unleashed their marketing skills to solve a live case study filmed by Jain Irrigation Systems Limited (JISL).

Session on Derivatives and Financial Innovation by Dun & Bradstreet
Street the Finance Interest Group in association with Dun & Bradstreet organized a workshop on Derivatives and Financial Innovation. The workshop aimed at giving the students an insight into the derivatives market and to appeal them of the real trading strategies. The session was conducted by Mr. Anil Seth, CS, D&B, one of the best teachers in the corporate training circuit and it was attended by more than 50 students of the management batch of 2010.

The Indian Budget
February is a month when analysts and experts get into a turbo mode and we find predictions and views being thrown about as the most important activity in the country's calendar - The Union Budget. Street organized a session on The Indian Budget. Mala Lahiri from the Economics Cell of Mumbai University convened to throw light in the budget designing process.

Guest Lecture on Treasury Management by Development Bank of Singapore
A guest lecture was arranged by Street on Treasury Management which was presided over by Anish Mathew, NITIE alumnus, currently working in DBS. He started the session by giving an overall view of the Organizational structure in a bank and discussed in length about the various financial profiles offered at each of these verticals in an organization. He also explained in brief how a Forex trading takes place and some key terms and processes followed in a Forex market.

Insight into the Consulting Industry
The Consulting Club- NSCI at NITIE organized a session on "Insight into the consulting industry". The session was conducted by Sharan Lewis, NSCI alumnus, who is with Accenture Business Consulting.

The Consulting Club also organized a session in association with DSD Consulting, at the occasion of Ms. Sunil Bhalwal, Vice-President, DSD Consulting. These sessions provided vital information regarding various practices, firms and nuances of the consulting domain.

Diksha
Rechristened as the Supply Chain management forum, organized a guest lecture known as ‘Diksha’. The lecture was conducted by Mr. Shashank Rao, GM SCM, Mahindra Renault. Mr. Rao gave an insight of the automobile industry and the latest trends of supply chain management used by industry. He also highlighted the kind of projects management student undergo during their summer internship.

Mutual Fund Workshop
Street, the Finance Interest Group, in association with the ICICI Prudential Asset Management Company organized a workshop on mutual fund design and management. The workshop provided an insight into the debt markets, equity markets and macroeconomic factors that affect these markets and fund management strategies. The workshop was conducted by Ms. Java Pandit, Knowledge and Research Head, ICICI Prudential Asset Management Company.
RECENT RECRUITERS

International
Barclays Capital
Merrill Lynch
Goldman Sachs
Exide Group
Super Group
TMM
Cyberstar

Consultancy
AEC Business Solutions
Accenture Business Consulting
A F Ferguson
Asea Brown Boveri
Avista Consulting
Briscoes

FMCG
Aditya Birla
AT Foods
Bridal

FMCG
Ajinomoto
Asian Paints
AT Foods
Britania
Cadbury
Cipla Foods
Cavin Kare
Godrej

ITC Infotech
Mindtree Consulting
Myntra
Oracle
Procter & Gamble
Ranbaxy
Sun Microsystems
Tata Consultancy Services
Tata Docomo

Banking & Finance
Aditya Birla
American Express
Asean Bank
Barclays Capital
Baroda Capital
CARE
GFSC
Citigroup
Deutsche Bank
e-Covet
EDE Capital
Fimco
Futures First
GE Corporate
HDIFC
HSBC
ICICI Bank
ICICI Prudential
Irena

ITC Infotech
Mindtree Consulting
Myntra
Oracle
Procter & Gamble
Ranbaxy
Sun Microsystems
Tata Consultancy Services
Tata Docomo

Others
Abbott
AstraZeneca
Baba Capital
CANCIL
Cipla

Manufacturing
AXL
Anand Group
Avinash Mills
Asian Paints
Bajaj Auto
BASF
BSNL
Bosch

Roadmap
Credence
Cred学堂
Deutsche Bank
e-Covet
EDE Capital
Fimco
Futures First
GE Corporate
HDIFC
HSBC
ICICI Bank
ICICI Prudential
Irena

ITC Infotech
Mindtree Consulting
Myntra
Oracle
Procter & Gamble
Ranbaxy
Sun Microsystems
Tata Consultancy Services
Tata Docomo

Pharma & Healthcare
Abbott
AstraZeneca
Baba Capital
CANCIL
Cipla

Telecom
Arbitel
Essar Communications
Idea Cellular
Tata Teleservices

For the benefit of those who would like to make arrangements on their own, the following is a list of hotels near NITIE:

Renaissance Hotel
3 & 5, Plot 88, Near Chhatrapati Shivaji Terminus, Mumbai, India Ph: +91-22-23400121
Fax: +91-22-23400150

Kapil Hotel
18, Bandra West, Mumbai, India Ph: +91-22-23359195
Fax: +91-22-23359196

Other
Abbott
AstraZeneca
Baba Capital
CANCIL
Cipla

STUDENT PROFILE
MANAGEMENT CLASS OF 2010

For the benefit of those who would like to make arrangements on their own, the following is a list of hotels near NITIE:

Renaissance Hotel
3 & 5, Plot 88, Near Chhatrapati Shivaji Terminus, Mumbai, India Ph: +91-22-23400121
Fax: +91-22-23400150

Kapil Hotel
18, Bandra West, Mumbai, India Ph: +91-22-23359195
Fax: +91-22-23359196