



# [ Admitting ] 29<sup>th</sup> Batch

2-Years Full Time | PGDM | PGDM(FM)



Prepare for the grind. **Prepare for the shine.**



# **#NeverStopLearning**

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

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

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

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

**WELCOME  
TO WHERE  
LEADERS  
ARE MADE.**



you bring the raw potential, we'll bring the finesse.

# Our Mission

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

## Why we exist

To develop success-ready leader-managers who drive growth in their communities and professions

## What we offer

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

## How we make it happen

By providing a strong knowledge foundation, rigorous experiential training and a career-empowering community

# Our Promise to you

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

# Program Highlight

## PGDM

PGDM (Post Graduate Diploma in Management) helps in developing skill sets that will prepare students for employment, and will propel up the corporate ladder by supplying leadership and management capabilities that are in high demand today and also assists to work in world-class organizations.

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

## PGDM (FM)

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

## Doctoral Programmes

The doctorate degree or a doctoral programme is the most advanced degree you can earn, symbolizing that you have mastered a specific area of study, or field of profession. The degree requires a significant level of research and articulation

**Fellow Programme in Management (FPM)** is a **3-year Doctoral Programme approved by AICTE**. The Programme is designed to cater to the research and academic needs of innovative, dynamic and focused individuals who aspire to advance their career in teaching, research or the corporate sector with an advanced research degree in management. **Executive FPM** program provides an opportunity to gain a doctoral degree while continuing to work. The program is designed to offer candidates a chance to systematically tackle a relevant and unresolved business problems through their academic work, and thus contribute to solving real-world business challenges. We offer you a rigorous journey that has been specially curated keeping the unique needs of a working professional so you do not have to choose between your doctoral ambitions and career progression.



# Content

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## The Institution

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1. <i>Our Reputation</i>	.....	10-17
2. <i>Faculty</i>	.....	18-23
3. <i>Recruiters</i>	.....	24-25
4. <i>Infrastructure</i>	.....	26-29

## The Student

---

5. <i>Student Clubs</i>	.....	30
6. <i>Annual Events</i>	.....	31
7. <i>Live Projects</i>	.....	32
8. <i>Alumni Achievers</i>	.....	33
9. <i>Industry Interaction</i>	.....	34-35

## The Methodology

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10. <i>Curriculum</i>	.....	36
11. <i>Experiential Learning</i>	.....	38-49
12. <i>Corporate Internship</i>	.....	50
13. <i>Employability Enhancement</i>	.....	52

## The Placement

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14. <i>Student Matrix</i>	.....	53
15. <i>Placement Highlights</i>	.....	55
16. <i>Alumni Career Tracks</i>	.....	56-59
17. <i>Let's Connect</i>	.....	60-63

**“The real purpose of Education is  
to Transform lives”**

**– Mr. R.K. Shrivastava**  
Our Founder



# A Truly Unique MBA Experience



It is said that success rides on time. FIIB has achieved a 28-year tradition in delivering a learning experience that is rigorous, relevant and rewarding. Our role is to challenge and inspire students, and to ultimately enable them to achieve their potential for both personal and professional growth. Today, we continue to attract a great diversity of students who have the drive, confidence, a strong record of achievement and a burning desire to advance the progress of business and society.

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

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

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

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

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

One-on-one meetings with our Career Center offer you unparalleled advice about achieving your goals. Fuel your career transformation with regular campus visits by top recruiters from some of the most sought after companies, and by regularly scheduled events with our prestigious network of over 3000+ alumni.

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

With Warmest Wishes,

**Ms. Radhika Shrivastava**  
*Executive Director*



## The Institution

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

# FIIB Ranking & Awards

## Ranking



Ranked 3rd in Top Pvt. B-Schools of Delhi by CSR 2021



Ranked 28th in Top Pvt. B-Schools in India by CSR 2021



Ranked 4th in Top 100 Pvt. B-Schools of Delhi by The Week 2020



Ranked 13th in Top 100 Pvt. B-Schools of North India by The Week 2020



Other reputed bodies that ranked FIIB highly are:



## Awards



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



Best Education Institute that Encourages Leadership as a part of curriculum Dewang Mehta - **B-School Affaire National Education Award-2019**



Top Institutes of India for the year 2020  
**Competition Success Review**



Educational Institute putting Substantial Effort on industry based teaching and learning pedagogy  
**Federation For World Academics (FWA)- Industry Anchored Brands Award 2019**



Other Academies that have awarded FIIB are:





# FIIB Ranking & Awards



## Institutional Membership with the Industry



## Global Collaborations





# Board of Advisors

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



**Maj. Gen. D.N. Khurana, AVSM**  
Former Director, All India Management Association (AIMA) Chairman of the FIIB's ABAC



**Ms. Shaveta Sharma-Kukreja**  
CEO & MD, Central Square Foundation



**Mr. Amitabh Jhingan**  
Co-Chair FICCI K12 Committee



**Dr. Mamta Mohapatra**  
Professor of OB&HR at IMI, New Delhi



**Mr. Rajeev Grover**  
Associate Chartered Accountant (ACA)  
– Institute of Chartered Accountants of India Associate Company Secretary (ACS) – Institute of Company Secretaries of India Independent Director – Mastek Ltd. Treasurer & Board member – SOS Children's Villages of India Director – ExempServ Professional Services Pvt. Ltd.



**Prof. Furqan Qamar**  
Professor, Faculty of Management Studies, Jamia Millia Islamia, New Delhi  
Former Secretary General, Association of Indian Universities Former Vice Chancellor, Central University of Himachal Pradesh and the University of Rajasthan Former Adviser (Education), Planning Commission

## Member of the FIIB Governing Board

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

- 1. Mr. V K Shrivastava, President**  
GOM Group of Companies
- 2. Mr. Nivedan Bharadwaj**  
Managing Director, Fortune Stones
- 3. Mrs. Meenu Kaushik**  
Head QA – Fortcaps Healthcare Ltd
- 4. Mr. Manish Kheterpal**  
Founder Partner Waterbridge Ventures
- 5. Ms. Anu Malhotra**  
Managing Director, Kangaroo Kids
- 6. Ms. Radhika Shrivastava**  
Executive Director, FIIB
- 7. Mrs. Rekha Shrivastava**  
Director Winterwear India Pvt. Ltd





***Dr. Balaji Makam (M S Balaji)***  
Professor of Marketing Rennes School of  
Business France



***Mr Saurabh Mittal***  
Executive Coach Adviser to Start-ups



***Mr. Manish Kheterpal***  
Managing Partner, WaterBridge  
Ventures



***Ms. Rimy (Manjuran) Oberoi***  
Director, Centre for Employability  
Research



***Mr. Vinay Mittal***  
Chief Financial Strategist HT Media



***Prof. Anadi Pande***  
Professor, IIM Lucknow



***Ms Radhika Shrivastava***  
Member Governing Board, FIIB



***Dr. Anil Kumar Sinha***  
Director, FIIB

# Faculty

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



**Dr. Anil Kumar Sinha**  
Director

**Area of specialization:** Sr. Professor, Finance  
**Teaching and Research Interests:** Financial Management, Financial Services, Banking and Finance, Project Finance.



**Dr. Kokil Jain**  
Professor

**Area of specialization:** Marketing  
**Teaching and Research Interests:** Consumer Behavior and Brand Management, Brand Transgressions, Brand Hate, and Online Incivility



**Dr. Rahul Pratap Singh Kaurav**  
Associate Professor

**Area of specialization:** Marketing  
**Teaching and Research Interests:** Marketing Management, Marketing Research, Strategic Management-Marketing, Services Marketing, Marketing Analytics, and Research Methodology



**Dr. Saurabh Mittal**  
Assistant Professor

**Area of specialization:** Business Analytics  
**Teaching and Research Interests:** E-Business, Digital Marketing, Information Systems, Business Intelligence and Data Mining.



**Prof. Shuchi Dikshit**  
Assistant Professor

**Area of specialization:** HR  
**Teaching and Research Interests:** Organizational Behaviour, Human Resource Management, Employee Engagement, T&D, Group Dynamics



**Mr. Vibhor Kataria**  
Assistant Professor

**Area of specialization:** HR  
**Teaching and Research Interests:** Business Communication, Customer Relationship Marketing, Organizational Behaviour, General Management, Research Methods



**Dr. Digamber Parsad**  
Assistant Professor

**Area of specialization:** HR & OB  
**Teaching and Research Interests:** Organization Behavior, Human Resource Management



**Dr. Manish Kamdar**  
Registrar

**Area of specialization:** Strategy and Entrepreneurship  
**Teaching and Research Interests:** Innovation & Entrepreneurship



**Dr. Purnima Rao**  
Associate Professor

**Area of specialization:** Finance and Accounts (F&A)  
**Teaching and Research Interests:** Corporate Finance, Security Analysis, Project Appraisal



**Dr. Sudhir Rana**  
Associate Professor

**Area of specialization:** Marketing  
**Teaching and Research Interests:** Marketing Management, Consumer Behavior, International Marketing, Sales & Distribution



**Dr. Sakshi Khanna**  
Assistant Professor

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



**Prof. Manpreet Kaur Uppal**  
Assistant Professor

**Area of specialization:** Strategy and Entrepreneurship (S&E)  
**Teaching and Research Interests:** Economics, Marketing & Strategy Courses



**Dr. Piyush Gupta**  
Assistant Professor

**Area of specialization:** Operations Management  
**Teaching and Research Interests:** Service Operations Management, Operations Management, Supply Chain Management, Quality Management



**Dr. Anurag Tiruwa**  
Assistant Professor

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



**Dr. Abhishek Behl**  
Assistant Professor

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



**Dr. Rini Bhagaur**  
Assistant Professor

**Area of specialization:** Operations/  
Business Analytics  
**Teaching and Research Interests:** Mathematics, Quantitative Techniques, and Logistics, Quality Management, Six Sigma Supply Chain, Business Simulation, Project Management



**Dr. Sneha Pandey**  
Assistant Professor

**Area of specialization:** Marketing  
**Teaching and Research Interests:** Customer-to-customer Value Co-creation, Tourist-to-tourist value co-creation, Tourism Marketing, Marketing Management, Services Marketing, Consumer Behavior, Digital Marketing and E Commerce, Product and Brand Management, Omni-Channel Retailing



**Prof. Farida Rasiwala**  
Assistant Professor

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



**Mr. Prince Bhatia**  
Assistant Professor

**Area of specialization:** Finance  
**Teaching and Research Interests:** Accounting, Finance, Corporate Governance, Business Groups, Earning Management, WCM



**Dr. Shakshi Singhal**  
Assistant Professor

**Area of specialization:** Operations/  
Business Analytics  
**Teaching and Research Interests:** Quantitative Techniques, Business Statistics and Analytics, Information Technology Tools for Business, Supply Chain Management, Introduction to Spreadsheet, Supply Chain Analytics



**Dr. Mokhalles Mehdi**  
Assistant Professor

**Area of specialization:** Marketing  
**Teaching and Research Interests:** Marketing Management, Consumer Behavior, Small Business Management



**Dr. Namita Dixit**  
Assistant Professor

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



**Dr. Bhajneet Kaur**  
Assistant Professor

**Area of specialization:** Operations /  
Business Analytics  
**Teaching and Research Interests:** Information Technology Management, Research Methodology, Quantitative techniques, Business research Analytics, Management Information System, Data Analytics & Prediction, Data Mining, Machine Learning



**Dr. Sudhi Sharma**  
Assistant Professor

**Area of specialization:** Finance  
**Teaching and Research Interests:** Financial Modelling, Financial Econometrics and Equity Research



**Mr. Rahul Kumar**  
Assistant Professor

**Area of specialization:** Finance  
**Teaching and Research Interests:** Derivatives, Fixed Income Securities, Financial Markets, Accounting, Finance, Corporate restructuring, energy, Extreme events.



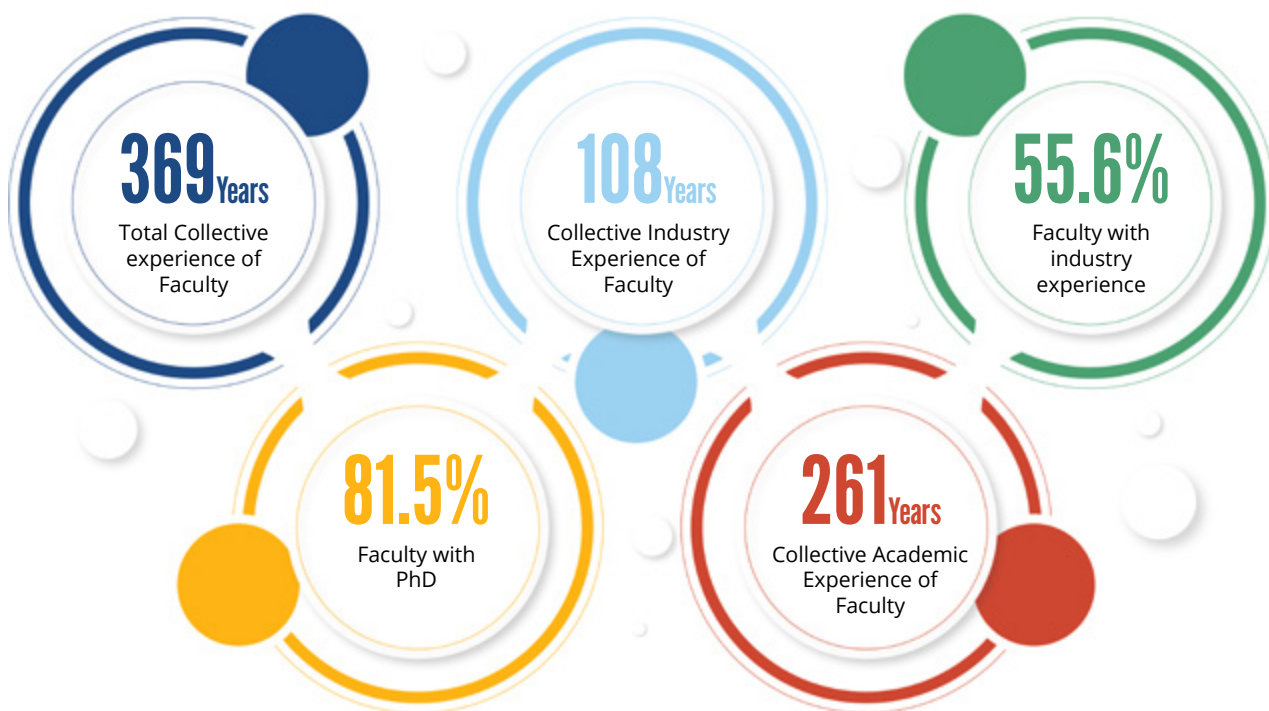
**Ms. Snigdha Malhotra**  
Assistant Professor

**Area of specialization:** HR & OB  
**Teaching and Research Interests:** Organization Behavior, Human Resource Management, HR Analytics, Disability Inclusion, Sustainability, Industry 4.0 and Disruptions in HR

**PULLING YOU OUT  
OF YOUR COMFORT ZONE  
& HELPING YOU  
FIND YOUR  
WORTH AND VALUE**

# Mentoring Beyond Pedagogy

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



# Executive Development Programs and Research

The Centre for Executive Education (CEE) at FIIB is aimed to cater to the dynamic need of knowledge sharing. Continuous change and evolution in management practices in all practising domains led CEE at FIIB to design, develop and deliver the optimum sized executive development training programmes for working professionals, practitioners, researchers, trainers and knowledge seekers. FIIB EDPs are designed with the right balance between theoretical inputs, practical insights and the latest research findings with the aim to further enhance the reputation of FIIB as a B-School and bridge the gap between academia and industry, to train on personal as well as organizational fronts and develop competencies with new and finer skills, knowledge and attitude. We equip participants with strategic tools in the field of Strategic Planning, Finance, Marketing, Operations, International Business, Organizational Behavior, HRM, Communications and Soft Skills like Time Management, Yoga and Meditation, Holistic Wellbeing, Sensitization, Interpersonal Skills, Selling Skills, Presentation Skills, Leadership, Etiquettes and Grooming, Motivational Skills etc.

The organizations where our faculty regularly delivers training sessions are:



# Cutting Edge Executive Development Programs for Industry

- Design thinking bootcamp
- ELP - Emerging Leadership Program
- Negotiation for high yield business activity
- Managing change and conflicts at the workplace
- Visual analytics: Insights from data for clear thinking
- Developing an entrepreneurial mindset
- Cross-cultural communication
- Emotional intelligence
- Mindfulness for leader-managers
- Financing and valuation of start-ups and new ventures
- Mental health and emotional wellbeing
- Financial analysis and valuation for strategic decision making
- Predictive analytics in marketing
- Selling value: Moving beyond features and benefits
- Data analytics for expanding markets
- Managing expectations for sales professionals
- Social media analytics for business intelligence
- Predictive analytics in HR
- Emotional wellbeing for workplace
- Awareness of conduct & disciplinary rules in industry
- Awareness on the prevention of sexual harassment of women at workplace
- Demystifying equity markets
- Superhuman focus in distracted world
- Dig-in digitally
- Advanced leadership programme
- Business valuation
- Effective Decision Making Using Data (Statistics & MS Excel)
- Organizational Excellence through Stress Management
- Strategic Digital Brand Management
- Train the Trainer
- ARO Culture
- Quantitative Methods in Marketing Research
- Business Communication for Leaders- A Design Thinking Approach
- Enterprise Risk Management
- CSR & Sustainable Development

“

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

**- Dr Sudhir Rana , Associate Professor, FIIB**

”



you bring the consistency, we'll bring the mould

# Regular Recruiters

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





# Recruiters Speak

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

“

*# It was great recruiting from FIIB, New Delhi. Students are corporate ready with actual skill sets required by us for fresher's hiring.*

**- Ms. Kirti Kabta,**  
Ameriprise Financial LLC

”

“

*# It was a pleasure to be here at FIIB and meet faculty members & students. Environment of the institute is something which each student yearns for. Would love to come back again in the future.*

**- Mr. Sitanshu Tiwari,**  
ICICI Bank LTD

”

“

*# Enthusiastic group of students which we met with, they were well trained to meet the recruiter expectations. The process was very well managed.*

**- Ms. Amreen Shahid,**  
Naukri.com

”

“

*# The thing that sets FIIB students apart from their peers is that they are a very well-groomed group of students.*

**- Mr. Debargha Deb,**  
Dabur Limited

”

“

*# FIIB prepares its students for the corporate culture and inculcates the highest degree of professionalism.*

**- Ms. Priyadarshini Pradhan, Jockey**  
India (Page Industries)

”

“

*# It was wonderful experience meeting faculties & student, tanks for the same. Wish them all the best from my side.*

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

”



## Infrastructure

Located in prime South Delhi, infrastructure at FIIB has state-of-the-art facilities that equip the students with the right tools and technology to excel. With hi-tech classrooms that support student learning, a library that houses the most up-to-date resources, and student recreation centers that support a friendly learning environment, FIIB nurtures exploration, invites cross-cultural engagement and inspires dynamic interactions. FIIB campus is also well-connected to major hotspots of entertainment, shopping, gastronomy and culture in Delhi-NCR, offering our students a vibrant and diverse network with memorable experiences and the opportunity to bond with the FIIB community for lifetime.



FourSquare  
Courtyard

CONVOCATION  
2009  
ESTD 1988  
Chief Guest  
Anita Desai  
Chief Convener  
Dr. Anand Kulkarni

CONVOCATION  
2007  
ESTD 1988  
Chief Guest  
K. Ramani Murthy  
Member of Convocation

CONVOCATION  
2006  
ESTD 1988  
Chief Guest  
Yashwantrao Chavan  
M.P. Rajendra Prasad

CHAMPIONS  
ETHICS  
07

Super

# Knowledge Centre

In keeping with the vision and mission of the Institute, the Knowledge Centre has been established “To facilitate access to right Information at the right time in the right manner”. The library aims to develop a comprehensive collection of documents that are useful to the faculty, students and research scholars in their educational and research activities.

Knowledge Centre holds a comprehensive and up to date collection of knowledge resources books, periodicals and case studies from Emerald Emerging Market Case Studies, multimedia and electronic resources including e- books like Pearson’s, McGraw Hill, Wiley, digital access to e-journals of IIMs & online access to national/international databases like Capitaline, EBSCO & J-Gate, digital access to e-magazines and newspapers from EDZTER and open access to the National Digital library. It has been providing up to date and nascent information resources and services both in hard and soft forms.

The Digital Library can be retrieved from login access. The Knowledge Centre eLibrary <https://fiib.refread.com/#/home> available 24x7 basis with Mobile app. All information about resources and services with accessibility details updated on the library portal. To facilitate easy access to all the library’s digital resources as well as abundant resources on the world-wide web, about 16 computers are made available in the main library. FIIB has established linkages with DELNET, which provides the delivery of individual books as and when required by member libraries and photocopies of articles published in India and abroad through the Inter Library Loan/Document Delivery Services to facilitate discussion, the main library is separated from the reading room

*Guaranteeing access to Knowledge*





## The Student

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



“Ignite the Passion within you”

# Student Clubs

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



# Event of the Year

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

## TEDx FIIB

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

## Founder's Day

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

## Sustainability Summit

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

## Ranbhoomi

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

## Sankalp

Sankalp (translates to 'an intention formed by the heart and mind') is a unique credit-based event organized quarterly with distinct objectives depending on the stage of the MBA journey the students are on. Accordingly, the institute conducts Sankalps'1 and 2 during year 1 and Sankalps 3 and 4 during year 2.

## VFTT

The VFTT series is one of a kind event at FIIB where versatile leaders who are on the top of their field, share their experience with the FIIB Community. These talks are thought-provoking, giving insights into the various facets of life & provide the much required motivation to instill a sense of positivity.

## Samavesh

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

## Amrit

IMC is the flagship event of FIIB. The conference facilitates deliberations on key National and International issues by eminent researchers, Industry practitioners and Academicians.

## Manthan

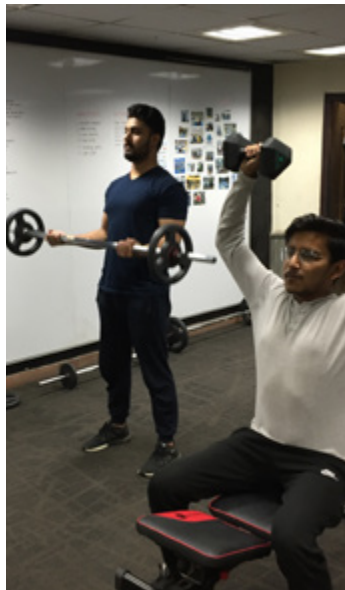
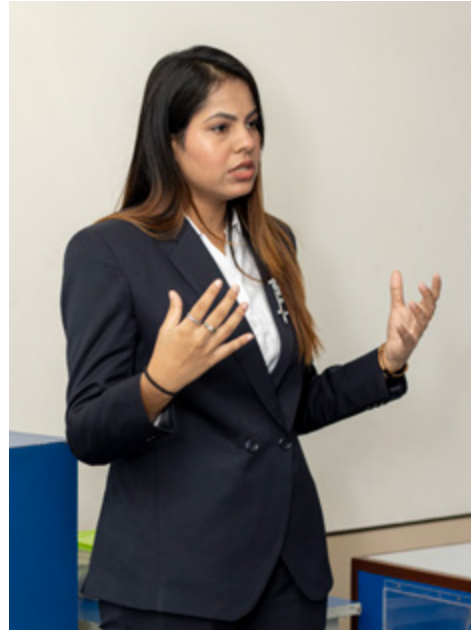
MANTHAN stands for 'Managing New Threats and Anomalies', a thought which has emerged and become of utmost importance in the new age world and represents the essence of the newly introduced annual 'Management Conclave'

## Katastasi

Katastasi is an annual Internship based case writing competition to enhance the skillsets of students. The initiative is in pursuit of excellence in management education and research.

## Meraki

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



# Live Projects

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





# Alumni High Achievers

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



## Anand Khare

Regional Specification Manager  
Batch (1997-1999)



## Rajat Kundu

Program Manager in Systems  
Architecture Consulting  
Batch (1997-1999)



## Sudeep Purkayastha

Senior Vice President & Head - Group  
Brand & Corporate Communications  
Batch (1997-1999)



## Vikram Chauhan

Regional Business Development Manager  
Batch (1997-1999)



## Anuj Kaura

Product Head - Transportation  
Batch (1997-1999)



## Mukesh Jha

Head B2B & CSD  
Batch (1997-1999)



## Vimal Kocherla

Program Manager  
Batch (1998-2000)



## Vandana Chaudhry

Assistant Vice President  
Batch (2000-2002)



## Deodita D'souza Dey

Head B2B & CSD  
Batch (1997-1999)



## Nicola Mahapatra Kothari

Regional Manager  
Batch (2003-2005)



## Siddhartha Priyadarshi

Associate Vice President  
Batch (1999-2001)



## Vikas Shankar

Regional Head - LCL, Middle East,  
North Africa & Turkey  
Batch (1999-2001)



## K.V. Rajesh

Managing Consultant  
Batch (1999-2001)



## Arghya Mukherjee

Associate Director  
Batch (2003-2005)



## Jayata Sharma

Associate Manager  
Batch (2003-2005)



## Rahul Kumar Singh

Executive Vice President  
Batch (2006-2008)



## Shahla Rahman

Manager Planning  
Batch (2008-2010)



## Amitav Panigrahi

President and Country Head  
Batch (2001-2003)

# Student Employability Enhancement :Sankalp

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

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



## Industry Interaction

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

## Global Immersion Experience

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

# Global Exposure

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

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

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



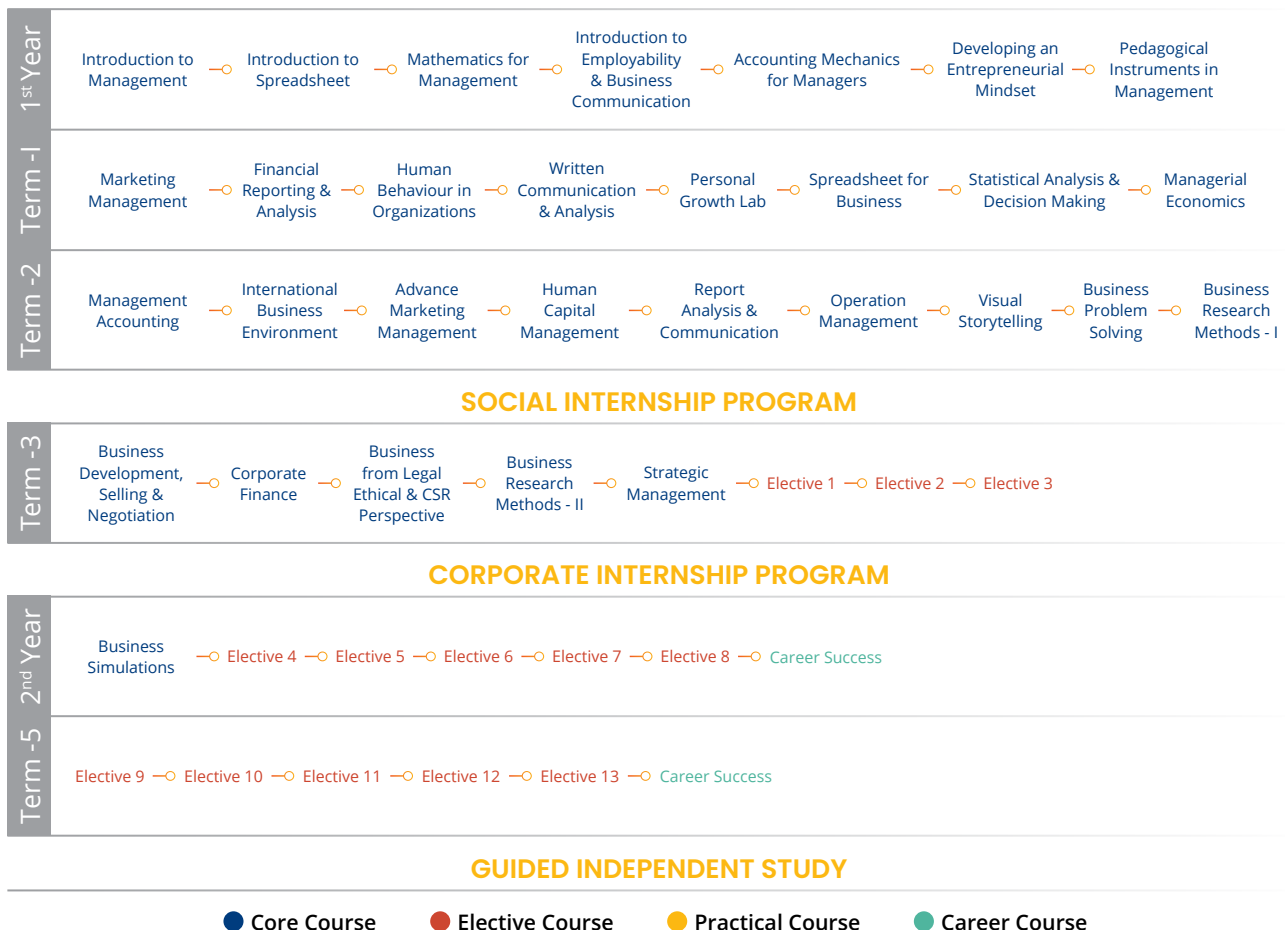
# Industry Focused Curriculum

The FIIB Curriculum has been developed through vigorous debate and deliberations among the industry frontrunners. The FIIB Faculty lends it the extra edge needed to transform students into success-ready managers. The amalgamation of rich industry experience, proven leadership potential and academic rigour produces talent that is ready to hit the ground running from the very first day in complex business environment.

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

## Curriculum Diagram

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





you bring the dream, we'll bring the chisel.

# Industry Focused Curriculum

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

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





## Career Tracks

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### Marketing

- Business Development/ Sales
- Marcom

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



### Finance



### Human Resources

- Talent Acquisition
- HR Generalist
- HR Analytics

- Management Trainee - Operations
- Supply Chain Management
- Service Operations



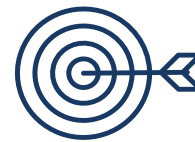
### Operations & IB



### Analytics

- Business Analytics

- Management Consultant
- Entrepreneurship



### Strategy

# Marketing

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

## Business Development & Sales

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

## Marcom

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

## Marketing Analytics

Marketing Analytics plays a crucial role in providing decision-makers with timely and objective information to help them make informed decisions in many areas. Marketing analytics is the function that links the consumer, customer, and the public to the marketer through information. The information is used to identify marketing opportunities and problems (market demand determination, market segments identification, product/ service use studies, competitive analysis), new-product prototype testing, pricing tests, advertising pretesting, distribution effectiveness studies) and improving marketing as a process. The course of marketing research is designed with a special emphasis on multivariate data analysis. Students taking the course will gain expertise in different multivariate data analysis tools using SPSS.

## Marketing Tools We Teach

Awareness of software and tools related to :

- Lead Squared,
- Salesforce,
- DSR Excel,
- SPSS, JAMOVI
- Tableau,
- Cognos,
- Mail Chimp,
- ERP-CRM software,
- Hootsuite
- Google Adwords,
- Google Analytics.

## List of Electives

- Consumer Behaviour & Insights
- Integrated Marketing Communication
- Sales & Distribution Management
- Digital Marketing
- Quantitative and Qualitative Methods in Marketing Research
- Marketing Metrics
- Business to Business Marketing
- Strategic Marketing
- Marketing of Luxury Products
- Services Marketing
- International Marketing
- Omnichannel Retail Strategies
- Strategic Brand Management
- Business Development, Selling, and Negotiation
- Customer Analytics and Relationship Management
- Social Media and Content Marketing

# Finance

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

## Financial Research

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

## Corporate Finance

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

## Financial Sales

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

## Financial analytics

Financial analytics is the field that provides high- and granular-level views of a company's financial data, helping to improve its business performance. Predictive, data-driven insights help your team from beginning to end by understanding and analyzing past performances, predicting strategies for successful future performances, and steps to take to make smarter and more confident decisions. As the role of technology has expanded, the functions of financial managers and their approach to financial analysis have changed. Acting as a strategist to executives means they'll need to embody constant awareness of the business's financial standing at all times.

## Finance Tools (electives) We Teach

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

## List of Electives

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

# Human Resource

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

## Talent Acquisition

Our course Talent Acquisition and Competency Mapping (TACM) focusses on the development of skills for the Talent Acquisition career track profile. The content of the course caters to strategic and operational dimensions of organizational Talent Acquisition with focus on competency mapping, recruitment process and assessment center. Our pedagogy is a blend of conceptual and experiential learning; and provides the students a firm footing to accomplish practical expectations of the industry.

## HR Generalist

Our bouquet of courses develop a student from multiple dimensions to ensure holistic preparedness for a long thriving career in HR. Some of the courses designed with a focus on the HR Generalist career track are: Compensation and Benefits, Employee Engagement and Industrial relations-Labour Laws and Compensation. The courses are designed to cover the conceptual, practical, research and analytical dimensions for effective employment as an HR Generalist.

## HR Tools (elective) We Teach

Our students get to work on recruitment portals and related software. They have gained knowledge of People Analytics using Tableau, Advance Excel, SPSS, Survey Monkey and others

## List of Electives

- Organizational Development & Change Management
- Compensation & Benefits
- Employee Performance Management
- Negotiation & Conflict Management
- Talent Management & Employee Engagement
- Employee Life Cycle
- People Analytics
- Strategic HRM
- Cross Culture & Diversity Management
- Industrial Relations and Labour Laws
- Training & Development
- Workplace Psychology

# Operations Management & Business Analytics (BA)

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

## Management Trainee – Operations

Operations Managers oversee operational activities in their department of an organization. An operations manager also strategizes process improvements to ensure everyone completes their tasks on schedule. Operations Managers are responsible for ensuring the quality of their company's products and services meet or exceed customer expectations. They also analyze and improve organizational processes, and work to improve quality, productivity, and efficiency.

## Supply Chain Management

The Supply Chain Manager coordinates, organizes, and oversees all activities involved in the identification, acquisition, production, and distribution of the company's goods. Operations Management, Project Management, Quality Management & Six Sigma, Supply Chain Management, International Logistics Management and International Trade Operations & Documentations courses build requisite skills to enter careers in supply chain and logistics operations of small and large businesses.

## Management Trainee – Service Operations

A Service operations manager manages the service delivery, service levels, and key performance indicators. He monitors and measures the effectiveness and efficiency (customer satisfactions, productivity, automation) of the services delivered. Drive continuous service improvement and follow up on the corrective actions. He reviews the processes and procedures to ensure alignment to objectives and business needs/users' needs

## Operations Management Tools (elective) We Teach

- Tableau

## List of Electives

- Quality Management & Six Sigma
- Service Operations Management
- Supply Chain Management
- Warehouse Management
- Operations Strategy
- Project Management
- Procurement Management
- Business Process Innovation
- International Logistics Management
- Optimization Techniques
- Revenue and Dynamic Pricing
- Productivity Management in Digital Age
- Supply Chain Analytics

# Business Analytics

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

## Business Analyst

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

## HR Generalist

Our bouquet of courses develop a student from multiple dimensions to ensure holistic preparedness for a long thriving career in HR. Some of the courses designed with a focus on the HR Generalist career track are: Compensation and Benefits, Employee Engagement and Industrial relations-Labour Laws and Compensation. The courses are designed to cover the conceptual, practical, research and analytical dimensions for effective employment as an HR Generalist.

## BA Tools (elective) We Teach

- Visual storytelling with Tableau,
- Predictive Analytics using R,
- Big Data Ecosystem,
- R for Managers,
- Spreadsheets for Business along with tools like R/ Tableau/ Spreadsheets/ SQL,
- Use of new era apps for managerial purposes

## List of Electives

- R For Managers
- Tools for Analytics
- Predictive Analytics
- Enterprise Resource Planning
- E-Commerce

# Strategy & Entrepreneurship

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

## Management Consulting

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

## Entrepreneurship

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

## Strategy & Entrepreneurship Tools (elective) We Teach

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

## List of Electives

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

# Methodology

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





# RACERS ANTHE

अब देखो हम दौड़े  
ab dekho hum daudey  
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हम लंबे  
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सुलझा दे हर मुश्किल, जीले सब ताले  
suljha de har mushkil, kholein sab  
है, बिजली की जाले  
in, bijlee ki na  
बिजनेस की चाले  
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Racers



# Integrating Experiential Learning

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



## Corporate Internship Programs

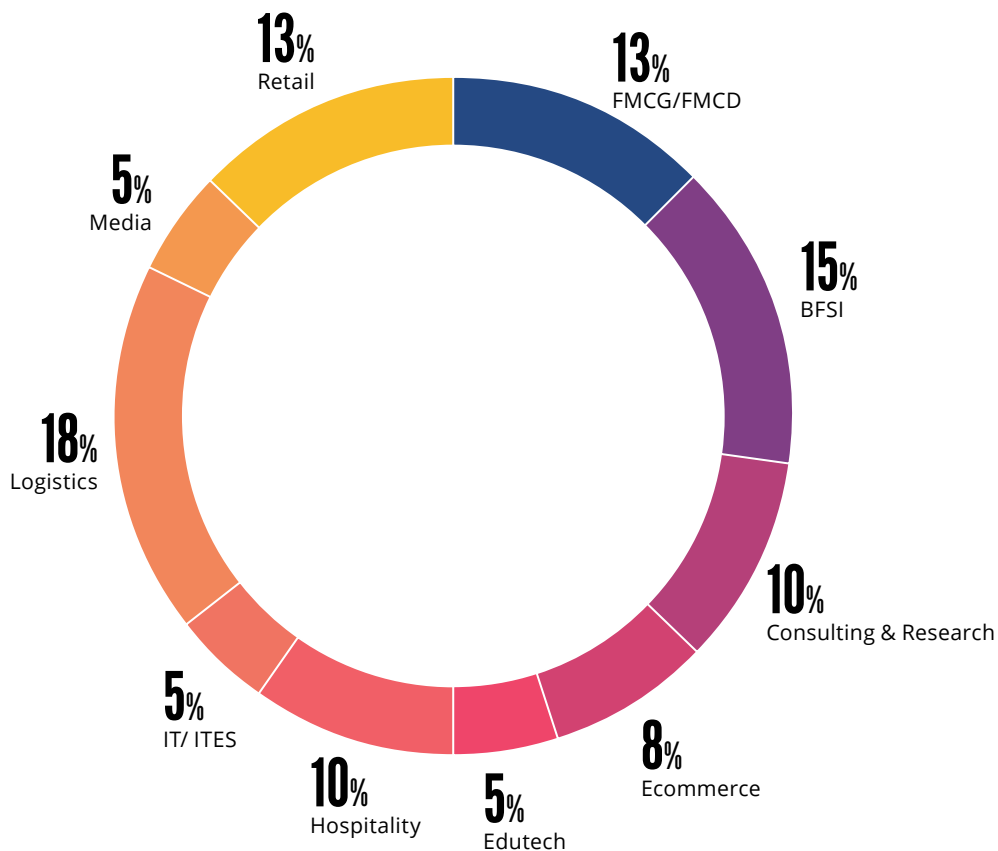
The focus of FIIB has always been on experiential learning. The **12 week CIP (Corporate Internship Program)** is an ideal way of understanding the nuances of different industry verticals and functional areas by each student manager as per their career orientation. FIIBians were offered noteworthy roles with multiple industries like FMCG, Media, BFSI, E-commerce, Manufacturing, Telecom and Consulting. The projects offered to students were in sync with the 'major specialization' opted by the students, unique for each set of students. The projects offered included various functions like business development, sales promotion, market research, digital marketing, supply chain management, warehouse management, import-export documentation, talent acquisition, HR operations & analytics, investment portfolio management, banking operations and sales of financial products





you bring the raw potential, we'll bring the shine within you.

# CIP Industry-wise Coverage



# Social Internship Programs

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



# The Placements

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



## Batch-Matrix of 2021-23

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



**43%**  
Female



**57%**  
Male

### Education Background



**11%**  
Arts



**38%**  
Commerce



**12%**  
Engineering



**24%**  
Management



**15%**  
Science

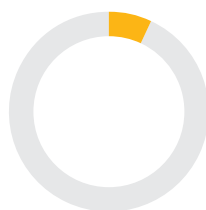
### Specialisation Spread



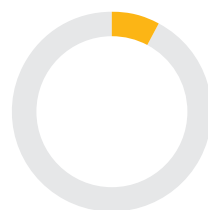
**26%**  
Finance



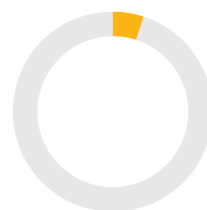
**54%**  
Marketing



**7%**  
OB & HR



**8%**  
Operation  
Management



**5%**  
International  
Business



**35%**  
Business  
Analytics (minor)



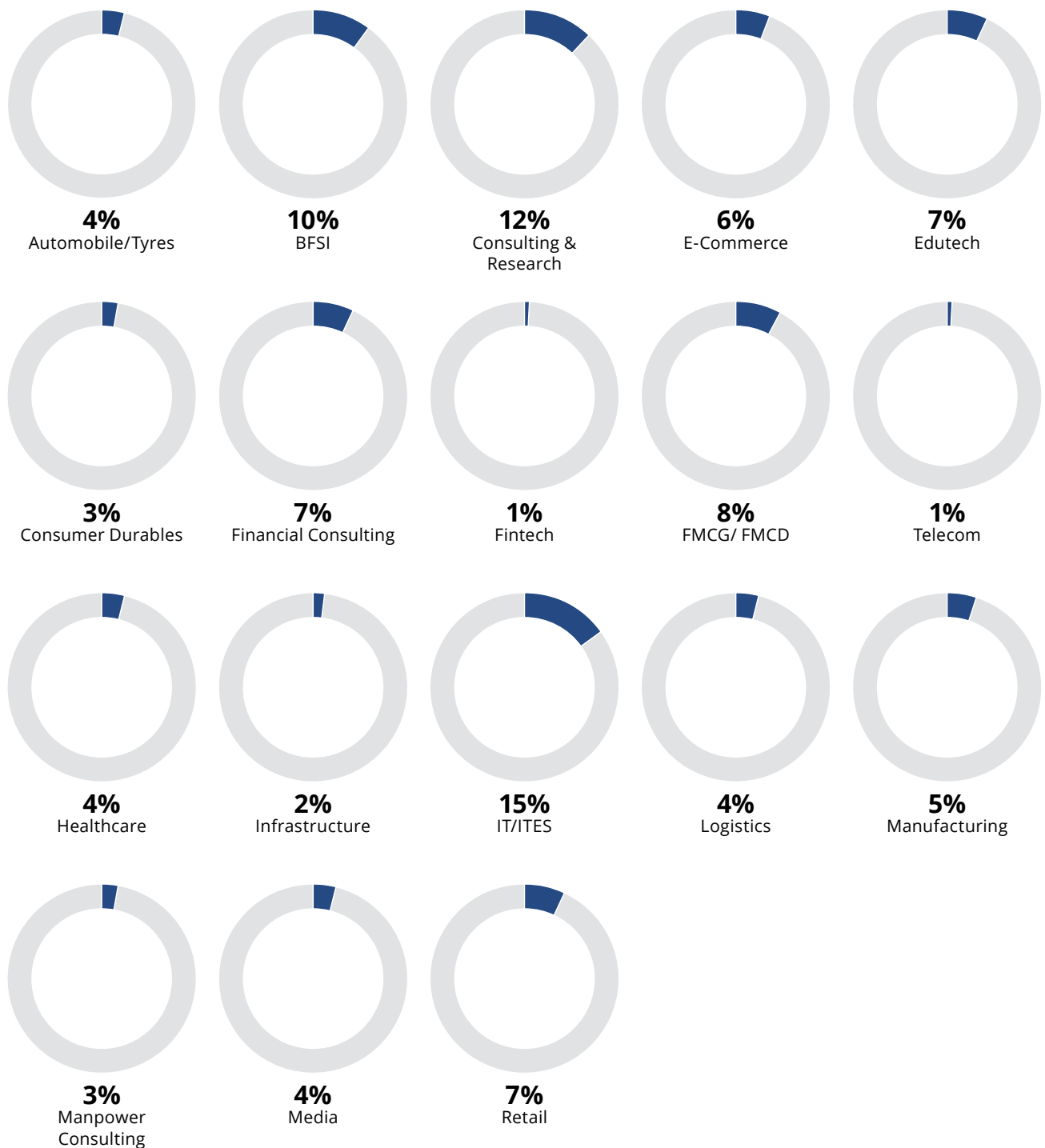
you bring the passion, we'll bring the sharpness within you.

# Placement Highlights of Batch 2020-22

We had yet another successful placement season for the PGDM Batch of 2020-22. We saw robust Growth in recruiters, a wide variety of profiles on offer and better compensations. A total of 114 companies visited FIIB offering 148 job profiles, the highlight being 61 new recruiters added to the tally which shows the growing presence of FIIB in the corporate sector. The placement trend has seen growth in hiring by IT/ITES, Consulting, FMCG, E-Commerce & Edtech industries. The profiles offered on campus included Sales, Research, Product Branding, Digital Marketing, HR, Finance, Business Analytics & Operations.

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

## Diversified Placement of 2020-22 Batch



# Alumni Career Tracks: Marketing

## Business Development



**Vinayak Pant**  
Batch 2010-12

**Dabur India Ltd**  
Marketing Intern  
Apr 2011 - Jun 2011



**Itu Chaudhuri Design**  
Research & Planning Associate  
May 2012 - Jan 2014



**Adept Media**  
Senior Manager  
Jan 2014 - Oct 2014



**Axis Bank**  
Brand Manager  
Feb 2017 - Jul 2018

**Jagran Prakashan Ltd**  
Strategy and Brand Development  
Aug 2018 - Present

## Sales



**Ankit Raizada**  
Batch 2008-10

**United Spirits Ltd**  
Territory Sales Executive  
Aug 2011 - Oct 2012



**Bausch + Lomb**  
Sales Executive  
Oct 2012 - Nov 2015



**Carl Zeiss India**  
Senior Sales Executive  
Dec 2015 - Mar 2018



**Pernod Ricard**  
Regional Sales Executive  
Apr 2018 - Present

# Alumni Career Tracks: Finance

## Banking



**Pawan Kumar Singh**  
Batch 2009-11

**Bagadiya Brothers**  
Assistant Manager  
Apr 2011 - Dec 2013



**Kotak Mahindra Bank**  
Assistant Manager  
Jan 2014 - Jun 2015



**HDFC Bank**  
Manager  
Jun 2015 - Apr 2021

**Axis Bank**  
Senior Manager  
Apr 2021 - Present

## Banking



**Pritiman Sarkar**  
Batch 1998-00

**Kuehne + Nagel**  
Senior Executive  
Jul 2000 - Oct 2001



**IBM**  
Deputy General Manager  
Oct 2000 - Jan 2008



**Deutsche Bank**  
Vice President  
Jan 2009 - Jan 2013



**Concetrrix**  
Account Management  
April 2016-Mar 2017

**Karvy Fintech**  
Vice President & Business Head  
Mar 2017 - Dec 2019



**SBI Cards and Payment Services Ltd**  
Sr Vice Presiden  
Dec 2019 - Present



# Alumni Career Tracks: Human Resources (HR)

## Human Resources



**Prateek Upadhyay**  
Batch 2015-17

**Fedders Lloyd Corporation**  
Human Resources Trainee  
May 2015 - Jul 2015



**UDAAN INDIA PVT. LTD**  
Human Resources Manager  
Feb 2016 - May 2022



**UDAAN INDIA PVT. LTD**  
Head Of Operations  
Mar 2022 - Present

## Human Resources



**Pamela Debnath**  
Batch 2010-12

**Dr. Lal PathLabs**  
Asst Manager HR  
Aug 2015 - Mar 2017



**Dr. Lal PathLabs**  
Dy. Manager HR  
Apr 2017 - Jul 2020



**Dr. Lal PathLabs**  
Human Resources Manager  
Aug 2020 - Present

# Alumni Career Tracks: Operations

## Operations



**Asim Agha**  
Batch 2015-17

**Delhi Duty Free Services**  
Offer Promotion Executive  
Oct 2012 - Feb 2013



**Decathlon**  
Production Leader- Supply chain  
Apr 2013 - Jul 2016



**Decathlon**  
Operational Process Manager - Supply Chain  
Jul 2016 - Sep 2017

**Walmart Global Sourcing**  
Senior Analyst - Global Logistics  
Oct 2017 - Present

## Operations



**Hiamni Barua**  
Batch 2010-12

**DSV Global**  
Management Trainee  
Jul 2014 - Jul 2016



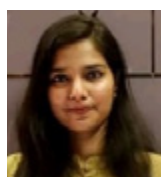
**DSV Global**  
Senior Executive  
June 2016 - Aug 2017



**DSV Global**  
Deputy Manager  
Sep 2020 - Mar 2021

**Kuehne+Nagel**  
National CRM & Sales Systems Expert  
Apr 2021 - Present

## Alumni Career Tracks: Strategy



**Richa Singh**  
Batch 2016-18

### Strategy

**Private Equity**  
Analyst

Nov 2017 - Jul 2019



**Gartner Digital Markets**  
Associate

Jul 2019 - May 2021



**Bain & Company**  
Senior Associate, Global Strategy & Operations

May 2021 - Dec 2021

**GLG**

Senior - APAC

Dec 2021 - Present



**Jagdish Dora**  
Batch 2002-04

### Strategy

**UB Group**

Territory Sales Executive

Dec 2003 - Jun 2007



**The Times of India**

Assistant Manager

Jul 2007 - Aug 2008



**i-Vista Digital Solutions**

Media Strategist

Aug 2008 - Jul 2010

**IBM**

Digital Marketing Strategist

Dec 2003 - Jun 2007



**EY**

Digital Marketing Campaigns Manager

Oct 2017 - Sep 2021



**KPMG**

Assistant Director

Sep 2021 - Present

## Alumni Career Tracks: International Business



**Gaurav Dua**  
Batch 2007-09

### Banking

**OnMobile Global Ltd**

Associate Business

Sep 2015 - May 2016



**Vodafone Idea Ltd.**

Senior Marketing Manager

May 2016 - Dec 2018



**TalentBridge Technologies Pvt. Ltd.**

Associate Director

Feb 2019 - Jul 2022

**FIT certified**

Fitness consultant

Oct 2018 - Aug 2022



**Signzy**

Associate Director

Aug 2022 - Present



**Sameeksha Nag**  
Batch 2001-03

### Banking

**Fidelity**

Business Analyst

Sep 2003 - May 2006



**TechMahindra Ltd.**

BPM Consultant

May 2007 - Jun 2010



**TechMahindra Ltd.**

Lead Delivery Manager

Jun 2010 - May 2017

**Aon**

India Domain Lead, Planning & Business

May 2017 - Jun 2020



**Infosys Ltd.**

Principal Consultant

Jun 2020 - Present

## Alumni Career Tracks: Analyst



**Dhananjay Kumar**  
Batch 2012-14

### Analyst

**Brightstar Corp**

Executive

May 2015 - Jul 2015



**Accenture**

Analyst

May 2018 - Present



# Let's Connect

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

## Selection Process

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

## Eligibility Criteria

- The candidate must hold a Bachelor's degree with minimum 50% marks in aggregate of all the subjects from any of the Universities recognized by the AIU/ UGC or AICTE, or possess an equivalent qualification recognized by the Ministry of HRD, Govt. of India
- The Bachelor's degree or equivalent qualification obtained by the candidate must entail a minimum of 3 years of education after completing Higher Secondary Schooling (10+2) equivalent.
- Candidates appearing for the final year degree examination in the year 2023 can also apply subject to furnishing the proof of having passed graduation by October 2023 and obtaining minimum 50% marks in aggregate total of all the subjects studied failing which the provisional admission will be canceled and no fee will be refunded in lieu thereof.
- All candidates are required to take the CAT/GMAT/XAT/CMAT/MAT/ATMA with minimum 50 Percentile.

## Evaluation Process

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

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

## Scholarships

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

### FIIB Merit-Based Scholarship Programme:

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

### Conditions for Grant of Scholarship:

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

- The student has to maintain a minimum GPA of 7.0 (out of 10.0) for every term till Term IV at FIIB.
- The student should remain in good standing and comply with the accepted code of conduct of the Institute.
- The Student has to maintain 80% attendance in every course

### FIIB Scholarships - Tuition Assistance Programme (TAP):

Scholarships of up to Rs.2,20,000 per student are awarded to deserving students decided on the basis of:

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

## R. K. Shrivastava Scholarship Programme

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

## How To Apply?

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

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

**Fee:** The total fee for the PGDM course is **8.90 Lakhs + Rs.20,000/-** (Refundable Security)

### Fee Details\* for FIIB PGDM Batch 2022-24

Particulars	I At Registration	II 15 <sup>th</sup> Sep 23	III 01 <sup>st</sup> Dec 23	IV 01 <sup>st</sup> Mar 24	V 30 <sup>th</sup> Jun 24	VI 01 <sup>st</sup> Sep 24	VII 01 <sup>st</sup> Dec 24	Total*
Tuition Fee	126,400/-	89,900/-	89,900/-	84,900/-	84,900/-	84,900/-	84,900/-	6,45,800/-
E-books/ Study Material	21,500/-	15,750/-	10,750/-	10,750/-	10,750/-	10,750/-	10,750/-	91,000/-
Examination Fee	10,000/-	6,000/-	6,000/-	6,000/-	6,000/-	6,000/-	6,000/-	46,000/-
IT Infrastructure	10,600/-	5,100/-	5,100/-	5,100/-	5,100/-	5,100/-	5,100/-	41,200/-
Student Welfare	8,500/-	4,250/-	4,250/-	4,250/-	4,250/-	4,250/-	4,250/-	34,000/-
Development Fee	4,500/-	2,250/-	2,250/-	2,250/-	2,250/-	2,250/-	2,250/-	18,000/-
Alumni- Life Membership	3,500/-	1,750/-	1,750/-	1,750/-	1,750/-	1,750/-	1,750/-	14,000/-
<b>Total</b>	<b>1,85,000/-</b>	<b>1,25,000/-</b>	<b>1,20,000/-</b>	<b>1,15,000/-</b>	<b>1,15,000/-</b>	<b>1,15,000/-</b>	<b>1,15,000/-</b>	<b>8,90,000/-</b>
Security Deposit **	20,000/- (Caution Money)							
Commitment Fee***	75,000/-							
First Installments	1,30,000/- After 30 days from date of Registration							

\*The Fees mentioned includes all Tuition Fee, E-books/ Study Material, Examination Fee, Computer Lab Charges, Library Charges and Alumni Life membership.

\*\*Refundable after completion of the program, subject to clearance of all dues and damages to Institute properties/assets.

\*\*\*The Commitment Fee of INR 75,000 is required to be paid by the designated Registration Date in order to reserve a seat in the Program. It will be fully adjusted in the 1st Fee Instalment; so the total due will be INR 1,30,000/- (included refundable security deposit) within one month of registration date. (Caution Money)

### Additional Notes:

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

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

## Facilities for Differently Abled Students

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

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

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

## Facilities Provided

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

## Anti-ragging Policy

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

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

Kindly read the **Information Pack** available at our website [www.fiib.edu.in](http://www.fiib.edu.in) to know more details about ragging and its regulations.

## National Anti-Ragging Help Line (UGC Crisis Hotline) 24x7 Toll Free Number\* 1800-180-5522, ([helpline@antiragging.in](mailto:helpline@antiragging.in))

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

- The opportunity is open to all the students of the institute who fulfill the eligibility criteria as laid down.
- The income of the family from all sources, to which the applicant belongs should not be more than 2.40.000/- P.A.
- An applicant availing any kind of financial assistance or scholarship from any other sources of the government or otherwise shall be eligible for grant of financial assistance.
- The student who has the status of failure in any of the subjects in any of the subject in any of the semester shall not be granted financial assistance.
- The student has to maintain a minimum GPA of 7.0 (out of 10.0) for every term at FIIB..
- The student should remain in good standing and comply with the accepted code of conduct of the institute.
- The student has to maintain 80% attendance in every course.

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

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