

ITM
Business
School



Pursue your Passion

with the Most Preferred B-School In India

45000+
Alumni

650+
Recruiters

150+
CEOs Across
Globe

31
Years of Excellence
in Education

PGDM *iConnect*
2023-25
ADMISSION PROSPECTUS

Approved By



Apply Online

GENERATIVE ACTIO

MODILIGENT™



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iConnect

Education that connects
to your future

Dear Student,

Thank you for considering ITM Business School, and congratulations on taking the first step towards your management career. Business Management has changed considerably in the last decade and business schools are striving to adapt their curricula to meet the needs of aspiring business professionals.

At ITM Business School, we've been constantly re-imagining what the ITM PGDM should deliver and this has brought us to the forefront of business education in India. Consistently ranked among the Top 25 business Schools in India, and as high as 14th rank all-India in recent times, ITM Business School can be the platform for you to launch your business career.

Since 2012, we've branded the ITM PGDM program as '*iConnect*'. *iConnect* refers to our unique take on management education which focuses on teaching students a modern curriculum, combined with developing in them a wide range of business and personal skills. ITM PGDM *iConnect* features extensive soft-skills training, a five month internship and a stream-lined academic curriculum that covers both the foundational knowledge as well as the latest know-how from various fields of business and technology.

ITM Group is in its 31st year, and we are more committed than ever to deliver on our mission of value focused education leading to positive and life-changing outcomes for our students.

I wish you the very best in your journey!

Dr. P. V. Ramana

Chairperson, ITM Group of Institutions

BOARD OF GOVERNORS

Name	Designation	Company
Dr P V Ramana	Founder, Chairman and Chancellor	ITM Group of Institutions ITM University
Prof. Nitin Putcha	CEO	ITM Group of Institutions
Prof. RSS Mani	Vice President Institutional \Development	ITM Group of Institutions
Dr. Lakshmi Mohan	Director	ITM Group of Institutions
Dr. Saritprava Das	Dean	ITM Group of Institutions
Dr. K Subramanian	Executive Vice Chairman	Afcons Infrastructure
Dr. Shailesh Haribhakti	Advisor	Reliance Industries Limited, Mumbai.
Mr. Ramesh Iyer	VC & Managing Director	Mahindra Finance
Mr. Satish Pradhan	Advisor	TATA Group, Pune
Shri K. A. Narayan	President-HR	Raymond, Mumbai
Dr. Rahul Mirchandani	Chairman & Managing Director	Aries Agro Ltd.
Dr. Yogi Sriram	Advisor to CEO & MD	Larsen & Toubro Ltd.
Shri Vivek Paranjpe	Advisor	Reliance Industries Limited, Mumbai.
Mr. RV Balasubramaniam Iyer	Vice President	Jio Platforms Ltd.
Mr. T K Srirang	Sr GM & Head- HR	ICICI Bank Ltd, Bandra, Mumbai.
Mr. Rajendra Mehta	President & Group CHRO	Welspun Group
Dr. Prince Augustin	EVP HR	Mahindra & Mahindra, Mumbai



Director's *Desk*

Dear Student,

ITM Business School Welcomes you to *"Pursue your Passion of Building your Career"* with us!

I invite you to experience the two year's journey with ITM, one of the most innovative, progressive and tech simulated learning campus in Navi Mumbai, a well planned satellite city of India. A standalone B School in existence for the last 31 years, ITM believes in providing quality management education to match with the evolving trends and progress in industry.

We take pride in creating a pool of next gen leaders from diverse states and education streams. The uniqueness of the program lies in building exceptional talent for corporate or entrepreneurship. The five months' industry internship program strengthens every student to ingrain professionalism. The extensive life skills, soft skills, grooming and analytical skills' sessions carve out a winning personality out of every student. The humane aspect of every student is nurtured through the NGO internships, an opportunity for every student to do his bit for the society. Live projects, business simulations, leadership labs and a series of mentoring are meant to create value for every student. Various committees and forums too add flavour to capability building of students.

Faculties at ITM are highly competent in their respective fields and you will find them accessible and helpful. The incubation cell at ITM is in collaboration with SBI Holdings-Japan, a great opportunity for innovative minds to explore new ventures.

In spite of the pandemic our industry connect, collaborations, alumni support and a highly efficient placement team coupled with robust curriculum and student- preparation, made it possible for us to accomplish 97% placement with highest CTC of 21 Lakhs.

My faculty colleagues, staff, alumni and current students join me in welcoming you to a transformative global leadership odyssey with ITM's PGDM Program!

Hoping to see you at ITM!

Best Wishes!

Dr Lakshmi Mohan
Director- ITM Business School (Navi Mumbai)



Vision

To deliver world class management education through continuous innovation in the learning process To transform students to be conceptually strong with excellent interpersonal skills and a positive attitude all wrapped in humility



Mission

To be a high quality world class institution providing affordable contemporary management education.



Goals

To source, train and deploy young professionals to make a positive impact on the corporate world and also effectively contribute to society with a deep sense of integrity and ethics, professionalism and social responsibility thus contributing to nation building.



Values

To create a pool of academically strong and motivated teaching community to foster & develop entrepreneurship skills and cultivate leadership attributes in students.

About ITM Group

31 Years of
excellence in
education

ITM Group of Institutions was established in 1991 by Dr. P.V. Ramana, Founder and Chairman. Today, we offer the highest quality higher and technical education at our Institutions located across India, in various streams including Engineering, Management, Health Sciences, Hotel Management, Culinary Arts, Fashion and Interior Design.

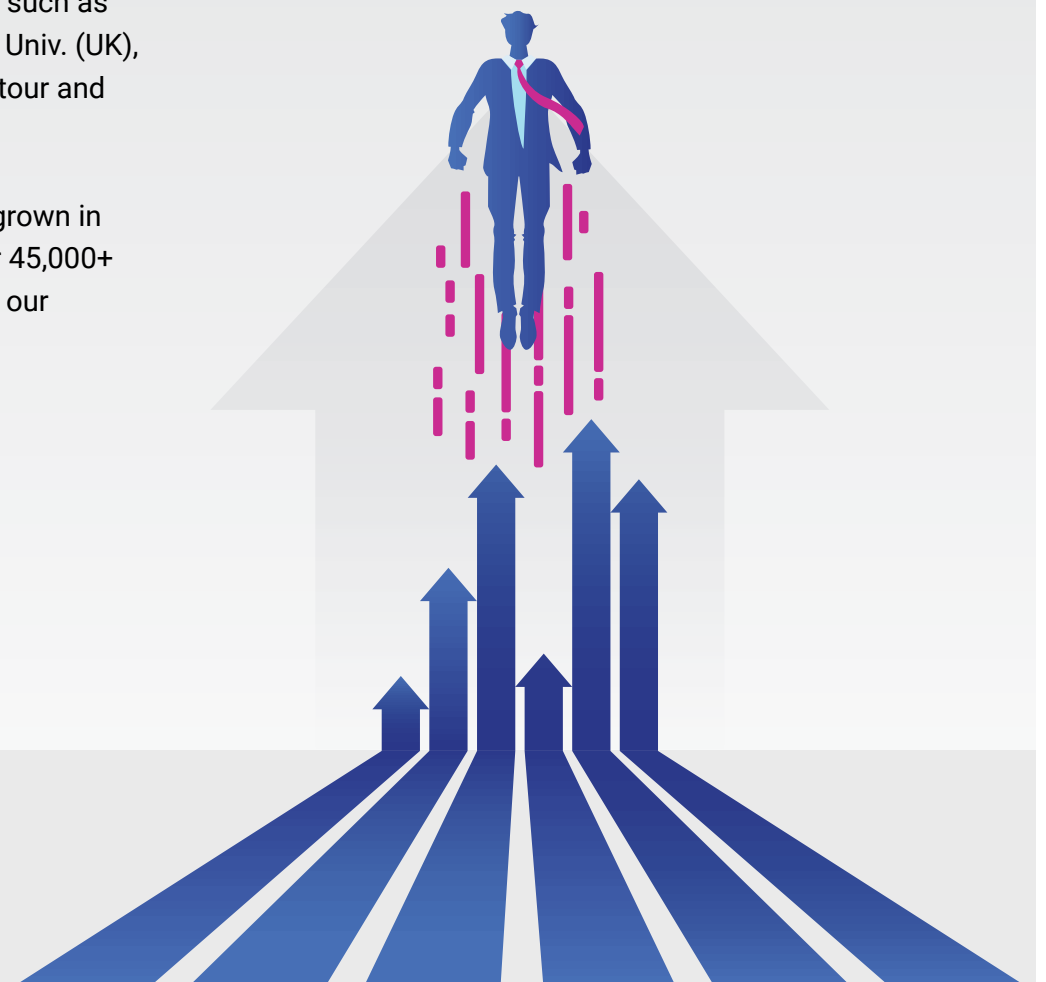
ITM Business School is a flagship campus of ITM Group which offers AICTE approved fulltime Management Programs.

ITM Universities in Raipur, Chattisgarh and Vadodara, Gujarat are UGC recognized, and offer a range of undergraduate and postgraduate programs in Engineering, Life sciences, Law, Design, Hospitality and Management.

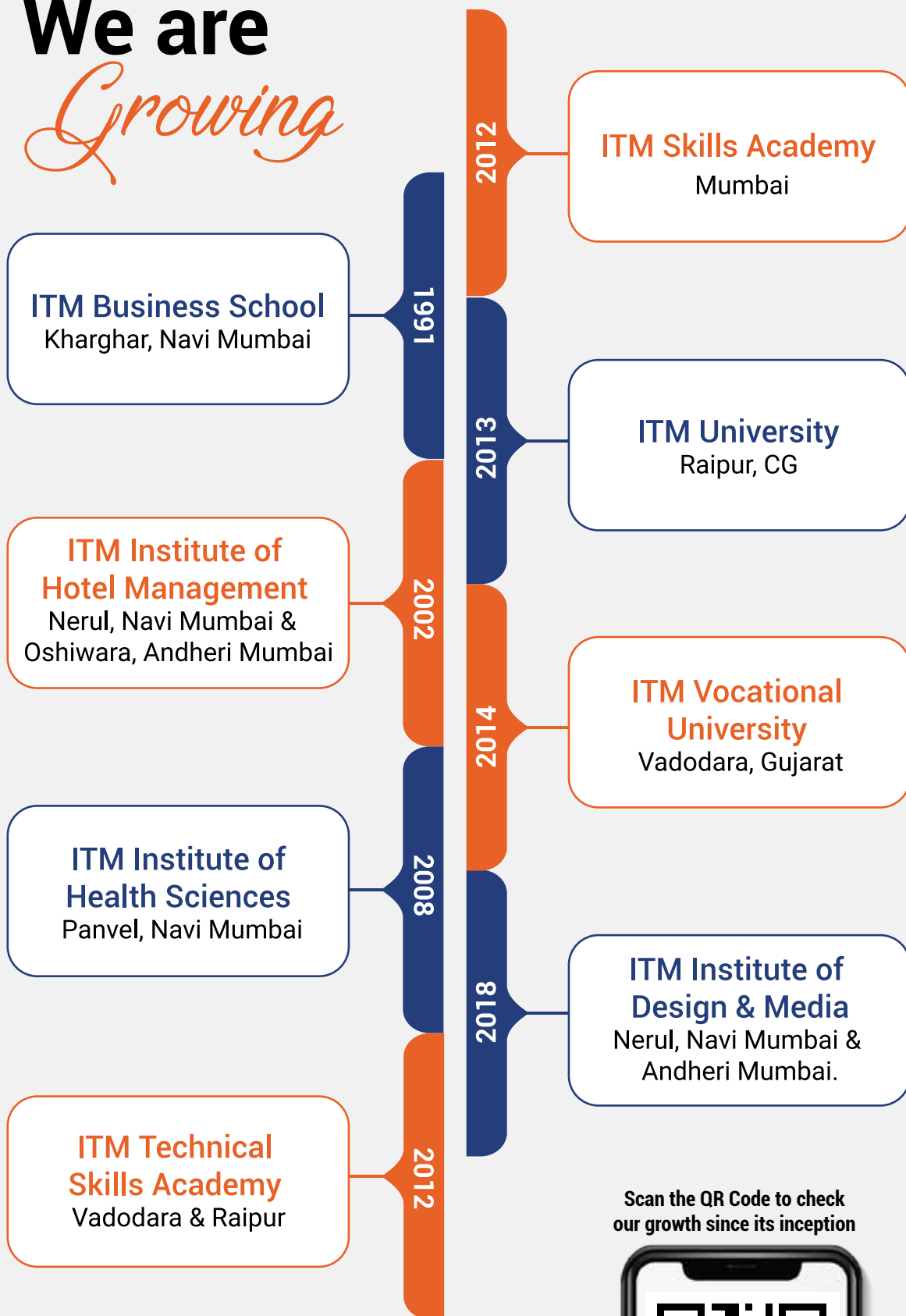
The group has 2 renowned Institutes of Hospitality Management and Culinary Arts in Mumbai, as well as a Design School in Mumbai. ITM Institute of Health Sciences is a pioneering Institution, working closely with the health industry to offer programs in allied health professions.

ITM has associations with renowned universities across the world, such as RMIT (Aus.), Queen Margaret Univ. (UK), Politecnico Milano, (Italy), IB tour and many more.

In 31 years, ITM Group has grown in reputation and size, with over 45,000+ students currently enrolled in our campuses across India.



We are *Growing*



Scan the QR Code to check our growth since its inception



ITM Business School

Navi Mumbai

ITM Business School founded in 1991 by Dr. PV Ramana is a premier B School with a legacy of nurturing thousands of business leaders. It is a flagship campus of the ITM Group which has forayed into varied streams of education. ITM is situated in Kharghar, which is known for being a talent hub and intellectual capital of Navi Mumbai. The business school is AICTE approved and offers NBA accredited PGDM program.

It stands apart as a research-driven campus, offering a bouquet of ten specialisations. ITM has gained popularity as “University in Diversity”, aptly coined as students from various corners of India study here. ITM provides an ever evolving curriculum for the PGDM program to match with industry standards. Board of advisors, PhD Faculties and industry veterans help align the courses to industry expectations. Live projects, Internships, Simulations, Industry visits create the platform for experiential learning at ITM. Every student receives mentoring for soft skills, research, and internship projects, thus making the program student-centric.

ITM Business School is known to have anchored the development of Kharghar as many of our alumni have settled in Kharghar and progressed in their chosen industry. Our magnanimous alumni return to campus to recruit talent from their alma mater. Ranked among the top B Schools, ITM has made a legible mark in the education arena. ITM Business School is the most practical B School in a modern campus, with excellent industry connect and student-centric approach.



For 31 years, ITM Business Schools has been consistently ranked among India's elite business schools.

Recent Rankings

#3rd

Among the Top B-Schools in Mumbai

Source: Outlook Survey 2022

#15th

Among the Top B-Schools in West Zone

Source: Time Annual B School Ranking Survey 2022

#17th

Among the Private Standalone Business Schools in India

Source: Outlook Survey 2022



2 PALMES
GOOD BUSINESS SCHOOL
REGIONAL STRONG

ITM Business School, Navi Mumbai got a 2 Palm ranking in a Global B-School Survey.

- by The Members of the Eduniversal International Scientific Committee

#14th

Amongst Top 20 West Zone B- Schools by Times Annual B-School Ranking Survey 2021

#19th

Among Top 75 Private Business Schools in India by Times Annual B-School Ranking Survey 2021

#25th

Among the Top Private Business Schools in India by Cfore- EW B-School Survey 2021

#6th

in Top Private B-Schools in Mumbai By Times B-School 2020

#8th

Top B-Schools in Mumbai by Business Today 2020

#10th

in the Top Eminent B-Schools of Super Excellence By GHRDC- CSR B-School Survey 2020

#12th

By Business World B-School Survey Regional 2019

#32nd

By Business World B-School Survey Private 2019

#34th

By Careers 360 B-School Ranking Survey 2019

#2nd

In Mumbai by All India by Times B-School Survey 2018

#5th

In Maharashtra by All India by Times B-School Survey 2018

#8th

Among Top 75 in West Zone by Times B-School Survey 2018



ITM Business School at ITM Vocational University, Vadodara GJ

Since its founding in 2014, ITM Vocational University Vadodara has pioneered a blended approach to delivering its popular ITM iConnect MBA program. Combining industry immersion through internships, industry sponsored research and project work as well as workshops and masterclasses conducted by senior industry executives, the ITM iConnect MBA is an excellent opportunity for students to get well-trained and ready for the techno-industrial future. The MBA program has seen excellent placement figures even in the midst of the pandemic, due to the extensive industry connections that the University has built over the years.

The campus features modern infrastructure, with A/C classrooms, large computer labs, on-campus wifi, canteen and recreation facilities. In addition, the University provides accommodation and transport facilities.

The University is a UGC recognized, private university and conducts a wide range of courses in management, engineering and health sciences, out of its expansive campus at Vadodara.

Highlights:

- 2-Year full-time ITM iConnect MBA program
- UGC approved University
- The ITM iConnect experience in MBA degree format
- Extensive Industry internships and projects
- A young and well-qualified faculty team
- 100% Placement Record in 2022



ITM Business School at ITM University, Raipur CG

Established in 2012, ITM University Raipur is the largest member of the ITM Group of Institutions. The university has been offering the ITM iConnect MBA program very successfully, with excellent academic achievement and placement records. Supported by a group of experienced faculties, extensive infrastructure, and industry exposure, the student cohort has achieved significant success. ITM University at Raipur is situated in a large 25-acre campus, with over 2 lakh sq. ft of academic spaces such as large classrooms, cafeteria, computer labs and more. The campus offers convenient hostel facilities with a shuttle bus service. ITM Business School at ITM University will offer the full ITM iConnect experience, including the industry internships, Talewind training and top notch placement opportunities. ITM University is a UGC recognized private university.

Highlights:

- 2-Year full-time ITM iConnect MBA program
- Extensive Industry internships and projects
- Highly experienced and well-qualified faculty team
- 100% Placement Record in 2022
- UGC approved University



ITM iFirst Scholarship 2023

Funded by the ITM Trust, ITM Business School takes pride in offering a wide range of scholarships upto 100%. The scholarship is open to all successful PGDM applicants, who have sound academic and professional merit and demonstrate the ability to contribute to all aspects of the program.

ITM conducts a National Scholarship Test to provide an opportunity to all PGDM/ MBA Aspirants to avail program fee concession. In the last 5 years, ITM has distributed scholarships worth INR 10 crores across India.

100% Scholarship Achievers 2022-24



Manik Mittal
100% Scholarship
PGDM 2022-24



Suprab Sen
100% Scholarship
PGDM 2022-24



Karan Varshney
100% Scholarship
PGDM 2022-24

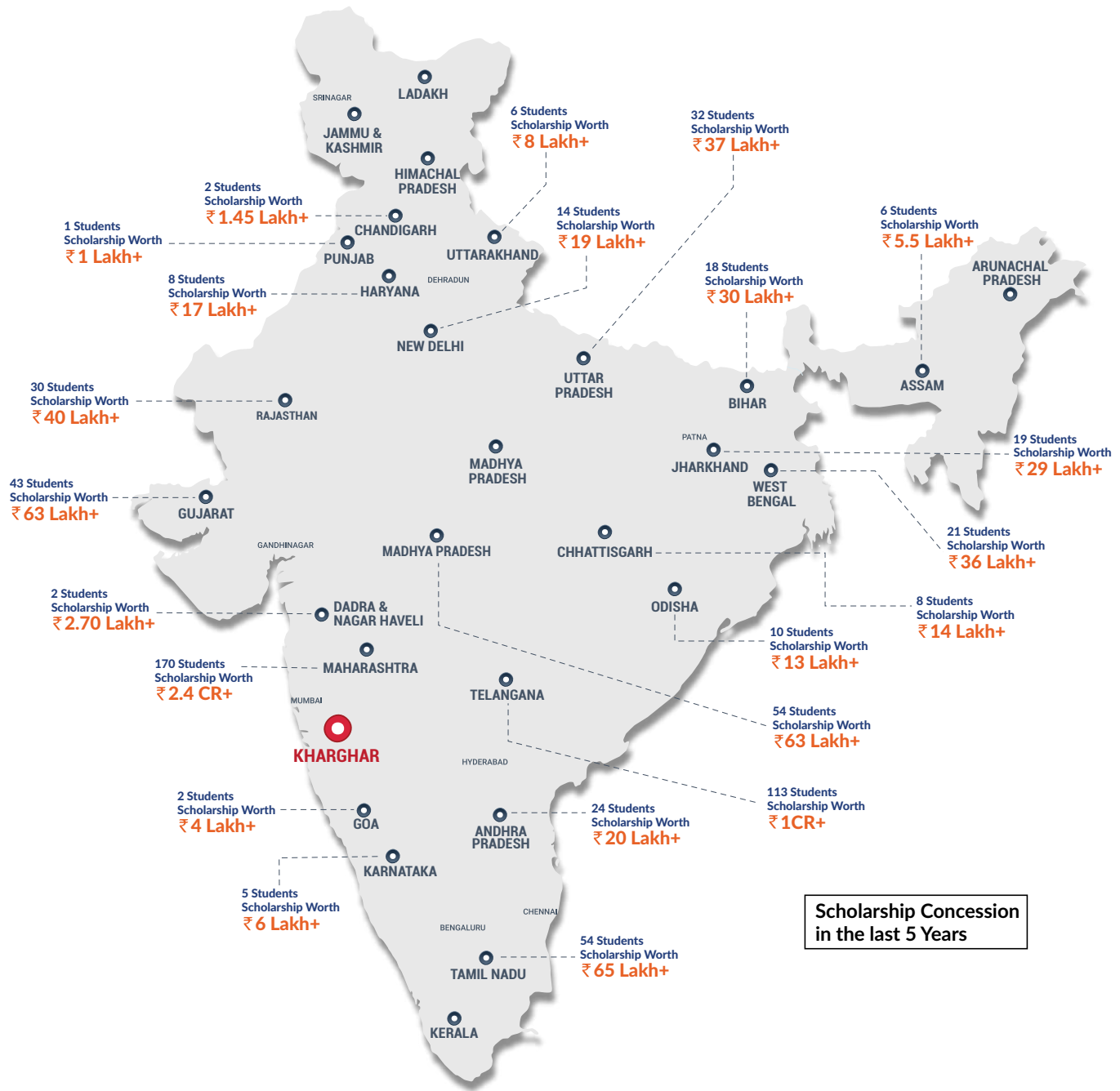


50% SCHOLARSHIP PGDM 2022-24

- Simran Kavalekar
- Jensi Kothari
- Vidhi Lad
- Harshita Verma
- Kumar Abhijeet
- Urjita Tiwari
- Anusha Kanoongo
- Sumita Gupta

25% SCHOLARSHIP PGDM 2022-24

- Omkar Ghaskadbi
- Sakshi Shah
- Rahul Baheti
- Pooja Shukla
- Harshi Jain
- Ishaan Kotwani
- Nishika Singh
- Ashvita Shetty



One of the India's Most Diverse B Schools

28 STATES	08 UNION TERRITORIES	01 BUSINESS SCHOOL	10 CRORE SCHOLARSHIP REWARDED	650 STUDENTS BENEFITED
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Hall of Fame



Shabbir Mala
Batch 1994-96

**Sr. Vice
President**
Wells Fargo



Dipu Rajan
Batch 2004-06

**Vice
President**
HDFC Bank



Dipesh Gajera
Batch 2004-06

**Vice
President**
IDFC FIRST Bank



Amitabh Dalal
Batch 2004-06

**Vice
President**
UTI Mutual Fund



Ramkumar J.
Batch 2002-04

**Vice
President**
SAP



Jignesh Dawda
Batch 2005-06

**Vice
President**
IDFC Asset Management



Navneet Kumar
Batch 2007-09

**Executive Vice
President**
YES Bank Ltd



Niranjana Nilekani
Batch 2009-10

**Assistant Vice
President**
ICICI Lombard



Harshdeep Singh
Batch 2007-09

**Director
(Emerging Accounts)**
Perfios Software Solutions



Ashwin Ganesh
Batch 2007-09

**Associate
Director**
Price Waterhouse Cooper's



Tarandeep Singh
Batch 2005-06

**Marketing
Director**
KidZania India



Bharat Parekh
Batch 1991-93

**Executive
Director**
CLSA Ltd.



Shrestha Mallick
Batch 2017-19

**Senior Projects
Manager**
NeoGrowth Credit Pvt. Ltd.



Anuj Bindra
Batch 2010-12

**Marketing
Manager**
BSH Holding



Gautam P.
Batch 2015-17

**Assistant
Manager**
Hyundai Motors India



Nitin Nachnani
Batch 2008-10

**Senior
Fund Manager**
Bristow Investment Ltd.



Devasree Roy
Batch 2012-14

**Manager
Human Resources**
Blue Dart Express Ltd.



Kashish Arora
Batch 2009-11

**Regional Business
Manager**
VE Commercial Vehicles



Debdipto M.
Batch 2016-18

Manager
Kotak Marketing Bank



Teja N.
Batch 2020-22

**Release and
Compliance Manager**
Tata Consultancy Services



Ranjit Samal
Batch 2012-14

**Head
Partner Strategy**
DTDC Express Ltd



Rubesh Mutsuddi
Batch 2017-19

**Senior Brand
Service Associate**
Leo Burnett India



Chaitanya Vaidya
Batch 2019-21

**Senior Executive
Product**
NJ India Invest Pvt Ltd



Gopinadhan KG
Batch 2009-11

**Client Partner
India & Asia**
EMA Partners



Jayendra Singh
Batch 2013-15

Lead Analyst
Lowe's



Errol Periera
Batch 2005-07

**Head
SME Credit**
Bank in Muscat



Siva Ravi Teja
Batch 2013-15

**India HR
Operations**
PPG Asian Paints



Reet Bhambhani
Batch 2004-06

**Senior
Partner**
EMA Partners



Rahul Rathi
Batch 2007-09

**Senior Partner,
Private Banking**
Axis Bank Ltd.



Gaurav Agashe
Batch 2019-21

**Research
Analyst**
Nielsen



Dr. Avik Sinha
Batch 2006-08

**Associate
Professor**
Goa Institute of
Management



Sourabh Banerjee
Batch 2019-21

Consultant
Deloitte



Mohit Gopal
Batch 2000-02

**Head of
Bancassurance**
Takaful Emarat Insurance



Akhilesh K.
Batch 2016-18

**Business
Intelligence Analyst**
Abbott India Ltd.



Raunak Jain
Batch 2016-18

**Operation
Risk Analyst**
CitiBank



Shankar N.
Batch 2003-05

Consultant
HR Anexi Pvt Ltd.



Sahil Kapoor
Batch 2005-07

**Head of Products
& Market Strategis**
DSP Mutual Fund



Sunjoy Dhaawan
Batch 1991-93

**Chief Human
Resources Officer**
DHL Express India Ltd.



Gargee Sharma
Batch 2007-09

**Talent Management
Lead**
Capgemini



Mukesh Kanodia
Batch 2009-11

**Associate Principal
(Investments)**
Piramal Finance

Highlights of

ITM PGDM

iConnect

2023-25

AICTE Approved



ITM PGDM iConnect is a two-year full-time AICTE-approved program that addresses the challenges of the next-gen professionals.

Students gain:

- The experience of working with teams
- Understanding of core business
- Excellent communication skills
- Strong analytical abilities

The **ITM iConnect PGDM 2023-25** focuses on developing business intelligence, innovative thinking & providing industry exposure through our unique course, featuring:

**10 Industry Specializations
in PGDM**

Choose the one that suits you best



Industry Exposure

5 Months Intensive Industry
Internship



Overall Development of Students

300+ Hours of self-development
embedded into the curriculum



Work with Top-Notch Companies

Over 650+ on-campus
Recruiters



Intensive Preparation

ITM Business School's PGDM iConnect program requires mental strength. With over 1000 contact hours of curriculum and 300+ hours of personal and professional development, we aim to develop our students into ready-to-work professionals.

How do we do it?

iConnect is a paradigm that connects the individual, the institution and the industry. We start with a foundation module, and a common core of first term subjects. By term two itself, students must select their specializations, enabling them to take up more specialized subjects than any other PGDM/MBA course in India. From term 1 itself, students focus on basic how-tos and advanced skills, taking our now famous TALEWIND courses which is a part of the curriculum. TALEWIND fixes your initial weaknesses and gets you ready for work with required skills.

Can you do it? Prove it!

Ready to try out your new found skills and knowhow? ITM is the pioneer of the 5 month Industry Internship, where you get to dive in and work full-time with top companies, getting actual work done, while learning first-hand, what it takes to be a professional. Its hard work, but super rewarding, as many of our students land PPOs and start building their professional networks, even before they graduate.

Get ready to launch!

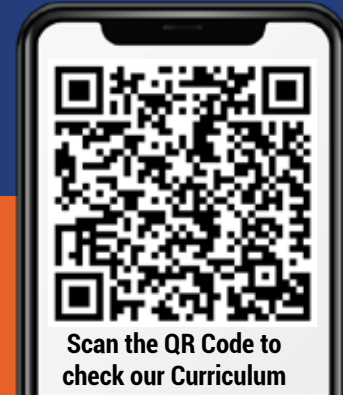
Once back from internship, the pace accelerates. Lots of advanced specialization subjects, internship reports, intensive placement prep, followed by a rush of on-campus interviews, selections and job offers. ITM brings over 650 recruiters to its campuses each year, every big name and juicy job profile you can imagine, just bring your 'A game'!

PROGRAM SCHEDULE FOR AY 2023-25

	AY 2023 - 24			AY 2024 - 25	
	Sem 1	Sem 2	<i>iConnect</i>	Sem 3	Sem 4
Schedule	July 2023 to November 2023	November 2023 to March 2024	April 2024 to August 2024	September 2024 to January 2025	January 2025 to March 2025
Experience	Initialization, Core Courses	Developing Competencies & Specialization Core	5 months, Industry Integrated Internship	Advanced Specialization courses, Career prep, Placement readiness	Assimilation of learning, research and work experience
Academics	Foundation Course + 10 course	Specialized Subjects		Advance Subjects	1 Course
Research	-	Capstone Phase 1		Capstone Phase 2	Final Capstone Phase 3
Talewind	4 Course	4 Course		4 Course	1 Course

PGDM *iConnect* Specializations

The PGDM Program is a two-year, full-time AICTE approved program. The Specializations of the PGDM Program are:



FINANCIAL MARKETS

For India to become a USD 10 trillion economies by 2030, the financial sector must grow at 16-18% which will result in rising demand for financial professionals in the traditional & emerging finance areas. To meet this demand, the Financial Markets specialisation provides a dedicated course focusing on core concepts, innovative pedagogy, practical orientation and analytical thinking. It covers all core finance areas providing a perfect blend of classroom sessions and practical training in the Business Simulation Lab.

Job prospects: It prepares students for the roles of Investment Banking Associates, Corporate Finance Manager, Research Analysts, Credit Analysts, Investment Analysts, Risk Analysts, Corporate Advisory, Banking Associates, Product Managers, Merchant Bankers, Financial Advisors, Treasury Managers, Tax Consultants, Compliance Officers, Business Analysts, Investment Relationship Officer and Business Consultant.

Additional Certification : CISI (Chartered Institute for Securities), UK, NISM (National Institute of Securities Markets) and ESG Certification.

FINTECH

Catering to the fast emerging and growing area of technology-driven innovations & transformations in finance and financial services, the FinTech Specialisation is the blend of Finance and Technology, with hands-on experience in FinTech Lab. The course, which is designed by industry experts, has a unique offering of the live internship.

Job prospects:

The course enables students for career opportunities as Fintech Analyst, Innovation Catalysts, Fintech Design Thinker, Product Owners & Managers, Business Analysts, Data Scientists, Risk Analysts, WealthTech and Robo Advising Consultants, Cyber security & RegTech Analyst, Research Analyst, Investment Bankers Associates, Financial Analysts, Banking Associates, and related roles.

Additional Certification : FinTech Certifications by Uday Education Platform from Mumbai FinTech Hub (an initiative of Maharashtra Government)

BUSINESS ANALYTICS

Global Business Analytics is a USD 105 billion market, growing at a CAGR of 8%. India, with its surfeit of talent, has become the Analytics hub for organizations across the world. The curriculum includes leading-edge courses in all domains of Management, Data visualization, Statistical Models for Decision-Making, Machine Learning, Big Data Technologies and Programming with R, SQL & Python. Hackathons, Live projects, Internships, and Capstone projects give a real-world experience of solving business problems.

Job prospects: The nature of opportunities in the diverse sector can be summed up in the following five career opportunities: Data Scientist with a focus on Computer Science/Technology, Data Scientist with focus on Analysis, Quantitative Analyst/Modeler, Functional Analyst, Business Analyst.

Additional Certification: Data Science with Python, Tableau, Power Bi, and SAS by Cognitio.

OPERATIONS & SUPPLY CHAIN MANAGEMENT

The logistics sector in India is expected to grow at a compound annual growth rate (CAGR) of 10% to \$215 Billion by 2022. A study conducted by TOI on 25 th April 2022, found that 34% of the candidates that were appointed as first-time CEOs in the last year were from Operations.

The objective is to develop competent Operations Managers with analytical and decision-making skills through innovative curriculum and experiential learning. It prepares the students to tackle challenges in manufacturing, services operations, Logistics, Supply chain design and Supply chain management, Quality, Innovation and Environmental issues.

Job prospects: The course enables students for career opportunities such as Operations Specialist, Leading warehouse and logistics, Assistant Manager-Supply Chain, System Engineer, Team Manager (ML-Data Operations), Deputy Manager, Assistant Manager, Consultant, and so on.

Additional Certification: Lean Six Sigma Green Belt Certification

DIGITAL MARKETING & TRANSFORMATION

Digital marketing has become an exciting career option and offers you a variety of job roles across industries. There are many reasons behind the fast addition in the digital population, a steady increase in the penetration of smartphones, internet-friendly gadgets, and the Entry of 5G. According to a recent study, by 2023 more than 10 million new digital jobs are expected, and this is because most companies will have an online presence and 90% of businesses will rely on digital marketing.

The demand for Digital Skills is steadily going up and the Digital Marketing Transformation (DMT) specialization offers a blend of Business Management, Marketing, Digital Marketing, and Digital Analytics.

Job prospects: This specialisation enables the students to get into Job roles like SEO Analyst, Media Strategist-Digital channels, Functional Analyst, Social Media Analyst, Digital Strategist, ORM Analyst, Associate marketing manager, DMS lead role, Relationship Manager, Ad-Tech Manager, Consultant and SEO strategist, and so on.

Additional Certification: Campaign Creation for Client & Campaign Optimization, The Art of Pitching & Client Briefing, Marketing Automation, Influencer Marketing, Podcast Marketing, Online Ad Designing, Client-Oriented Strategy, Programmatic Advertising, 5 Google Analytics, Power BI, Tableau, Adv. Excel, Social Media Analytics Certification

RETAIL MARKETING & MANAGEMENT

Current Market Statistics - According to Kearney Research, India's retail industry is estimated to grow by 9% from 2019 to 2030. According to a report by Bain & Company in Association with Flipkart 'How India Shops Online 2021' the e-retail market is expected to grow to US\$ 120-140 billion by FY26. The fast-moving retail industry links different points of the vast supply chain network across the globe. The scale of this industry has spawned massive opportunities for Retail Management students in different areas like Operations Management, Retail Buying, Merchandising, and Marketing, Digital Marketing, E-commerce Management etc. After the Covid wave, the footfall across malls' need for a life experience brought consumers back to offline retail.

Job prospects: Varied job profiles as AVPs and VPs in different corporates across various organizations as Cluster Manager, Brand Manager, Warehouse Manager, Product Category Specialist, Manager E-Commerce, Visual Merchandiser, Digital Strategies Head, Category Head, Sales Head and many more.

Additional Certification: Google Project Management, Online French Language, Lean Six Sigma Green Belt Certification, Advanced Image Recognition & Retail Data Analytics Certification

FINANCE

Finance is the paradigm of any business corporation. The demand for jobs in banking, financial services and insurance has surged post-pandemic and has witnessed an overall growth of 27% in February 2022 in the Indian BFSI industry. Considering this huge demand, the PGDM Finance specialisation has been designed to give the student a holistic picture of the world of Finance with a blend of immersive industry exposure.

Job prospects: This specialisation offers countless career opportunities in Accounting, Banking, Project Financing, Financial Planning, Capital Markets, Venture Capital, Investment banking, Financial Risk Management, Equity Research Analysis, Valuation etc.

Additional Certification: Environment, Social and Governance (ESG) and NISM Certification. Various other certified workshops and guest lectures under the Finance Forum.

HUMAN RESOURCES

The growth in the Human Resources market has shown a remarkable boom in the modern business world. However, the growth in the HR industry in India is showing promise with some amazing HR industry trends on the bay. The global human resource market is projected to grow from \$24.04 billion in 2021 to \$35.68 billion in 2028 at a CAGR of 5.8% in the forecast period. (Gartner Report)

Job prospects: Future opportunities for HR Students: In the HR 4.0 scenario, most HR solutions are highly automated, and employers are investing in recruiting and retaining the best. Few In-demand HR Jobs - People Analytics, Chatbot Facilitator Head of WFH development, Head of Skill Design, Head of Human-Machine Integrations, Head of Workplace Design, Head of Gig Economy Management, Climate Change Analyst, Director of Wellness, Global Cross-Cultural Head, International Human Resources Associate, Employee Relations Manager, Change Management Specialist and so on.

Additional Certification: Psychometric Testing and HR Analytics Certification

MARKETING

PGDM Marketing has a unique distinction of providing a competitive advantage to the learners in every possible way, by promoting themselves as effective brands. According to a report published by Deloitte, customer-centric businesses are 60% more profitable than others. It also explained that between 2017 and 2060, around US \$50 trillion is expected to move from one adult group to another which gives massive reasons for the businesses to focus on different customer segments at different points of time.

Job prospects: PGDM's specialisation in Marketing opens up and connects well with analytics, research, digital marketing, product and brand strategic roles, relationship management profiles, and demand forecasting roles to name a few. To be precise, in the Analytics area one could become a Marketing Analyst, Customer Analyst, Sales Analyst, Market research analyst, and Brand research analyst. In the area of advertising, Accounts executive, and Production manager is the major profiles among many others.

Additional Certification: Website creation with Wordpress, Power of data analytics in 360 degree marketing. Introduction to Digital marketing and channels, How to navigate from classroom to boardroom.

INTERNATIONAL BUSINESS

International Business makes up a large and growing portion of the world's business. As per UNCTAD report, Global trade hit a record high of \$28.5 trillion in 2021, that's an increase of 25% in 2020 and 13% higher compared to 2019 before the COVID-19 pandemic struck. As per Standard Chartered Report, world trade is expected to cross \$30 Billion by the end of this decade. This speaks volumes of the potential of International Trade and International Business.

Features of PGDM-IB

1. Global Immersion of 10 weeks in Europe embedded and a Foreign Language (French) is taught.
2. Integral/Generative Education through an initiative of Leadership Lab that is taught in three semesters.
3. Emphasis on Global Operations, International Finance, Global Marketing, International Trade, Export Import Management, Country Profiling and Foreign Policy etc,
4. A certification in the Theory of Constraints and Six Sigma.

Job prospects : The study of IB makes the student learn about the diverse international cultures and societies and challenges him/her to approach the issues with different perspectives. These skills can land students in jobs like Analyst, Economist, Product manager, Foreign Exchange Trader, Trade Specialist, Import Export Coordinator, etc.

Additional Certification: Global Immersion in EUROPE for 2.5 months with certificate from Top University Integrative curriculum for multiple specializations with special emphasis on Global Operations, International Finance, Global Marketing, International Trade, Export Import Management, Country Profiling, and Foreign Policy etc.



iConnect *Internship Program (IIP)*

Five-months' Industry Internship is aimed to provide students an exposure to the real corporate environment. This learning stint with the industry is envisaged to put an intern into multiple roles, under the company guide and faculty mentor. These varied roles require multi-dimensional skill sets which an intern is trained in the first year. The industry internship placements are facilitated by our robust Placement Department.

The Internship Program of ITM aims at the following objectives:

- Application of knowledge and techniques learnt in the first year, further enriching one's understanding, knowledge and skills.
- Understanding an organization, its management functions, decision-making process and thereby enhancing one's perspectives.
- Appreciating the inter-linkages among different functions and developing realistic managerial perspectives of organization, their realities and their functions.

Internship grooms the students to develop holistically, making them corporate ready and capable to handle challenges.





International *Experiences*



Global Study Term PGDM: International Business



Harshini Mantha
International Business
(2021-23)

I have always been fascinated about learning from a global perspective. ITM Business School has a unique curriculum of introducing the choice of subjects from the first semester itself. I can vouch for the professors at ITM Business School as they stand testimonial for excellent teaching skills and diverse experience in their respective fields.

Also, as I write, I'm attending a short term summer school program at EM Normandie Business School in Le Havre and Paris, France - an opportunity provided by ITM. There are students from 25 different countries coming from diverse cultures. It's an eye opener for me as I am getting the exposure of multiple perspectives on the same subject.

Particularly as an International Business student, it has been an enriching experience both at domestic and global level.



Sripriya Konakanchi
International Business
(2018-20)

I always wanted to be a global professional but was not getting the programme that caters to my requirements and is cost effective as well. I got to know about ITM PGDM in IB program that gives an international exposure for a good 12 weeks. The program of PGDM IB has a different teaching methodology that includes a short term Students Exchange Program in Europe for a span of 3 months that not only provides theoretical approach but teaches us practical skills.

During the program we are exposed to different business scenarios that helped us understand Cultural differences, Negotiation skills, Product and Process Innovation, Design thinking, Crisis management and Project management.

The Industry Visit in Europe gave us an insight how industry functions and different international standards that an Industry follows abroad as well.

We also gained knowledge about business expansion and development through a business simulation game that was part of our rich curriculum.





NGO *Internship*

NGO internship has been introduced with a view to strengthen the Emotional Social Quotient of students which is envisaged to widen their perspective to take management decisions with a humane approach.

The students undertake a **15 Days Project** with an NGO / Trust / Charitable Institution or CSR Department of an Organization.

The specific objectives of the project include:

- To understand the role of NGO in social welfare and development.
- To understand companies contribution towards CSR.
- To understand the managerial role in social work.
- To learn the management practices of NGOs.
- To sensitize the students towards the poor and the underprivileged.
- The students undertake live projects with NGO-CSR wings of corporates to gain hands-on experience with tackling social issues and receive altogether a unique experience which ultimately helps build managers having a fine blend of mind (Intellect) and heart (Emotions).



We make good corporate citizens

<p>Rotary CLUB OF DELHI ELITE</p>	<p>ACLUDE FOUNDATION Action Towards Inclusive Equality</p>	<p>Since 1996 AMCHA GHAR Creating a better tomorrow</p>	<p>Sujaya FOUNDATION</p>
<p>FIAPO NETWORK ADVOCATE LOVE</p>	<p>Prasanchetas FOUNDATION HAPPIER, HEALTHIER, WINNING LIVES</p>	<p>Anantabang</p>	<p>Children of the World (India) Trust</p>
<p>AseeMa</p>	<p>CHILD HELP FOUNDATION</p>	<p>DRZYASHAKTI</p>	<p>Galaxy Global Supplier to Global Brands</p>
<p>CASP COMMUNITY AID AND SPONSORSHIP PROGRAMME</p>	<p>DBM INDIA EDUCATION . EMPLOYMENT . EMPOWERMENT</p>	<p>EKAM FOUNDATION HEALTHY CHILD. HEALTHY COMMUNITY.</p>	<p>educoco Member of ChildFund Alliance</p>
<p>GLOBAL SUCCESS FOUNDATION</p>	<p>Gramodaya Trust</p>	<p>elpCircle Powers SvarnaVriksh</p>	<p>kotak Education Foundation</p>
<p>RAKSHAK FOUNDATION</p>	<p>केशोग्यान Foundation</p>	<p>Reliance Foundation</p>	<p>IMPACT INDIA FOUNDATION</p>
<p>Mahindra PRIDE SCHOOL</p>	<p>इकलभेताली SELF-ESTEEM - UNITY - INDEPENDENCE</p>	<p>SONA SAROVAR TRUST</p>	<p>AKANKSHA Aspire. Achieve. Be the Change.</p>

Placement *Success*

We focus on getting the best brands and high-demand job profiles, giving our students a world of interesting opportunities in a wide range of industries.

ITM is known for its excellent corporate connections through live projects, placements and internships. Prominent recruiters such as Airtel, ICICI, JP Morgan Chase, Godrej, HDFC, Deloitte, Saint Gobain, Larsen and Toubro to name a few, have graced our campus for recruiting students in the past academic years. The strong relationship with corporates vouches for the robust curriculum that builds great managers.



ITM Navi Mumbai Placement Records-2022

Highest : INR

21 LPA

Average : INR

8.65 LPA

Specialization	Highest INR Lacs	Average INR Lacs
Marketing	21.0	8.65
Finance	14.0	8.0
Business Analytics	12.5	7.5
Supply Chain & Operation Management	12.4	6.5
International Business	15.0	7.75
Retail Management & Marketing	10.4	7.0
Human Resource & Management	8.5	6.5
Financial Markets	10.8	6.5
Digital Marketing and Transformation	8.5	7.2
Fintech	9.2	7.0

Career Progression Assistance @ITM



- ➔ The 'TALEWIND' program covers all the skills essential to bridge the gap between theory and practice, aptitude and attitude and knowledge and transformation.
- ➔ The course content ranges from one-to-one mentoring sessions, effective attitude development, interpersonal skills, global skills enhancement and career management.
- ➔ The faculties, equipped with soft skills, communication and applied behavioural science, assure focused attention and personal guidance to every student.
- ➔ Students are also taught public speaking, e-mail writing, life skills, mental flexibility, presentation skills and GD-PI skills, etc.
- ➔ TALEWIND is a holistic program meant to transform & equip students for the corporate world and bag quality placements.

Get Job Ready

1 ATS Resume

Video Resume 5

2 LinkedIn

Grooming 6

3 Interview Skills

Aptitude Training 7

4 Group Discussion

Networking 8



Pre-Placement *Offers*

Pre-Placement Offers (PPOs) have skyrocketed at ITM Business School in recent years, with Five Months of Industry Internships. ITM's innovative TALEWIND program for students' overall development Industry-relevant learning from industry veterans, young professionals and subject experts.



ITM Navi Mumbai Internship Records-2021

Highest Stipend
25000/-
INR per month

Average Stipend
12000/-
INR per month



Internship & Placement Recruiters

FMCG	Real Estate	Bank	Consulting	Financial
				
				
				
				
				
Logistics	Retail	Manufacturing	Fintech	IT/ITES
				
				
				
				
				



JOB ROLE

Tax Consultant

Assistant Manager
Products & Projects

Research Analyst

Business
Development
Manager

Marketing
Strategist

Management
Trainee

Operations
Analyst

KYC
Analyst

Human Resource
Manager

Content
Strategist



Campus *Infrastructure*

ITM Business School is spread over close to 2 acres of land in the well planned satellite city - Navi Mumbai. The campus has the advantage of being at the centre of the global financial hub and industrial capital of India with thriving business opportunities in Navi Mumbai, known for being a “Smart City”.

ITM Kharghar has state of the art infrastructure. Aptly coined as “Technology Campus”, this is proved by the Interactive Theatrical Classrooms, Video Conferencing Facilities, Wi-Fi Enabled Campus, Various Learning Softwares, LMS (Learning Management Systems), Digital Library, Digital Studio, Labs etc. It has all the modern facilities befitting the image of a world class institution delivering curricular and extra curricular learning resources. To our extra curricular resources necessary for the holistic development of our students.



Scan the QR Code to take a Virtual Tour of our Campus



**BUSINESS
SIMULATION LAB**

**DIGITAL MARKETING &
TRANSFORMATION LAB**

**FINTECH
LAB**

**ITM SOCIAL
MEDIA LAB**

**ITM U.LAB
(Transforming Self,
Business and Society)**

**RETAIL LAB IN ASSOCIATION
WITH URBAN MART**

Campus Facilities



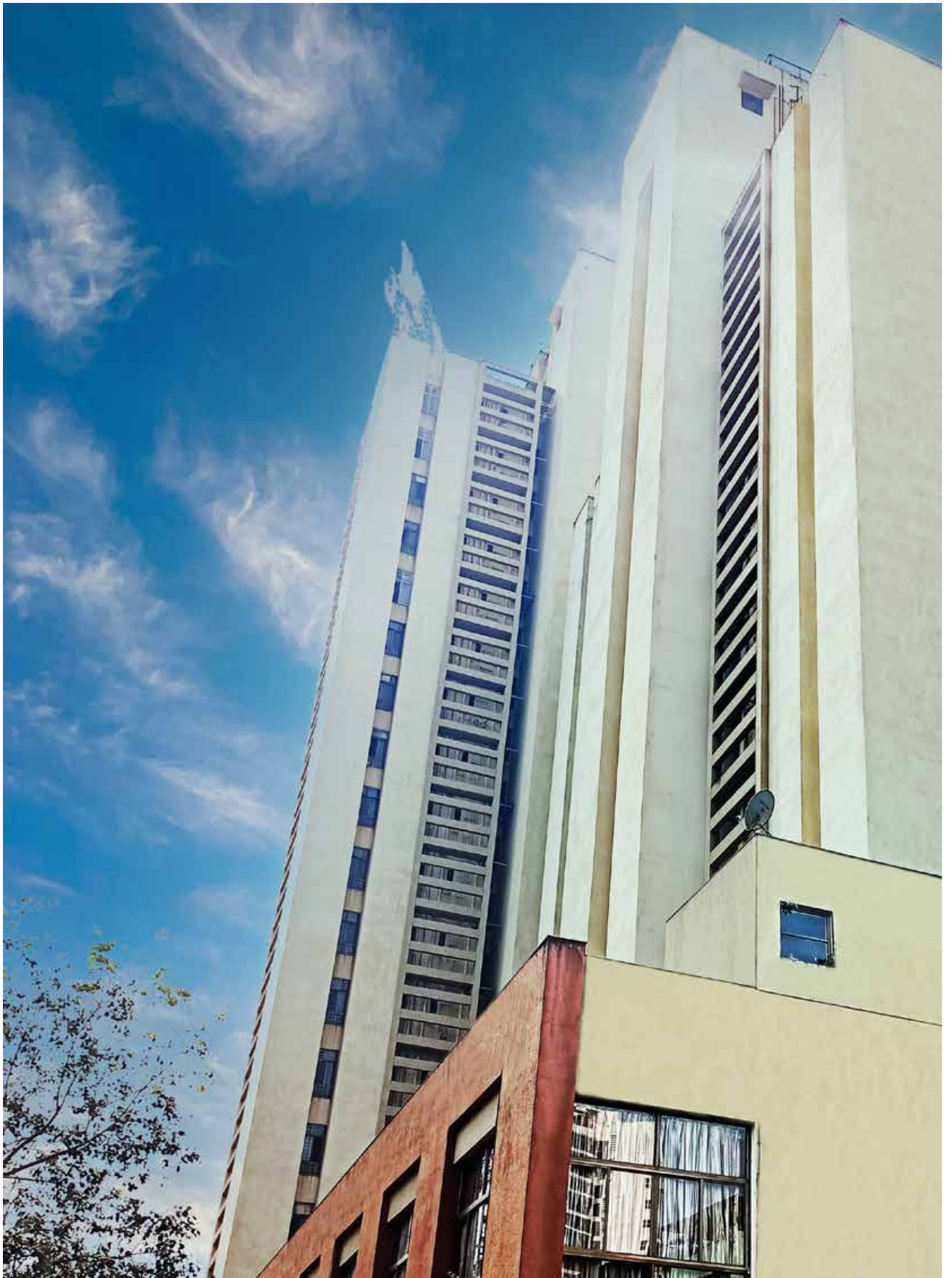
24*7 Wi-Fi Enabled Campus	Wellness Centre	Theatrical Classrooms
Cafeteria	Lab / Auditoriums	Amphitheatre

Library & Information Centre

Comprehensive and well-formulated collection of books in print as well as digital library format, meant for teaching, learning, research and reference purposes.



38282 BOOKS	42119 E-BOOKS	6132 E-JOURNALS	8 NEWSPAPERS	90 PRINT PERIODICALS	1500 LEARNING RESOURCES
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Hostel *Life*

ITM Hostel is situated in Kharghar, Navi Mumbai's education hub. This well-known establishment acts as a one-stop destination servicing students both local and from other parts of Navi Mumbai, Mumbai.

At ITM hostel you can enjoy living in a pleasant environment along with:

- **16 Storey Building.**
- **24*7 Doctor on Call Facility.**
- **Separate Wings for Girls and Boys**
- **Indoor & Outdoor Gaming Facility.**
- **Hot & Cold water Service.**
- **Power Backup Generators.**
- **Canteen Facility.**
- **Bus Service (Hostel to ITM Campus).**
- **Individual Wifi service for each room.**
- **Covid 19 safety measures.**

Lets take you on a Virtual Tour of our Hostel.



Eligibility &

Application Procedure

Eligibility

Minimum eligibility for application to the ITM PGDM programs is a bachelor's degree from any AIU recognized University with minimum 50% marks in the qualifying examination. Final year students may also apply. In addition, candidates must have appeared for one of the following MBA Entrance Tests: CAT, XAT, CMAT, GMAT, MAT, ATMA, State CET tests where applicable, and as per AICTE guidelines.

For assistance contact us:

Toll Free: 1800 209 9727 | Email: pgdm.admissions@itm.edu

Scan the QR Code to
Complete your Application



Application Instructions

- Please read the application instructions carefully for detailed information.
- You must maintain a valid email account & phone number throughout the selection process, so that we may contact you.
- You will be required to show / present your original marksheets, (if asked)
- Any wrong or misleading information in the online application form will disqualify your application and if already admitted, will lead to the cancellation of your admission.
- While filling out the academic records section, the basis of computing percentage marks obtained by you would be based on the practice followed by the board/institution from where you have graduated.
- **IMPORTANT: You must keep a photocopy of the filled online application form for future reference. Once the application form is accepted by ITM, an Application ID will be communicated to you, which must be quoted in all future correspondence.**
- Students who are seeking admission to PGDM-IB program should have passport with them or should initiate the process of obtaining pass port as soon as they reserve seat.

Scholarships

ITM awards a limited number of scholarships to candidates who have demonstrated academic, social, cultural/ arts or personal achievements and whose personal or family finances are inadequate to support the costs of the PGDM program. The scholarship awards are in the form of full or part waiver of Academic Fees and other costs at the sole discretion of the Scholarship Committee.

ITM uses the CAT, XAT, CMAT, GMAT, MAT, ATMA, State CET tests and other scores for short-listing candidates for our selection process. Neither IIM's nor other Test Administrators or regulatory bodies have any direct role in the selection of applicants. ITM follows the guidelines of AICTE and other applicable regulatory bodies in its selection process.

Selection Process

Shortlisting for MPPI and final selection for admission to the above programs is based on your overall academic performance & followed by scheduled Micro Presentation & Personal Interview. Short-listed Candidates will be called to attend the MPPI Process selection rounds; Call-letter for the Selection Process is send through courier / post and e-mail. The selection criteria for final admission is based on following multiple factors:

- Past Academic Performance
- Entrance Test Scores
- MPPI Performance
- Work Experience (if any) after Completion of your Graduation
- Extra Curricular Activities, Other Interests and Accomplishments
- A combination of all the above factors are used to determine the Eligibility of Candidates Final Admission. A high Entrance Test Score does not guarantee a call for Selection Process or Admission Offer

You must bring following original documents for verification purpose only at the MPPI venue:

1. Entrance test results :
2. All Graduation Marksheets and certificates
3. Proof of work Exp if any.
4. Address Proof
5. Important: ITM shall not retain any original documents or marksheets. We will only verify the originals against the photocopies and return the originals to you.
6. A Demand Draft for ₹ 25000/- in favor of "Institute for Technology and Management", payable at Mumbai.
7. On successful completion of your MPPI, you may be offered admission to one or more programs, based on your overall performance in the selection process. Should you choose to accept the offer of admission, you must submit the above-mentioned demand draft of ₹ 25,000/- which represents Part-I of the program fees. You will then be given a confirmed offer of admission, as well as a receipt towards the initial fee payment. At this point, you are required to submit attested photocopies of all the above documents.
8. Should you choose not to accept the offer of admission, you are under no obligation to make any payment. Please note that after a certain period of time, the offer of admission may be revoked.

Important Note: Please write your Application ID, Full Name and email address on the back of all photocopies.

Selection Process Locations

→ Allahabad	→ Bhubaneshwar	→ Gwalior	→ Kolkata	→ New Delhi	→ Rajkot
→ Agra	→ Cochin	→ Hyderabad	→ Lucknow	→ Patna	→ Vadodara
→ Ahmedabad	→ Chennai	→ Indore	→ Nashik	→ Pune	→ Varanasi
→ Bengaluru	→ Durgapur (Kolkata)	→ Jaipur	→ Nagpur	→ Raipur	→ Vishakhapatnam
→ Bhopal	→ Guwahati	→ Jamshedpur	→ Navi Mumbai	→ Ranchi	

ITM reserves the right to cancel or change the interview locations at its sole discretion. Only short listed candidates shall be called for the selection process.

General Instructions

- Please quote your name, date of birth and application ID in all your communications with us.
- We welcome the applicants and parents to visit any of our campuses to experience our programs, infrastructure & people.
- Any dispute arising from matters given in this document are subject to Mumbai jurisdiction and no other court shall have jurisdiction in this matter.





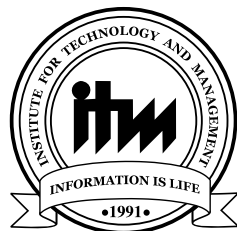
Life @ ITM Business School





The Next Chapter Starts Here

Visit us at



ITM Business School

Plot 25 & 26, Institutional Area, Sector 4,
Kharghar (E), Navi Mumbai - 410 210

Toll Free 1800 209 9727

Campus: Navi Mumbai | Raipur | Vadodara

Apply online: www.itm.edu/pgdm

You can connect with us on:

 ITM Business School  [itmbusiness.school](https://www.instagram.com/itmbusiness.school)  ITMGroupVideos

 [itmbusinessschool](https://www.linkedin.com/company/itmbusinessschool)  [ItmBusiness_Sch](https://twitter.com/ItmBusiness_Sch)