

PLACEMENT BROCHURE



Class of 2026



Unleashing **Global**  
**potentials**



**INSTITUTE OF PUBLIC ENTERPRISE**

Estd : 1964

(Under the aegis of ICSSR, MoE, GoI)

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# Board of Governors



**Shri K Madhava Rao,**  
IAS (Retd)  
President, IPE  
Former Chief Secretary and  
Election Commissioner,  
Govt of Andhra Pradesh



**Dr P Rama Rao**  
Emeritus President, IPE  
Former Chairman, Governing  
Council, IISc, and Former Secretary,  
Department of Science &  
Technology and Ocean  
Development, Govt of India



**Shri TV Mohandas Pai**  
Chairman,  
Manipal University  
Learning Pvt Ltd  
MEMG International Pvt Ltd



**Smt Mahpara Ali**  
Former CGM (L&D),  
Corporate Centre,  
State Bank of India



**Shri K Moses Chalai,**  
IAS  
Secretary,  
Department of Public  
Enterprises, Govt. of India



**Shri Jayesh Ranjan,**  
IAS  
CEO of Industry & Investment  
Cell in CMO and SPEED initiative;  
Special Chief Secretary, Dept. Youth  
Advancement, Tourism and Culture,  
Government of Telangana



**Prof Shantha Sinha**  
Professor (Retd),  
Dept. of Political Science, UoH,  
Former Chairperson, NCPCR



**Prof M S Sriram**  
Chairperson,  
Centre for Public Policy,  
IIM Bangalore



**Shri Arun Kumar Singh**  
Chairman & CEO,  
ONGC Ltd



**Shri Amitava Mukherjee**  
Chairman-Cum-Managing Director  
NMDC Ltd



**Shri M Prasanna Kumar**  
Chairman & Managing Director  
NLC India Ltd.



**Shri Challa Rajendra Prasad**  
Executive Chairman,  
CCL Products (India) Ltd



**Shri B Prasada Rao**  
Former CMD,  
BHEL



**Prof Dhananjay Singh**  
Member Secretary,  
Indian Council of Social  
Science Research,  
Govt of India



**Dr M Thenmozhi**  
Professor and Head,  
Department of Management  
Studies, Indian Institute of  
Technology Madras



**Prof Kumar Molugaram**  
Vice-Chancellor,  
Osmania University



**Shri N Balram, IRS**  
Chairman and Managing Director,  
and Director (Finance)  
The Singareni Collieries Company  
Ltd



**Shri Anurag Kumar**  
Chairman and Managing Director,  
Additional Charge of Director (Pers)  
Electronics Corporation of India  
Limited



**Prof S Sreenivasa Murthy**  
Director, IPE  
Member Secretary  
Board of Governors



 **Shri K Madhava Rao, IAS (Retd)**  
President, IPE

**The dynamic global economic and technology environment necessitates creative leaders who can propel expansion, creativity, and constructive transformation. We, the Institute of Public Enterprise are still dedicated to promoting social responsibility, innovation, and academic quality. Our PGDM programmes are created to give students a thorough foundation in business management while encouraging the growth of the abilities, values, and knowledge necessary for success in a world that is changing quickly. Through the strategic integration of business management, technology, and societal development, our programmes empower students to evolve into multifaceted professionals equipped to drive transformative impact within their respective organizations.**

## Message from the President

Our faculty, distinguished by their academic acumen and industry expertise, have played a pivotal role in shaping our students to navigate the complexities of the corporate world. They have enabled our students to evolve into innovative leaders and transformative change-makers through an environment that promotes experiential learning, critical thinking, and creativity. This pedagogical approach has not only significantly enhanced their employability but also imbued them with a profound understanding of the intricacies of the business landscape and the imperative of responsible leadership.

We wish to extend our profound gratitude and sincere appreciation to our esteemed industry partners for the invaluable partnership and support provided, which has been instrumental in our collective success and significantly enriched our endeavours. Your collaboration has been instrumental in empowering our students to emerge as professionals who catalyse growth, innovation, and positive transformation in their respective domains. Furthermore, it has enabled us to maintain a frontline position in terms of industry trends and best practices. Your contributions have not only enhanced the learning experience of our students but have also helped shape the next generation of leaders who will make a meaningful impact in the world.

I would like to extend my congratulations to the graduating class of 2024-26. I am confident that our alumni will drive innovation, growth, and positive change in their organizations. I encourage them to pursue lifelong learning, intellectual curiosity, and excellence as they navigate the evolving business landscape. With their talent and dedication, I am certain they will excel and make meaningful contributions.

I invite our industry partners to continue collaborating with us, empowering our students to grow and thrive. Together, we can create a brighter future for our students, organizations, and society. I look forward to our ongoing partnership and the positive impact our graduates will make in the world.

## Message from the Director

The new academic year was commenced with great enthusiasm, leveraging state-of-the-art digital tools to facilitate uninterrupted learning experiences, extensive industry exposure, and strategic business connections, setting the stage for a transformative academic excellence and professional growth. At the Institute of Public Enterprise, we believe in experiential learning through industry interaction and corporate training, enabling students to learn by practice in real-time environments. With 60 years of academic excellence, we maintain rigorous standards, offering a comprehensive and adaptable curriculum that keeps pace with industry trends and technological advancements. Our pedagogical approach emphasizes experiential learning, critical thinking, and problem-solving skills, with electives in areas like Marketing, Finance, HRM, Operations, Business Analytics, and Entrepreneurship finance. Serving industry and society, IPE aims to produce highly efficient and globally competent professionals, equipped for successful careers.

We firmly believe that experiential learning is key to professional success. Assignments, industry projects, and hands-on workshops enable our students to develop the skills, confidence, and adaptability needed to excel in diverse professional settings and transform challenges into opportunities. This approach brings into line perfectly with the priorities of



 **Prof S Sreenivasa Murthy,**  
Director, IPE

modern businesses, which focus on operational efficiency, innovative models, customer-centric approaches, and sustainable practices that integrate social, environmental, and financial goals. As a result, our students are well-prepared to meet these complex demands, driving growth and success.

Our Faculty members are renowned for their expertise and industry experience, playing a pivotal role in shaping our students' skills and preparing them for the challenges into opportunities of the corporate world. They enrich the learning experience by imparting practical knowledge and insights gained from their industry backgrounds.

The Institute of Public Enterprise's success is built on strong industry partnerships, with top leaders consistently collaborating with us since its inception. Our students are well-prepared to tackle industry and societal challenges. I wish our industry partners and the graduating class all the best for the 2024-26 placements season. Through our established relationships with leading companies, we provide students with opportunities to gain practical experience through partnerships, internships, industry visits, and bridging the gap between theory and practice.

We extend a warm invitation to recruiters to witness the outstanding talent and capabilities of our students. We believe that collaborating with us will yield rewarding outcomes, and our students will emerge as one of the finest talent pools in India. I thank all our industry hiring partners for their continued support in our endeavours and I wish the graduating class of 2026 all the best.



## **Mission**

To anticipate and respond to the needs of social science and management research of the government, corporate and social sectors through its multidisciplinary competency in social science research and management education.

## **Vision**

To become an institute of choice for social science research and management education and contribute to the excellence of organizations and society.



## Why IPE?

**The Institute is situated amid the lake, hill and forest. The Campus is rated 5 Star by GRIHA (Green Rating for Integrated Habitat Assessment), a congenial environment with serene, beautiful and composed atmosphere that stimulates the young minds to learn more.**

The USP of the Institute is improving a well-rounded personality of the students by arranging a platform to showcase their innovative business ideas to the angel investors in the name of Startupedia, organizing Samati (Meeting the finest minds) in all the functional areas during which students showcase their functional knowledge to the industry domain experts and students organize an annual B-School fest, SANSKIRTI, in which all top B-School students participate to display their abilities and celebrate their togetherness.

The Institute is known for its intellectual capital with an excellent blend of industry, research, training, teaching and consulting experience. Being an Institute of 57 years of experience, can withstand all the challenges emanating in the VUCA world. The strong alumni network and loyal recruiters take care of the budding managers to blossom.

Faculty supports students to practice responding to social issues. The Social Club of the Institute organizes blood donation camp, donation of food and essential commodities to the needy in the name of box of kindness, run for the cause of farmers, army etc. Cultural Club of the Institute carry forward the various Indian cultures irrespective of the place and religion. Students also form into clubs to disseminate knowledge in all the functional areas of management like Marketing Club, Finance Club, HR Club, and Operations Club.

IPE is the first choice for the large number of recruiters in Telangana and Andhra Pradesh.

# IPE A Profile

The Institute of Public Enterprise (IPE) was established in 1964 as an autonomous non-profit society. IPE is a premier AICTE approved management Institute focusing on transforming students into leaders of tomorrow in organisations and society. IPE's key objectives include management education, research, consultancy, and training. In 1995, the Institute launched its first two year full-time Post Graduate Diploma in Management (PGDM) programme to provide skilled human resources to meet the requirements of industry.

Keeping in view the market demand, the Institute also launched sector-specific PGDM programs in the areas of Marketing, Banking Insurance and Financial Services, International Business and Human Resource Management. IPE's engagement with long-term management education has received wide appreciation from the industry, government and social sector enterprises.



The Institute continuously endeavours to update the content and teaching methodology of its courses based on feedback from the end-users, ensuring the quality, relevance and utility of all its programs and courses.

IPE is consistently ranked among the leading B-Schools in India in most well-known ranking surveys. IPE has also been awarded a premium accreditation label of the SAARC region, 'The South Asian Quality Assurance System' (SAQS). Over the years IPE has won several awards and honours for its academic & research excellence.

IPE has a very successful track record of running MDPs over a long period of time. IPE also has a strong Research and Consultancy Division, which provides consulting services and undertakes research projects for various national organisations.

The Institute has been recognised as a 'Center of Excellence' by the Indian Council of Social Science Research (ICSSR), Ministry of Education, Government of India.

The Governance of the Institute is overseen through a Board of Governors composed of eminent policy makers, academicians, and CEOs of public and private sector enterprises.

The Institute's state-of-the-art new campus in Shamirpet, Hyderabad, has been awarded GRIHA/LEED certification, and comprises modern classrooms, a spacious and adequately stocked knowledge centre, two separate nine-storey air conditioned hostels for girls and boys, a food court, auditorium, seminar halls, discussion rooms and gym complex, etc.

## Rankings

The Institute is placed in the top 3 positions in Hyderabad and is also placed in top 10 Institutes in Telangana and Southern region by major ranking agencies. Following are the rankings declared for the year 2024-25.



### Outlook- ICARE Rankings 2025

- 1<sup>st</sup> Rank in Top Private B-Schools in Hyderabad
- 1<sup>st</sup> Rank in Top Private B-Schools in Telangana
- 6<sup>th</sup> Rank in Top Private B-Schools in South Zone
- 12<sup>th</sup> Rank in Top Private Standalone Institutions in India
- 22<sup>nd</sup> Rank in Top Private B-School in India

### GHRDC B-School Survey 2024

- 1<sup>st</sup> Rank in Top Govt B-Schools in Telangana
- 4<sup>th</sup> Rank in Top Govt B-Schools in India

### The Week – Hansa Research 2024

- 1<sup>st</sup> Rank Private B-School in Hyderabad
- 2<sup>nd</sup> Rank B School (Private and Govt.) in Hyderabad
- 6<sup>th</sup> Rank Private B-School in South Zone
- 10<sup>th</sup> Best B School (Private and Govt.) in South Zone
- 29<sup>th</sup> Rank Private B-School All India
- 42<sup>nd</sup> Rank B-School (Private and Govt.) All India

### Times B- School Rankings 2024

- 2<sup>nd</sup> Rank in Top B-Schools in Hyderabad
- 4<sup>th</sup> Rank in Top B-Schools in South Zone
- 8<sup>th</sup> Rank in Top Private B-Schools in India
- 13<sup>th</sup> Rank in Top B-Schools in India

### Business Today B-Schools Survey 2024

- 3<sup>rd</sup> Rank in Top B-School in Hyderabad
- 11<sup>th</sup> Rank in Top B-Schools in South
- 16<sup>th</sup> Rank in Top Private & Govt (Learning Experience) in India
- 26<sup>th</sup> Rank in Top 100 Private B-Schools of India
- 46<sup>th</sup> Rank in Top Private & Govt B-Schools in India

### Business World B-School Rankings 2024

- 4<sup>th</sup> Rank in Top B-Schools in Hyderabad
- 12<sup>th</sup> Rank in Top B-Schools in South India
- 30<sup>th</sup> Rank in Top Private B-School in India
- 45<sup>th</sup> Rank in Top (Govt. and Private) B-Schools in India

### CSR B-Schools Survey 2024

- 1<sup>st</sup> Rank in Top Govt. B-Schools in Telangana
- 2<sup>nd</sup> Rank in Top Government B-Schools of India

## Location and Facilities

### IPE Library

The IPE library is a valuable resource to the students and the faculty. The computerized library has, over the years, built a robust collection of over 50,440 books, reports and journal back volumes in different areas of management and information technology. It subscribes to over 125 international / national journals in hard copy, and several thousands in the digital format through the full text databases. A rich repertoire of working papers, statistical serials, and the like are part of its collection. The library also provides access to the best of business and management related digital resources through its subscription.

The vision of IPE library is to become a global knowledge hub in the areas of management, economics and public sector enterprises. In pursuit of this vision it has specialized sections for subjects like Corporate Governance, Performance Appraisal, Technology, Governance, Corporate Social Responsibility, Privatisation etc. The library collection also includes reports of Comptroller and Auditor General (CAG) of India; the Annual Survey of Public Enterprises brought out by the Ministry of Industry, Government of India; and also the evaluation reports brought out by the Bureau of Public Enterprises.



IPE library extends academic support to faculty and students by providing online resources to EBSCO – Business Source Elite, Emerald eCases, CMIE-Consumer Pyramidsdx, Economic & Political Weekly, Emerald eCases, Emerald Journals, ProQuest ABI/INFORM, Sage Research Methods, SAGE Journals, JSTOR, Taylor & Francis, Science Direct (Elsevier), IndianJournals.com, Springer, Sage research methods, Wiley Online Library, Statista, Turnitin – Plagiarism and ONOS, DELNET, etc.

The IPE library receives reports and working papers from institutions such as central / state government enterprises and private sector organizations, Organization for Economic Cooperation and Development, Indian Institutes of Management, Madras Institute of Development Studies, central / state government enterprises and private sector organizations. It also receives reports of the Comptroller and Auditor General of India, debates in the Lok Sabha and Rajya Sabha, Estimates Committee and Committee on Public undertakings, etc.

The library helps faculty, research scholars and staff with data retrieval and analysis for their research / curriculum needs. The library also assists in collecting and collating data from diverse sources ranging from market data to literature surveys or any other customized need. The services include Information Retrieval, Data Mining, Training for Database Use, Business Intelligence Analysis and more. The library is fully automated for the purpose of house-keeping. The entire library is covered by CCTV surveillance. All the circulation activities self mode, and also have theft control gates RFID. Maintains Institutional Repository (IR) software, i.e., DSpace. The library remains open from 8.00 to 22.00 hrs from Monday to Friday and 9.00 to 17.00 hrs on Saturdays and Sundays.

The IPE library offers the following types of membership to IPE's alumni, scholars pursuing Ph.D at some other institutes / professionals / faculty at other educational institutes on payment basis in addition to institutional membership:

Platinum (For Institutions) – It is life membership, fee Rs. 1,00,000/-. Ten members can access at a time. Gold (for Institutions) – It is 10 years validity, fee Rs. 50,000/-. Five members can access at a time. Silver (for Individual) – It is annual membership, fee Rs. 3500/-. These members can borrow books, the membership is non-transferable.

## IT Resources

In today's dynamic business environment, proficiency in Information Technology is essential for effective management. Recognizing this need, the Institute of Public Enterprise (IPE) has established a state-of-the-art Computer Centre equipped with high-performance servers and 120 PCs featuring the latest configurations.



To ensure seamless learning, IPE provides brand-new laptops to all Post Graduate Programme (PGP) students. The entire campus is enabled with high-speed **Wi-Fi 6** connectivity, offering uninterrupted **1 Gbps (1:1)** internet access, safeguarded by advanced hardware and software firewalls.

IPE has implemented a comprehensive **ERP system** that streamlines operations and enhances engagement with stakeholders including students, faculty, administration, and parents.

To support learning, teaching, and research, IPE offers access to a wide range of industry-relevant software and platforms, including:

- **SPSS, SAP, Tableau**, and the **Bloomberg Terminal** for data analysis and business intelligence
- **Moodle LMS, Office 365, Microsoft Teams, Google Classroom**, and the **Upgrad Lecture Capture System** for academic delivery
- **MOJO Helpdesk, CRM, Online Journal Management Software**, and **Turnitin** for academic and administrative support
- **Smart Boards** for interactive learning
- **Remote Proctored Software** for conducting hybrid-mode examinations

For campus safety and attendance management, IPE integrates modern technologies such as **facial recognition-based biometric systems, mobile attendance with geo-tagging**, and a network of **CCTV cameras** ensuring 24x7 surveillance.

## Bloomberg Terminal

IPE is proud to house the **Bloomberg Terminal**, a powerful tool widely used across the global financial community. Developed by Bloomberg L.P., the terminal offers a comprehensive suite of financial software tools, including advanced analytics, an equity trading platform, real-

time data services, and proprietary news feeds covering corporations, markets, and governments.

Renowned for its distinctive black interface, the Bloomberg Terminal enables users to access **real-time national and international financial data, market information, business news**, and **cutting-edge analytical tools**. It also facilitates secure communication and information sharing via Bloomberg's proprietary network.

IPE is among the few business schools in India that offer specialized training and certifications through Bloomberg, enhancing student readiness for careers in finance and analytics. These include:

- **Bloomberg Market Concepts (BMC)**
- **Bloomberg Finance Fundamentals (BFF)**
- **Environmental, Social, and Governance (ESG)**
- **Bloomberg Spreadsheet Analysis (BSA)**

Through this advanced infrastructure and Bloomberg's globally recognized certification programs, IPE equips students with the skills and tools essential for success in high-impact financial roles and research.

## SAP-UAP (University Alliance Programme)

The Institute of Public Enterprise (IPE) has been a proud member of the **SAP University Alliance Programme (UAP)** since **August 2018**, reinforcing its commitment to equipping students with cutting-edge enterprise technology skills.

**SAP ERP (Enterprise Resource Planning)** is globally recognized for integrating core business processes across finance, supply chain, operations, and human resources. As part of this alliance, IPE provides students with hands-on training and in-depth exposure to key SAP modules, including:

- **FI/CO** – Financial Accounting and Controlling
- **MM** – Materials Management
- **SD** – Sales and Distribution
- **HCM** – Human Capital Management
- **WM** – Warehouse Management
- **Analytics and Reporting Tools**

Most IPE students earn **SAP certifications** in one or more of these domains, significantly boosting their employability in consulting, finance, operations, and supply chain roles.

Students also participate in **SAP ERPSIM competitions**, hosted by the **HEC Montréal ERPSIM Lab**, Canada. These simulations provide experiential learning opportunities where students manage virtual companies using real-time SAP systems in competitive environments.

IPE facilitates **paid SAP learning programs**, which include **two professional certifications**, preparing students for real-world challenges through industry-aligned training.

# In Pursuit of Excellence



“We are happy with the overall response from IPE both students & TPO’s.”



“Excellent infrastructure. Good hospitality. Students with good knowledge and thoughts delighted to hire from IPE. Wish IPE all the best.”



“Highly enthusiastic student group. Very good experience.”



It’s my pleasure to visit such a well reputed Institute. Quality of students in terms of confidence, potential and thought clarity is excellent. Would like to conduct campus drive next year in the beginning of year.



“Excellent hospitality and passionate students. The process was very smooth.”



“Best campus in Hyderabad. Candidates are groomed with good discipline and awareness towards market.” “Good Experience in terms of hospitality and Coordination.”



“Appreciate the academia and industry connect as it reaches out to bridge the gap between ‘What is on offer to what is needed’ and takes organization to new heights. Best of Luck! Well groomed and talented students.”



“Wonderful Campus, We could find very bright talent for our organization.”



“Feel good to visit the campus after 4 years of gap. Faculty and Placement team were courteous / helpful.”



“Good Quality students and good support team for smooth hiring process.”



“The performance of the current batch of recruits has been good and satisfactory. We are pleased to have an association with your esteemed institute. Excellent participation from the students. Amazing campus.”



“We are happy to be associated with IPE and we look forward to a long-standing relationship with the institution.”

# Alumni Speak

My experience at IPE was truly instrumental. They equipped me with every resource and all the support I needed to secure a position at my dream company. I'll always cherish the incredible journey and invaluable guidance I received there.

**Satwik Yelike** - PGDM HRM – 2019-21  
Senior Analyst, Human Resources – Deloitte

**Debankan Mondal**  
PGDM – 2020-22  
Senior Analyst, Senior Specialist,  
Knowledge Management  
Marsh McLennan

My time at the Institute of Public Enterprise, Hyderabad, as a PGDM-General student from the class of 2022, has been nothing short of transformative. IPE provided me with a holistic management education that seamlessly blended academic rigor with practical exposure. The curriculum was thoughtfully structured, covering all critical facets of management – from strategy, finance, marketing, and operations to business analytics and organizational behavior. What truly set IPE apart was its emphasis on industry alignment and experiential learning. Regular interactions with industry leaders, live projects, internships, and case-based pedagogy helped shape my analytical thinking and decision-making skills. The faculty members, with their deep expertise and mentorship, played a pivotal role in nurturing my professional growth. Beyond academics, I had the opportunity to serve as the Club President for the Operations Club, Shastra, and actively participate in organizing and facilitating various student-led events and activities. These experiences were instrumental in developing my leadership, collaboration, and communication skills –contributing significantly to my holistic growth. IPE’s vibrant and supportive environment, combined with its focus on discipline, integrity, and continuous learning, laid a strong foundation that has helped me confidently navigate the corporate world and grow steadily in my career. I look back at my time at IPE with immense gratitude and pride - it was a defining chapter in my journey, and I will always carry its values forward.

**Paushali Ghose**  
PGDM – MM 2020-22  
Operational  
Specialist – XIAOMI

Being a PGDM-MM student at IPE has been a truly enriching experience. The curriculum is thoughtfully designed to blend theoretical knowledge with real-world application, especially in the ever-evolving field of marketing. From classroom teaching to student activities, every aspect of the program helped me grow both personally and professionally. The faculty’s guidance, combined with strong industry exposure through internships and live projects, prepared me to face real marketing challenges with confidence. IPE has not only shaped my career but also transformed the way I think as a marketer.

**Sangeetha Kunari**  
PGDM MM 2019-21  
Digital Project Manager - Eli & Lilly Company

My postgraduate journey in Marketing at IPE Hyderabad laid the groundwork for my successful career in Marketing Operations. IPE’s state-of-the-art infrastructure, vibrant student clubs, and live industry interactions fostered both analytical thinking and leadership skills. With strong placement support and an active alumni network, I entered the workforce confident and prepared. Today, I draw on IPE’s blend of practical learning, ethics, and teamwork as I navigate complex marketing operations - and I’m proud to recommend IPE to anyone aiming for a rewarding career in this field.

**Sneha Priya Pamulaparathi**  
PGDM - BFS (2021 - 2023)  
FactSet - Team Lead

I would like to share that my experience in IPE was holistic and amazing. The student ambience, plethora of clubs, professor’s guidance, classroom sessions, case studies, projects, discussions, placement activities, sports, business events, management support etc. These helped me to upskill my leadership style, enhance corporate knowledge and business acumen. Being part of the Institute, where we have diversified student ambience, I had a good opportunity to make good friends, connections and memorable moments. Two years at IPE, helped me to transform into a better version in both personal and professional spaces. By the guidance of professors and mentors that confidently shaped me into a Finance enthusiast. Starting my career in the Science Stream, it gives me immense pleasure and humility to say that I have completed my internship in one of the top Fintech companies - S&P Global and got placed in FactSet Company - currently working as team lead.

**Hemunth Kumar**  
PGDM – IB – 2021-23  
Deputy Manager - Coromandel  
International

As a PGDM-IB student at IPE, my journey has been nothing short of transformative. The program not only equipped me with a strong foundation in international trade and global market dynamics but also provided me with practical exposure through industry interactions, guest lectures, and live projects. The faculty at IPE are experienced and approachable, always encouraging critical thinking and innovation. The diverse peer group and collaborative environment further enhanced my learning experience. IPE didn’t just prepare me for a career – it shaped me into a confident global professional.

## Alumni Speak



The career guidance and placement support provided by IPE were exceptional. The placement and SIP division's efforts in securing internships and job opportunities with leading companies were instrumental in launching my career on a strong footing. The supportive faculty members not only imparted knowledge but also mentored and motivated me to strive for excellence. Their guidance was instrumental in shaping my career aspirations and professional goals.



**Ms. Sai Lakshmi**

2018-20 PGDM, Assistant Manager, TCS



The hands-on learning experiences, such as industry visits and live projects, provided me with practical insights that complemented classroom learning. The industry-aligned curriculum was pivotal in bridging the gap between theory and practice.



**Mr. Rohan Bhavirisetty**

2021-23 PGDM MM, Analyst, Deloitte



I am proud to be an alumna of IPE, and I credit much of my success to the solid foundation and holistic education I received during my time at the institution. IPE truly prepares its students to become future leaders and change-makers. The global perspective I gained through PGDM-IB broadened my horizons and gave me a deeper understanding of global business practices. It was a truly enriching experience.



**Mr. Chintalapudi Pranav Srivatsav**

- PGDM IB 2018-20, Project Manager, TCS



The diversity at the institute enriched my learning experience by exposing me to different perspectives and cultures. Collaborating with peers from diverse backgrounds taught me the importance of inclusivity and adaptability in today's globalized world. As an alumna of IPE Hyderabad, I am proud to be associated with an institution that not only provided quality education but also instilled values of integrity, resilience, and continuous learning. IPE has played a pivotal role in shaping my professional success and personal growth.



**Ms. Shreya Rai**

2020-22 PGDM BFS, Operations Analyst, ANZ Bank



Choosing IPE Hyderabad was one of the best decisions I made for my career. The institute's rigorous curriculum, combined with practical insights from industry experts, prepared me to tackle complex business challenges with confidence. The emphasis on emerging trends and technologies ensures that students are well-prepared for the dynamic business landscape.



**Mr. Shadab Alam**

2018-20 PGDM, Assistant Manager, TCS



IPE's emphasis on holistic development empowered me to develop a well-rounded skill set that is highly valued in today's competitive job market. The collaborative learning environment fostered teamwork and critical thinking, essential for success in any field.



**Ms. T Hasitha**

PGDM 2016-18, HR Talent Acquisition, Accenture

# Summer Internship Programme

The Summer Internship Programme (SIP) is a mandatory component of all postgraduate programs at IPE, designed to provide students with practical exposure and industry experience. Spanning 6 to 8 weeks during May–June, SIP offers students a valuable opportunity to apply classroom learning in real-world settings, explore their areas of interest, and build professional networks.



Internships are available across a wide range of sectors, including ITeS, Manufacturing, Services, Hospitality, Engineering, Marketing, Finance, Pharma, Automobile, and Telecommunications. While some roles may be unpaid, many internships offer stipends or salaries.

SIP not only helps students gain essential workplace skills and industry insights but also enhances their résumés and career prospects. Many students secure apprenticeships or full-time roles through their internships, as companies often use SIPs to identify and recruit future talent—especially in key domains like Finance, Marketing, HR, Operations, and Business Analytics.

Ultimately, the SIP aims to foster professional growth, bridge academic learning with industry expectations, and prepare students for successful careers.

# Management Education

The PGDM programs split into six trimesters, offer a wide range of electives to meet the needs of the industry in conformity with AICTE guidelines. The electives offered are Finance, Marketing, Human Resources, Operations and Business Analytics.

- PGDM
- PGDM-MM
- PGDM-BFS
- PGDM-IB
- PGDM-HRM
- PGDM-BA



# Post Graduate Diploma in Management (PGDM)

The Post Graduate Diploma in Management (PGDM) programme focuses on the development of key skills and capabilities required for a student to become a successful corporate leader of the twenty-first century. Over the years the program has attracted students from across the length and breadth of the country and from diverse disciplines like Engineering, Pharma, Psychology, Forensic Sciences, Bio-Tech, Life Sciences, Social Sciences, Commerce, Business Management, Liberal Arts and more. Today, the Alumni of PGDM program are in key strategic / top management positions in Fortune 500 companies.

The PGDM programme is divided into six trimesters -three trimesters each year. During the first three trimesters, students gain an understanding of finance, marketing, operations, economics, human resources, analytics, and other core courses that help students to gain in-depth knowledge of how organization functions and appreciate the importance of inter connections among various organizational functions. At the end of first year, students get hands-on experience through the eight-week Summer Internship Project (SIP).

In the second year, students choose two electives from the areas of Finance, Marketing, Human Resource Management, Operations, Systems and Business Analytics. In addition, students are facilitated to earn SAP certifications, Bloomberg certifications, Six Sigma certifications, digital marketing certifications, and analytics credentials using R, Python, Tableau, SPSS, etc. The PGDM students take part

in various extracurricular and co-curricular activities that ensure their holistic development.

The PGDM students are trained on cutting-edge subjects in core business functional management subjects, banking, insurance, international business, infrastructure management, supply chain management, financial modelling, blockchain technology, cybersecurity, Artificial Intelligence (AI), business analytics, Industry 5.0, etc. Moreover, industry experts monitor and hone their KSAs in order to prepare them for placements.



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## The following are the BoS approved PEOs, POs and PSOs:

Program Educational Objectives	Program outcomes	Program Specific Outcomes
<ul style="list-style-type: none"> <li>To provide society with a cohort of young postgraduate students equipped with basic managerial skills.</li> <li>To prepare students to have the ability to solve problems and take decisions amid complexity and uncertainty of business environment.</li> <li>To promote social awareness, sustainable development and team orientation amongst students.</li> </ul>	<ul style="list-style-type: none"> <li>Graduates would exhibit clarity of thought in expressing their views.</li> <li>Graduates will have the ability to communicate effectively across diverse channels.</li> <li>Graduates will be able to flesh out key decision points when confronted with a business problem.</li> <li>Graduates will have the capacity to formulate strategies in the functional areas of management.</li> </ul>	<ul style="list-style-type: none"> <li><b>PSO1:</b> The PGDM graduates will demonstrate proficiency in analyzing complex business scenarios, formulating strategies, and communicating recommendations effectively across diverse mediums. They will exhibit clarity of thought, critical thinking skills, and the ability to assess organizational health through comprehensive analysis of financial statements and management information systems reports. Graduates will be adept at identifying key decision points, evaluating alternatives, and proposing viable solutions to address business challenges. They will showcase a hunger for challenging assignments, a commitment to continuous learning, and the capacity to thrive in dynamic and demanding professional environments.</li> </ul>

Program Educational Objectives	Program outcomes	Program Specific Outcomes
<ul style="list-style-type: none"> <li>To produce ethically responsible and technically competent management graduates for absorption by industry.</li> </ul>	<ul style="list-style-type: none"> <li>Graduates would be able to analyze the health of an organization by perusing its MIS reports/ financial statements.</li> <li>Graduates would be able to analyze the health of an organization by perusing its MIS reports/ financial statements.</li> <li>Graduates would demonstrate a hunger for challenging assignments.</li> <li>Graduates would display an empathetic attitude to alleviate societal problems.</li> </ul>	<ul style="list-style-type: none"> <li><b>PSO2:</b> PGDM graduates will cultivate a deep understanding of the interplay between businesses and society, recognizing the pivotal role organizations play in addressing societal problems. They will develop an empathetic attitude, coupled with a strong ethical framework, enabling them to approach complex issues with compassion and a commitment to sustainable solutions. Graduates will be equipped with the knowledge and skills to formulate strategies that harmonize organizational goals with societal well-being. They will emerge as responsible leaders, driven by a sense of purpose and a determination to create positive and lasting impacts on the communities they serve.</li> </ul>



# PGDM-Marketing Management (PGDM-MM)

The PGDM – Marketing Management is a customized program that transforms the students into future business leaders adept to the industry requirements. PGDM – MM is an AICTE, MoE, GoI approved two-year full-time program, NBA accredited and considered equivalent to MBA by AIU. The basic thrust of PGDM – MM is understanding management, strategy and business environment with special emphasis on marketing and its managerial implications. The program enables the students to develop and acquire conceptual and analytical abilities, required for appropriate decision-making and their effective implementation, in addition to creating socially and ethically sensitive business leaders. The PGDM – Marketing Management was introduced in 2007 as PGDM Retail and Marketing (PGDM-RM).



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## The following are the BoS approved PEOs, POs and PSOs:

Program Educational Objectives	Program outcomes	Program Specific Outcomes
<ul style="list-style-type: none"> <li>To equip students with deep business and marketing management knowledge to effectively analyze and solve complex challenges, benefiting both organizations and society.</li> <li>To empower students with advanced marketing skills across research, product development, branding, and sales to enhance organizational performance and contribute to societal well-being through value-driven practices.</li> <li>To prepare students to excel in diverse marketing roles across global organizations, adapting to dynamic business environments and advancing organizational goals and societal progress.</li> </ul>	<ul style="list-style-type: none"> <li>Demonstrate the knowledge and understanding of principles, practices and frameworks of management in general and the Marketing domain in particular.</li> <li>Exhibit critical, creative, and evidence-based thinking to identify business and marketing problems, and to provide effective and efficient solutions.</li> <li>Illustrate effective problem-solving abilities by critically evaluating and synthesizing information from diverse local and global perspectives.</li> <li>Effectively communicate in cross-cultural settings, in technology mediated environments, presenting ideas clearly and persuasively in both written and oral forms.</li> </ul>	<ul style="list-style-type: none"> <li>Be able to design, implement, and evaluate marketing strategies that enhance brand equity, engage target audiences, and achieve sustainable competitive advantage in various markets.</li> <li>Demonstrate proficiency in leveraging digital marketing tools and platforms, using data analytics to optimize online campaigns, and making data-driven decisions that improve digital marketing performance and ROI.</li> </ul>

Program Educational Objectives	Program outcomes	Program Specific Outcomes
<ul style="list-style-type: none"> <li>To instil strong ethical values and promote responsible business practices, fostering innovative and sustainable solutions that benefit society and the environment.</li> <li>Prepare students for leadership roles, equipping them to drive value through innovative marketing solutions that meet business and community needs.</li> </ul>	<ul style="list-style-type: none"> <li>Efficiently lead in diverse and dynamic business environments, demonstrating the ability to work both independently and collaboratively while exhibiting ethical, sustainable, cultural, and global awareness.</li> <li>Demonstrate the ability to assess themselves and actively pursue self-development to advance their professional knowledge and practice, particularly in adapting to new learning environments.</li> <li>Exhibit entrepreneurial prowess to establish, lead, and manage startups, as well as enhance and expand family enterprises.</li> </ul>	<ul style="list-style-type: none"> <li>Be skilled in creating and managing cohesive marketing communication plans that effectively integrate various channels, such as advertising, public relations, sales promotions, and social media, to convey a unified brand message.</li> <li>Understand consumer behavior, apply market segmentation to target customer segments, and develop effective sales strategies to build strong relationships and drive customer loyalty, through tailored marketing efforts and relationship marketing techniques.</li> </ul>



# PGDM-Banking and Financial Services (PGDM-BFS)

The Institute offers a two-year full-time AICTE-approved, NBA, and AIU-accredited PGDM BFS (Banking and Financial Services) program that aims to provide students with contemporary skills and knowledge relevant to managing various functions of firms operating in the BFSI sector. This program aims to groom potential managers who can be employable for the roles of a core banking specialist, credit analyst, research analyst, tax analyst, financial analyst, equity research analyst, portfolio manager, investment banker, fund analyst, and risk analyst in Banking and financial services functions and who can become future leaders in BFSI Industry.

The PGDM BFS program offers a state-of-the-art curriculum that covers a wide range of areas, including Management of Bank Operations, Financial Markets & Institutions, Fixed Income Securities, Financial Analytics using Python, Fintech, Entrepreneurial Finance, Principles and Practices of Life Insurance, Principles and Practices of General Insurance, Applied Financial Modeling, Financial Analysis & Credit Management, Security Analysis & Portfolio Management, Financial Econometrics & Research Methodology, Derivatives & Structured Finance, Risk Management, International Banking, Treasury and Forex Management and Management of Pension Funds etc. The curriculum is designed with a strong focus on capital market orientation, financial research, financial planning and wealth management, digital banking and financial services, and ongoing global financial and banking sector reforms, including Fintech startups. This ensures that students are prepared for the dynamic and evolving BFSI sector.

Students in this program have excellent job opportunities and internships at Banks, Big Four firms, Financial Services


Companies, Financial Research Institutions, Investment Banks, BFSI sector companies, Consulting and Analytics firms, Fintech Companies, and manufacturing firms, offering diverse roles and responsibilities on campus. The program has an intake of 120, and candidates are selected based on their performance in CAT / XAT / MAT / ATMA / CMAT / GMAT and any other test approved by AICTE. The programme offers dual specialisation finance as a default first specialisation and second specialisation. Students can choose on their own, from marketing, human resources, operations, systems, business analytics, economics, and entrepreneurship.

## International Study Tour

The Institute offers experiential learning opportunities as a part of our outreach program for the PGDM-BFS students, consisting of a variety of student activities to ensure a unique understanding of the work environment. It helps them to understand how to perceive the visit to get a deeper experience and exposure. Our previous batch of students visited European countries (OECD, Paris), Dubai and Asian countries (Singapore, Malaysia, etc.) as part of the tour.

## Industry Connect Programme: National and Local Visit

Facilitating a common ground for industry and academia to give a holistic insight into the day-to-day industry, the Institute organises national and local visits every year to make the PGDM-BFS students aware of all the necessary skill sets required to give a feel of work culture. As part of it, previous batches visited NSE, NISM and NIBM to understand the BFSI industry's functioning holistically.



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**The following are the BoS approved PEOs, POs and PSOs:**

Program Educational Objectives	Program outcomes	Program Specific Outcomes
<ul style="list-style-type: none"> <li>To impart knowledge on a wide range of concepts relating to management, banking, insurance and financial services.</li> <li>To enhance capabilities for critical thinking, problem-solving and decision-making through the dissemination of knowledge and relevant inputs.</li> <li>To facilitate accelerated learning and an in-depth understanding of practices and ethics of management in general and Banking, Insurance &amp; Financial Services in particular.</li> </ul>	<ul style="list-style-type: none"> <li>Have a thorough understanding of concepts relating to management, banking, insurance and financial services.</li> <li>Attain technical knowledge and analytical skills in order to solve the critical problems and decision making.</li> <li>Capable of performing banking operations.</li> <li>Carry out project appraisal at banks and financial institutions.</li> <li>Have better clarity on practices in the domains of Management and Banking, Insurance &amp; Financial Services, with a due focus on ethical aspects.</li> </ul>	<ul style="list-style-type: none"> <li><b>PSO 1:</b> Capability to perform Financial reporting analysis, Manage Finances, Credit appraisal, Investment and portfolio analysis, Risk Analysis, and Valuation using Financial models and data analysis tools.</li> <li><b>PSO 2:</b> Ability to use interpersonal communication to market financial products and services, build human relations, and efficiently use operational and technological resources by problem-solving and critical thinking.</li> </ul>



# PGDM-International Business (PGDM-IB)

The Post Graduate Diploma in International Business (PGDM – IB) which started in 2009 is a two-year full-time program approved by the All India Council for Technical Education (AICTE) and also accredited by the NBA. PGDM IB has also the MBA equivalence certification from the AIU (Association of Indian Universities). The program assumes significance with the advent of globalization.

IPE's PGDM – International Business, is a cutting-edge MBA level program with a state-of-the-art curriculum comprising all courses of a standard MBA program and additionally international business-related courses such as Strategic Management, Global Business Environment, Global Finance & Foreign Currency Risk Management, Global Marketing, International Brand Management, Crypto Currency and Fintech, International HRM / Cross-Cultural HR Management, Commodity Trading, International Marketing Research, Global Supply Chain Management, and significantly, Innovation Management & New Product Development, SAP & Global Supply Chain Management etc. Students are also given orientation on values, discipline and ethics. Students who undergo the program get a holistic understanding of business both national and global.

With such a power-packed curriculum, the PGDM-IB program can provide a gateway to envious national and international placements.

## Global Immersion Program / Industry Visits

Optional Overseas Study Module On completion of the first year, the students of PGDM- IB International Business undertake overseas/domestic study tours to international business establishments, arranged by the Institute. The students have a choice to

undertake either an International or domestic study tour. Students of IB visited the European Union Headquarters in Belgium, Rotterdam Port, in Netherlands, North Port Malaysia, Port of Antwerp in Belgium, Rochester University Dubai etc in the past. The Global Immersion program is designed to provide them global business exposure. Students also visited national ports such as Chennai & Cochin ports and other organisations such as T- Hub in Hyderabad , CONCOR in Hyderabad, Mercedes Benz in Pune to name a few.



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The following are the BoS approved PEOs, POs and PSOs:

Program Educational Objectives	Program outcomes	Program Specific Outcomes
<ul style="list-style-type: none"> <li>To familiarize the students with the basics of management theory and practice.</li> <li>To impart knowledge in the domain of international business environment.</li> <li>To develop the business acumen of executives with sensitivity to global management and business issues.</li> <li>To equip students with necessary skills and knowledge that will help them to take up roles in organizations having domestic and global operations and to take up businesses having global operations.</li> </ul>	<ul style="list-style-type: none"> <li>Students will be able to analyze and explain the basic concepts of management theory and practice</li> <li>Students can evaluate the impact of global issues on an organization's international business operations</li> <li>Students will be able to prepare international business plan</li> <li>Students can assess the impact of cultural diversity on the policies of an organization</li> <li>Students would handle the responsibilities in the domain of domestic and global business environment</li> <li>Students will be well versed with software packages and would be able to apply them in managerial decision making.</li> </ul>	<ul style="list-style-type: none"> <li><b>PSO1:</b> Develop and acquire theoretical and practical knowledge related to International Business, encompassing areas such as MNC strategies, Global Finance, International Brand Management, World Trade Organization, Export – Import Procedures, Strategic Management, Export Marketing, Economics, Statistics, Human Resource, Management, Marketing Management.</li> <li><b>PSO2:</b> Understanding the intricacies of international business which will help in acquiring skill sets to manage wide array of responsibilities such as, managing foreign currency risk, making country risk analysis, devising global strategies, managing cross border trade.</li> </ul>



# PGDM-Human Resource Management (PGDM-HRM)

Post Graduate Diploma in Management – Human Resource Management (PGDM-HRM) Institute of Public Enterprise, Hyderabad

The PGDM-HRM at the Institute of Public Enterprise (IPE), Hyderabad is a two-year full-time, AICTE-approved program launched in 2012 and awarded MBA equivalence by the

Association of Indian Universities (AIU). The program is tailored for individuals aspiring to build impactful careers in the field of Human Resource Management across diverse industries.

Designed with a dual-specialization structure and an intake capacity of 60 students, the program provides a rigorous and industry-aligned curriculum that balances core business knowledge with deep expertise in HRM. It offers exposure to traditional and emerging areas such as Industrial Relations, Labour Legislation, Emotional Intelligence, Positive Psychology, HR Analytics, and the Digitization of HR. The curriculum is regularly updated in consultation with HR leaders from industry and academia to ensure relevance and practical value.

## Key Highlights

- NBA Accredited, AICTE-approved, and awarded MBA equivalence by AIU.
- Courses taught by experienced faculty from IITs and IIMs, enriched by extensive industry training, and research exposure.
- Innovative teaching-learning methods including case-based teaching, research-led sessions, and blended learning tools.

- Strong industry integration which students later convert into industry case studies and research papers, often co-authored with faculty.
- Regularly organized workshops and certification programs in HR Analytics, Labour Codes, PeopleSoft, and other contemporary HR tools and platforms.
- Active HR Club with engaging student-led events, industry speaker sessions, and leadership development activities.
- Internships and final placements in leading firms such as Deloitte, Capgemini, TCS, Heritage Foods, Vedanta, ADP, among others, with students placed in core HR functions.

## Career Opportunities

**PGDM-HRM graduates pursue careers in:**

- Talent Acquisition
- Learning and Development
- Compensation & Benefits
- Industrial Relations
- HR Business Partnering
- HR Analytics and People Strategy

The program prepares students for roles that are both strategic and operational, allowing them

to choose HR career paths aligned with their interests and strengths.



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The following are the BoS approved PEOs, POs and PSOs:

Program Educational Objectives	Program outcomes	Program Specific Outcomes
<ul style="list-style-type: none"> <li>• <b>PEO 1</b> : Anticipate and respond to the evolving needs of social science and management research by incorporating evidence-based HR practices.</li> <li>• <b>PEO 2</b> : Develop the ability to anticipate and address the unique human resource needs of the government, corporate, and social sectors.</li> <li>• <b>PEO 3</b> : Leverage their multidisciplinary competency in management education to design and implement innovative HR solutions.</li> <li>• <b>PEO 4</b> : Demonstrate adaptability by anticipating and responding to emerging trends in social science and management.</li> <li>• <b>PEO 5</b> : Exemplify collaborative and ethical leadership, working effectively across government, corporate, and social sectors.</li> </ul>	<ul style="list-style-type: none"> <li>• <b>PO 1:</b> Apply evidence-based HR practices using insights from social science and management research.</li> <li>• <b>PO 2:</b> Design HR strategies tailored to the needs of government, corporate, and social sectors.</li> <li>• <b>PO 3:</b> Integrate multidisciplinary knowledge to create innovative HR solutions.</li> <li>• <b>PO 4:</b> Evaluate and respond to emerging trends in social science and management.</li> <li>• <b>PO 5:</b> Demonstrate collaborative and ethical leadership across different sectors.</li> <li>• <b>PO 6:</b> Implement strategic HR initiatives aligning with organizational goals.</li> <li>• <b>PO 7:</b> Exhibit strong communication and interpersonal skills for effective employee management.</li> </ul>	<ul style="list-style-type: none"> <li>• <b>PO 1:</b> Apply evidence-based HR practices using insights from social science and management research.</li> <li>• <b>PO 2:</b> Design HR strategies tailored to the needs of government, corporate, and social sectors.</li> <li>• <b>PO 3:</b> Integrate multidisciplinary knowledge to create innovative HR solutions.</li> <li>• <b>PO 4:</b> Evaluate and respond to emerging trends in social science and management.</li> <li>• <b>PO 5:</b> Demonstrate collaborative and ethical leadership across different sectors.</li> <li>• <b>PO 6:</b> Implement strategic HR initiatives aligning with organizational goals.</li> <li>• <b>PO 7:</b> Exhibit strong communication and interpersonal skills for effective employee management.</li> </ul>



## PGDM-Business Analytics (PGDM-BA)

The Institute of Public Enterprise (IPE) launched its two-year, full-time Post Graduate Diploma in Management (PGDM) in Business Analytics programme, approved by AICTE, for the academic batch 2024–26. This program was designed to address the rising demand for skilled analytics professionals in both domestic and global markets.

With a focused orientation towards developing cutting-edge analytical capabilities, the curriculum was designed to bridge the gap between industry needs and academic training. The programme offers a strategic mix of theoretical foundations and practical exposure, enabling students

- To develop Data Analysis & Interpretation Ability
- To develop Statistical & Quantitative Analysis by Understanding of statistical methods, hypothesis testing, regression, etc.
- To learn Data Visualization Tools like Power BI, Tableau
- To understand Database Management using SQL
- To acquire the Spreadsheet Proficiency (Excel/Google Sheets) Advanced use of formulas, pivot tables, lookups, and macros.

- To obtain adequate knowledge in Python and R for data manipulation, modelling, & automation.
- To experience Business Intelligence Tools like SAS, Microsoft Power BI
- To improve Critical Thinking & Problem-Solving Ability to identify problems, assess alternatives, and implement solutions.
- To enhance Communication and Team working skills and increase the Business Acumen

Which will harness their potential and help in pursuing their careers as Business Analysts, Business Intelligence Analysts, Marketing Analysts, Financial Analysts, Quantitative Analysts, Risk Analysts, and many more.

Students enrolled in this program will gain in-depth knowledge and hands-on skills to drive effective business decisions and operations in today's dynamic, data-driven global economy.

The intake capacity of the programme is 60 students..



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### The following are the BoS approved PEOs, POs and PSOs:

Program Educational Objectives	Program outcomes
<ul style="list-style-type: none"> <li>• <b>PEO 1:</b> To equip the Graduates with a comprehensive understanding of key business functions and imbibe the ability to integrate knowledge with advanced analytical and data-driven techniques to identify and solve complex business problems.</li> <li>• <b>PEO 2:</b> To prepare the Graduates with strong analytical skills to use modern technological tools for analyzing and interpreting large datasets, thereby enabling informed and effective contextual decision-making.</li> </ul>	<ul style="list-style-type: none"> <li>• Graduates will demonstrate a holistic understanding of core and contemporary management concepts and analytics principles</li> <li>• Graduates will be able to identify business problems, formulate related analytical models and evaluate their capability in addressing intricate business issues.</li> <li>• Graduates will exhibit critical thinking abilities and reasoning skills to analyse the problems that are needed for designing and recommending innovative solutions for multifaceted business problems using advanced analytics techniques and for developing data-driven strategies for the processes to meet the specified needs.</li> </ul>

Program Educational Objectives	Program outcomes
<ul style="list-style-type: none"> <li>• <b>PEO 3:</b> To enable the Graduates to think innovatively to identify the opportunities and drive organizational growth, and to develop entrepreneurial skills to encourage the startup ventures.</li> <li>• <b>PEO 4:</b> To develop strong communication skills in Graduates to work collaboratively and to effectively present data-driven insights and business strategies to various stakeholders enhancing their impact in the business analytics domain.</li> <li>• <b>PEO 5:</b> To train the Graduates to become responsible leaders and ethical decision-makers, with a keen understanding of both domestic and global business dynamics, with commitment to sustainable practices that benefit organizations and society.</li> </ul>	<ul style="list-style-type: none"> <li>• Graduates will demonstrate their skill of using predictive modelling techniques, modern analytical approaches including software languages and data visualization tools and their scope.</li> <li>• Graduates will develop an understanding of the environmental (GLOCAL) impact of businesses and apply management and analytics knowledge to create innovative and sustainable solutions for future generations.</li> <li>• Graduates will recognize and absorb the importance of lifelong learning, individual skills and team skills, in response to the continuous analytical and technological changes in the dynamic business environment.</li> <li>• Graduates will proficiently exhibit oral and written communication skills tailored to local and multinational organizational environments.</li> <li>• Graduates will demonstrate professionalism, entrepreneurial acumen, ethical conduct, leadership, and resilience while collaborating with diverse stakeholders and addressing the managerial challenges.</li> </ul>



# PGDM Course Curriculum

## FIRST YEAR

### Trimester I

- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Marketing Management - I
- IT for Managers
- Personality Development and Business\*LG Communication

### Trimester II

- Operations Research
- Corporate Finance
- Macro Economics
- Business Negotiation Skills
- Human Resource Management
- Enterprise Risk Management
- Marketing Management - II
- Foreign Language – French\*LG

### Trimester III

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Decision Making
- Marketing Research
- Start-ups and Entrepreneurship
- Leadership and Change Management
- Introduction to Enterprise Resource Planning (ERP)
- Priming for Placements (Business Aptitude)\*LG
- Comprehensive Viva

(SIP – 8 weeks)

\*LG – Letter Grades

## SECOND YEAR

### Trimester IV

- Strategic Management
- Legal Aspects of Business
- Public Sector Policy and Issues in Management
- Elective I - 1
- Elective I - 2
- Elective II – 1
- Elective II – 2
- SIP & Viva Voce

### Trimester V

- Infrastructure Management
- International Business
- Elective I - 1
- Elective I - 2
- Elective II – 1
- Elective II – 2

### Trimester VI

- Corporate Governance, Business Ethics, CSR, and Sustainability
- Project Management
- Long Term Project Viva

## ELECTIVE SUBJECTS TRIMESTER IV

### Finance Electives

- Financial Analysis and Credit Management
- Financial Modelling
- Security Analysis and Portfolio Management
- Tax Planning and Management
- Corporate Restructuring Mergers and acquisitions
- Strategic Cost Management
- Fixed Income Securities
- Financial Econometrics
- Financial Markets, Institutions and Services
- Financial Analytics

### Marketing Electives

- Product & Brand Management
- Customer Relationship Management
- Digital & Social Media Marketing
- Integrated Marketing Communications
- Strategic Marketing
- Marketing Analytics

### Human Resources Management Electives

- HR Analytics
- Cross-cultural Management
- Competency Management
- Contemporary issues in HRM
- Learning and Development

### Operations Electives

- Supply Chain Management
- Management of Service Operations
- Optimization Models for industry
- Operations Analytics
- Operations Strategy

### Analytics Electives

- Marketing Analytics
- Operations Analytics
- Financial Analytics
- HR Analytics
- Data Science and Machine Learning
- Business Intelligence and Data Visualization
- SQL for Data Science
- Cyber Security and Cyber laws
- Predictive Analytics
- Data Mining for Business Decisions

### Systems Electives

- Management Information Systems
- E-Commerce
- Advanced Excel for Statistical Data Analysis

### Economics Electives

- Public Finance
- International Economics
- Monetary Economics

### Entrepreneurship Electives

- Entrepreneurial Finance
- Social Entrepreneurship and Social Innovation
- Family Business Management

## TRIMESTER V

### Finance Electives

- Risk Management
- Financial Derivatives
- Financial Planning and Wealth Management
- Entrepreneurial Finance
- Strategic Financial Management
- Foreign Exchange Arithmetic
- Private Equity
- Mutual Funds

### Marketing Electives

- Sales and Distribution Management
- Global Marketing Management
- Social Marketing
- Consumer Behavior
- Services Marketing
- Rural and Agricultural Marketing

### Human Resources Management Electives

- Talent Management
- Strategic Human Resource Management
- HR audit
- Leadership and Change Management
- Industrial Relations
- Organization Development

### Operations Electives

- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Lean Management

### Analytics Electives

- Big data analytics
- Data Management and Analytics
- Cloud computing for Business
- Artificial Deep learning
- Block Chain Technology for Business

### Systems Electives

- IT Infrastructure
- Enterprise Resource Planning
- Digital Governance

### Economics Electives

- Industrial Economics
- Urban Economics
- Environmental Economics

### Entrepreneurship Electives

- Corporate Entrepreneurship
- Creativity, Innovation and Entrepreneurship
- Detailed Project Report (DPR) – Compulsory in nature

The students have to select any one or two Elective Streams from the list mentioned as per the norms of the course.

\*\* The list of subjects is indicative. The Institute reserves the right to make modifications at any point during the programme as per the market needs.

# PGDM-MM Course Curriculum

## FIRST YEAR

### Trimester I

Management and Organizational Behaviour  
Business Statistics for Decision Making  
Economics for Managers  
Accounting for Managers  
Marketing Management  
Information Technology Applications for Marketing Program  
Personality Development and Business Communication  
NC/Letter Grade

### Trimester II

Human Resource Management  
Operations Research  
Corporate Finance  
Macro Economics  
Managing Service Experience  
Advertising Management  
Digital Marketing  
Priming for Placements (Business Aptitude)  
NC/Letter Grade

### Trimester III

Production and Operations Management  
Cost and Management Accounting  
Business Analytics for Decision Making  
Marketing Research  
Start Ups and Entrepreneurship  
Sales and Negotiation Strategy Social Media Marketing Program  
French Language NC/Letter Grade  
Comprehensive Viva

### Trimester IV

Retail Management  
Procurement and Distribution Management  
Program Core  
Marketing Elective – 1  
Marketing Elective – 2  
Other Elective – 1  
Other Elective – 2  
SIP & Viva Voce

### Trimester V

Rural and BOP marketing  
Legal Aspects of Marketing  
B2B Marketing  
Marketing Elective – 1  
Marketing Elective – 2  
Other Elective – 1  
Other Elective – 2

### Trimester VI

Corporate Governance, Business Ethics and Corporate Social Responsibility  
Project Management  
Experiential Marketing Program  
Long Term Project

## ELECTIVES TRIMESTER IV

### Finance Electives

- Financial Analysis and Credit Management
- Financial Modelling
- Security Analysis and Portfolio Management
- Tax Planning and Management
- Corporate Restructuring Mergers and acquisitions
- Strategic Cost Management
- Fixed Income Securities
- Financial Econometrics
- Financial Markets, Institutions and Services
- Financial Analytics

### Marketing Electives

- Product & Brand Management
- Customer Relationship Management
- Digital & Social Media Marketing
- Integrated Marketing Communications
- Strategic Marketing
- Marketing Analytics

### Human Resources Management Electives

- HR Analytics
- Cross-cultural Management
- Competency Management
- Contemporary issues in HRM
- Learning and Development

### Operations Electives

- Supply Chain Management
- Management of Service Operations
- Optimization Models for industry
- Operations Analytics
- Operations Strategy

### Analytics Electives

- Marketing Analytics
- Operations Analytics
- Financial Analytics
- HR Analytics
- Data Science and Machine Learning
- Business Intelligence and Data Visualization
- SQL for Data Science
- Cyber Security and Cyber laws
- Predictive Analytics
- Data Mining for Business Decisions

### Systems Electives

- Management Information Systems
- E-Commerce
- Advanced Excel for Statistical Data Analysis

### Economics Electives

- Public Finance
- International Economics
- Monetary Economics

### Entrepreneurship Electives

- Entrepreneurial Finance
- Social Entrepreneurship and Social Innovation
- Family Business Management

## TRIMESTER V

### Finance Electives

- Risk Management
- Financial Derivatives
- Financial Planning and Wealth Management
- Entrepreneurial Finance
- Strategic Financial Management
- Foreign Exchange Arithmetic
- Private Equity
- Mutual Funds

### Marketing Electives

- Sales and Distribution Management
- Global Marketing Management
- Social Marketing
- Consumer Behavior
- Services Marketing
- Rural and Agricultural Marketing

### Human Resources Management Electives

- Talent Management
- Strategic Human Resource Management
- HR audit
- Leadership and Change Management
- Industrial Relations
- Organization Development

### Operations Electives

- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Lean Management

### Analytics Electives

- Big data analytics
- Data Management and Analytics
- Cloud computing for Business
- Artificial Deep learning
- Block Chain Technology for Business

### Systems Electives

- IT Infrastructure
- Enterprise Resource Planning
- Digital Governance

### Economics Electives

- Industrial Economics
- Urban Economics
- Environmental Economics

### Entrepreneurship Electives

- Corporate Entrepreneurship
- Creativity, Innovation and Entrepreneurship
- Detailed Project Report (DPR) – Compulsory in nature

The students have to select any one or two Elective Streams from the list mentioned as per the norms of the course.

\*\* The list of subjects is indicative. The Institute reserves the right to make modifications at any point during the programme as per the market needs.

# PGDM-BFS Course Curriculum

## FIRST YEAR

### Trimester I

- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Personality Development and Business Communication
- Marketing Management
- Management of Bank Operations
- Financial Markets, Institutions and Services

### Trimester II

- Human Resource Management
- Operations Research
- Corporate Finance
- Macro Economics
- IT Applications and FinTech
- Principles and Practices of Life Insurance
- Financial Econometrics & Research Methodology
- Foreign Language – French

### Trimester III

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Decision Making
- Fixed Income Securities
- Priming for Placements (Business Aptitude)
- Start Ups and Entrepreneurial Finance
- Principles and Practices of General Insurance
- Comprehensive Viva

### SUMMER INTERNSHIP PROJECT (SIP – 8 weeks)

## SECOND YEAR

### Trimester IV

- Strategic Management
- Legal Environment for BIF
- Financial Modeling
- Elective 1 – Subject 1
- Elective 1 – Subject 2
- Elective 2 – Subject 1
- Elective 2 – Subject 2
- Summer Internship Project Viva Voce

### Trimester V

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- International Banking, Treasury and Forex Management
- Elective 1 – Risk Management
- Elective 1 – Subject 4
- Elective 2 – Subject 3
- Elective 2 – Subject 4

### Trimester VI

- Retail Banking, Rural Banking and Micro Finance
- Management of Pension Funds
- Project & Infrastructure Management and Financing
- Long Term Research Project & Viva

## ELECTIVE SUBJECTS TRIMESTER IV

### Finance Electives

- Financial Analysis and Credit Management
- Financial Modelling
- Security Analysis and Portfolio Management
- Tax Planning and Management
- Corporate Restructuring Mergers and acquisitions
- Strategic Cost Management
- Fixed Income Securities
- Financial Econometrics
- Financial Markets, Institutions and Services
- Financial Analytics

### Marketing Electives

- Product & Brand Management
- Customer Relationship Management
- Digital & Social Media Marketing
- Integrated Marketing Communications
- Strategic Marketing
- Marketing Analytics

### Human Resources Management Electives

- HR Analytics
- Cross-cultural Management
- Competency Management
- Contemporary issues in HRM
- Learning and Development

### Operations Electives

- Supply Chain Management
- Management of Service Operations
- Optimization Models for industry
- Operations Analytics
- Operations Strategy

### Analytics Electives

- Marketing Analytics
- Operations Analytics
- Financial Analytics
- HR Analytics
- Data Science and Machine Learning
- Business Intelligence and Data Visualization
- SQL for Data Science
- Cyber Security and Cyber laws
- Predictive Analytics
- Data Mining for Business Decisions

### Systems Electives

- Management Information Systems
- E-Commerce
- Advanced Excel for Statistical Data Analysis

### Economics Electives

- Public Finance
- International Economics
- Monetary Economics

### Entrepreneurship Electives

- Entrepreneurial Finance
- Social Entrepreneurship and Social Innovation
- Family Business Management

## TRIMESTER V

### Finance Electives

- Risk Management
- Financial Derivatives
- Financial Planning and Wealth Management
- Entrepreneurial Finance
- Strategic Financial Management
- Foreign Exchange Arithmetic
- Private Equity
- Mutual Funds

### Marketing Electives

- Sales and Distribution Management
- Global Marketing Management
- Social Marketing
- Consumer Behavior
- Services Marketing
- Rural and Agricultural Marketing

### Human Resources Management Electives

- Talent Management
- Strategic Human Resource Management
- HR audit
- Leadership and Change Management
- Industrial Relations
- Organization Development

### Operations Electives

- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Lean Management

### Analytics Electives

- Big data analytics
- Data Management and Analytics
- Cloud computing for Business
- Artificial Deep learning
- Block Chain Technology for Business

### Systems Electives

- IT Infrastructure
- Enterprise Resource Planning
- Digital Governance

### Economics Electives

- Industrial Economics
- Urban Economics
- Environmental Economics

### Entrepreneurship Electives

- Corporate Entrepreneurship
- Creativity, Innovation and Entrepreneurship
- Detailed Project Report (DPR) – Compulsory in nature

The students have to select any one or two Elective Streams from the list mentioned as per the norms of the course.

\*\* The list of subjects is indicative. The Institute reserves the right to make modifications at any point during the programme as per the market needs.

## FIRST YEAR

### Trimester I

- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Personality Development and Business Communication
- Marketing Management
- International Business

### Trimester II

- Operations Research
- Corporate Finance
- Macro Economics
- Human Resource Management
- Foreign Language – French
- IT for Managers
- Export Marketing
- Global Business Environment

### Trimester III

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Decision Making
- Priming For Placements (Business Aptitude)
- Startups and Entrepreneurship
- International Marketing Research
- Global Finance and Foreign Currencies
- Comprehensive Viva

### SUMMER INTERNSHIP PROJECT (SIP – 8 weeks)

## SECOND YEAR

### Trimester IV

- Strategic Management
- International Brand Management
- Commodity Trading and Price Risk Management
- Elective 1 – Subject 1
- Elective 1 – Subject 2
- Elective 2 – Subject 1
- Elective 2 – Subject 2
- Summer Internship Project Viva Voce

### Trimester V

- SAP & Global Supply Chain Management
- Block Chain & Crypto Currency
- International Business Laws
- Elective 1 – Subject 3
- Elective 1 – Subject 4
- Elective 2 – Subject 3
- Elective 2 – Subject 4

### Trimester VI

- MNC Strategies in BOP Markets
- Corporate Governance, Business Ethics, Corporate Social Responsibility and Sustainability
- International Project Management
- Research Project & Viva Voce

## ELECTIVE SUBJECTS

### TRIMESTER IV

#### Finance Electives

- Financial Analysis and Credit Management
- Financial Modelling
- Security Analysis and Portfolio Management
- Tax Planning and Management
- Corporate Restructuring Mergers and acquisitions
- Strategic Cost Management
- Fixed Income Securities
- Financial Econometrics
- Financial Markets, Institutions and Services
- Financial Analytics

#### Marketing Electives

- Product & Brand Management
- Customer Relationship Management
- Digital & Social Media Marketing
- Integrated Marketing Communications
- Strategic Marketing
- Marketing Analytics

#### Human Resources Management Electives

- HR Analytics
- Cross-cultural Management
- Competency Management
- Contemporary issues in HRM
- Learning and Development

#### Operations Electives

- Supply Chain Management
- Management of Service Operations
- Optimization Models for industry
- Operations Analytics
- Operations Strategy

#### Analytics Electives

- Marketing Analytics
- Operations Analytics
- Financial Analytics
- HR Analytics
- Data Science and Machine Learning
- Business Intelligence and Data Visualization
- SQL for Data Science
- Cyber Security and Cyber laws
- Predictive Analytics
- Data Mining for Business Decisions

#### Systems Electives

- Management Information Systems
- E-Commerce
- Advanced Excel for Statistical Data Analysis

#### Economics Electives

- Public Finance
- International Economics
- Monetary Economics

#### Entrepreneurship Electives

- Entrepreneurial Finance
- Social Entrepreneurship and Social Innovation
- Family Business Management

## TRIMESTER V

#### Finance Electives

- Risk Management
- Financial Derivatives
- Financial Planning and Wealth Management
- Entrepreneurial Finance
- Strategic Financial Management
- Foreign Exchange Arithmetic
- Private Equity
- Mutual Funds

#### Marketing Electives

- Sales and Distribution Management
- Global Marketing Management
- Social Marketing
- Consumer Behavior
- Services Marketing
- Rural and Agricultural Marketing

#### Human Resources Management Electives

- Talent Management
- Strategic Human Resource Management
- HR audit
- Leadership and Change Management
- Industrial Relations
- Organization Development

#### Operations Electives

- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Lean Management

#### Analytics Electives

- Big data analytics
- Data Management and Analytics
- Cloud computing for Business
- Artificial Deep learning
- Block Chain Technology for Business

#### Systems Electives

- IT Infrastructure
- Enterprise Resource Planning
- Digital Governance

#### Economics Electives

- Industrial Economics
- Urban Economics
- Environmental Economics

#### Entrepreneurship Electives

- Corporate Entrepreneurship
- Creativity, Innovation and Entrepreneurship
- Detailed Project Report (DPR) – Compulsory in nature

The students have to select any one or two Elective Streams from the list mentioned as per the norms of the course.

\*\* The list of subjects is indicative. The Institute reserves the right to make modifications at any point during the programme as per the market needs.

# PGDM-HRM Course Curriculum

## FIRST YEAR

### Trimester I

- Management and Organizational Behaviour
- Business Statistics for Decision-making
- Economics for Managers
- Accounting for Managers
- Personality Development and Business Communication
- Marketing Management
- Human Resource Management

### Trimester II

- Operations Research
- Financial Management
- Macro Economics
- IT for Managers
- Performance and Compensation Management
- Organization Development
- Learning and Development
- French – Foreign Language

### Trimester III

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Managers
- Priming for Placements (Business Aptitude)
- Start-ups and Entrepreneurship
- Applied Research in HRM
- Talent Management
- Comprehensive Viva

### Summer Internship Project (SIP – 8 weeks)

## SECOND YEAR

### Trimester IV

- Strategic Human Resource Management
- Business Laws
- Workforce Metrics
- Labour Legislation
- Competency Management
- Elective - 1 Subject 1
- Elective - 1 Subject 2
- Summer Internship Project Viva Voce

### Trimester V

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- HR Analytics
- Industrial Relations
- HRM in Global Perspective
- Elective – 1 Subject 3
- Elective – 1 Subject 4

### Trimester VI

- Emotional Intelligence and Positive Psychology
- Digitization of HR
- Project Management
- Long Term Project & Comprehensive Viva

## ELECTIVE SUBJECTS

### TRIMESTER IV

#### Finance Electives

- Financial Analysis and Credit Management
- Financial Modelling
- Security Analysis and Portfolio Management
- Tax Planning and Management
- Corporate Restructuring Mergers and acquisitions
- Strategic Cost Management
- Fixed Income Securities
- Financial Econometrics
- Financial Markets, Institutions and Services
- Financial Analytics

#### Marketing Electives

- Product & Brand Management
- Customer Relationship Management
- Digital & Social Media Marketing
- Integrated Marketing Communications
- Strategic Marketing
- Marketing Analytics

#### Human Resources Management Electives

- HR Analytics
- Cross-cultural Management
- Competency Management
- Contemporary issues in HRM
- Learning and Development

#### Operations Electives

- Supply Chain Management
- Management of Service Operations
- Optimization Models for industry
- Operations Analytics
- Operations Strategy

#### Analytics Electives

- Marketing Analytics
- Operations Analytics
- Financial Analytics
- HR Analytics
- Data Science and Machine Learning
- Business Intelligence and Data Visualization
- SQL for Data Science
- Cyber Security and Cyber laws
- Predictive Analytics
- Data Mining for Business Decisions

#### Systems Electives

- Management Information Systems
- E-Commerce
- Advanced Excel for Statistical Data Analysis

#### Economics Electives

- Public Finance
- International Economics
- Monetary Economics

#### Entrepreneurship Electives

- Entrepreneurial Finance
- Social Entrepreneurship and Social Innovation
- Family Business Management

## TRIMESTER V

#### Finance Electives

- Risk Management
- Financial Derivatives
- Financial Planning and Wealth Management
- Entrepreneurial Finance
- Strategic Financial Management
- Foreign Exchange Arithmetic
- Private Equity
- Mutual Funds

#### Marketing Electives

- Sales and Distribution Management
- Global Marketing Management
- Social Marketing
- Consumer Behavior
- Services Marketing
- Rural and Agricultural Marketing

#### Human Resources Management Electives

- Talent Management
- Strategic Human Resource Management
- HR audit
- Leadership and Change Management
- Industrial Relations
- Organization Development

#### Operations Electives

- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Lean Management

#### Analytics Electives

- Big data analytics
- Data Management and Analytics
- Cloud computing for Business
- Artificial Deep learning
- Block Chain Technology for Business

#### Systems Electives

- IT Infrastructure
- Enterprise Resource Planning
- Digital Governance

#### Economics Electives

- Industrial Economics
- Urban Economics
- Environmental Economics

#### Entrepreneurship Electives

- Corporate Entrepreneurship
- Creativity, Innovation and Entrepreneurship
- Detailed Project Report (DPR) – Compulsory in nature

The students have to select any one or two Elective Streams from the list mentioned as per the norms of the course.

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# PGDM-BA Course Curriculum

## FIRST YEAR

### First Trimester

- Management and Organizational Behaviour
- Business Statistics for Decision Making
- Economics for Managers
- Accounting for Managers
- Marketing Management
- Information Technology for Managers
- Personality Development and Business Communication

### Second Trimester

- Operations Research
- Corporate Finance
- Macro Economics
- Human Resource Management
- SQL for Managers
- Business Analytics for Managers using R
- Big Data for Business Decisions
- Priming for Placements (Business Aptitude)

### Third Trimester

- Production and Operations Management
- Cost and Management Accounting
- Start-ups and Entrepreneurship
- Marketing Research
- Machine Learning using Python
- Data Analytics using SAS
- Data Visualization and Story Telling
- Foreign Language – French Comprehensive Viva

## SECOND YEAR

### Fourth Trimester

- Strategic Management
- Business Applications using Deep Learning and Artificial Intelligence
- Social Media & Web Analytics
- Elective 1 (Analytics) – Subject 1
- Elective 1 (Analytics) – Subject 2
- Elective 2 – Subject 1
- Elective 2 - Subject 2
- Summer Internship Project

### Fifth Trimester

- Corporate Laws
- Natural Language Processing
- Generative AI
- Elective 1 (Analytics) – Subject 3
- Elective 1 (Analytics) – Subject 4
- Elective 2 – Subject 3
- Elective 2 - Subject 4

### Sixth Trimester

- Corporate Governance, Business Ethics, and CSR
- Project Management
- Long Term Research Project

## ELECTIVE SUBJECTS

### TRIMESTER IV

#### Finance Electives

- Financial Analysis and Credit Management
- Financial Modelling
- Security Analysis and Portfolio Management
- Tax Planning and Management
- Corporate Restructuring Mergers and acquisitions
- Strategic Cost Management
- Fixed Income Securities
- Financial Econometrics
- Financial Markets, Institutions and Services
- Financial Analytics

#### Marketing Electives

- Product & Brand Management
- Customer Relationship Management
- Digital & Social Media Marketing
- Integrated Marketing Communications
- Strategic Marketing
- Marketing Analytics

#### Human Resources Management Electives

- HR Analytics
- Cross-cultural Management
- Competency Management
- Contemporary issues in HRM
- Learning and Development

#### Operations Electives

- Supply Chain Management
- Management of Service Operations
- Optimization Models for industry
- Operations Analytics
- Operations Strategy

#### Analytics Electives

- Marketing Analytics
- Operations Analytics
- Financial Analytics
- HR Analytics
- Data Science and Machine Learning
- Business Intelligence and Data Visualization
- SQL for Data Science
- Cyber Security and Cyber laws
- Predictive Analytics
- Data Mining for Business Decisions

#### Systems Electives

- Management Information Systems
- E-Commerce
- Advanced Excel for Statistical Data Analysis

#### Economics Electives

- Public Finance
- International Economics
- Monetary Economics

#### Entrepreneurship Electives

- Entrepreneurial Finance
- Social Entrepreneurship and Social Innovation
- Family Business Management

## TRIMESTER V

#### Finance Electives

- Risk Management
- Financial Derivatives
- Financial Planning and Wealth Management
- Entrepreneurial Finance
- Strategic Financial Management
- Foreign Exchange Arithmetic
- Private Equity
- Mutual Funds

#### Marketing Electives

- Sales and Distribution Management
- Global Marketing Management
- Social Marketing
- Consumer Behavior
- Services Marketing
- Rural and Agricultural Marketing

#### Human Resources Management Electives

- Talent Management
- Strategic Human Resource Management
- HR audit
- Leadership and Change Management
- Industrial Relations
- Organization Development

#### Operations Electives

- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Lean Management

#### Analytics Electives

- Big data analytics
- Data Management and Analytics
- Cloud computing for Business
- Artificial Deep learning
- Block Chain Technology for Business

#### Systems Electives

- IT Infrastructure
- Enterprise Resource Planning
- Digital Governance

#### Economics Electives

- Industrial Economics
- Urban Economics
- Environmental Economics

#### Entrepreneurship Electives

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- Creativity, Innovation and Entrepreneurship
- Detailed Project Report (DPR) – Compulsory in nature

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## Faculty Profiles



**Prof S Sreenivasa Murthy**  
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NLCIL Chair Professor on CSR  
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## Faculty Profiles



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Governance & Public Policy  
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**Dr AS Kalyana Kumar**

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**Dr Rajesh Gangakhedkar**

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Co-Programme Head – PGDM-IB  
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**Dr P V Vijay Kumar Reddy**

Associate Professor – Marketing, CRM, E-Com,  
SCM, Retailing & Technology in Business  
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## Faculty Profiles



### Dr Prarthana Kumar

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Coordinator – Alumni Relations  
Joint Coordinator – Admissions (Media and Mktg), Warden – Boys Hostel  
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### Dr Anupama Dubey Mohanty

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### Dr K Bhavana Raj

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Editor - JIE  
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## Faculty Profiles



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Co-Programme Head – PGDM HRM  
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**Mr K Srinivas**

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**Dr Mohsin Khan**

Assistant Professor –  
HRM, OB & Analytics  
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**Dr P Kalyani**

Assistant Professor – Finance  
Joint Coordinator – Alumni Relations  
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**Dr Shree Jyothi Koutha**

Assistant Professor – Corporate Finance,  
Financial Markets and Risk Management  
Joint Coordinator – Student Affairs  
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**Dr M A Nayeem**

Assistant Professor – Finance,  
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**Dr Naresh Boora**

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**Dr Sagyan Sagarika Mohanty**

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Co-Programme Head – PGDM MM  
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**Dr Richa Saun**

Assistant Professor – Economics  
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**Dr Asha Lourdes**

Assistant Professor &  
Student Counselor  
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**Dr B Arun Kumar**

Faculty  
arun@ipeindia.org

## Our Corporate Links

### Consultancy

- ✦ Tata Consultancy
- ✦ Deloitte
- ✦ Triniti
- ✦ Arcesium
- ✦ PwC
- ✦ Factset
- ✦ S&P Global
- ✦ Cognizant
- ✦ Allinat Group
- ✦ Hitachi Vantara
- ✦ Rolling Arrays
- ✦ Transgraph Consulting Pvt Ltd
- ✦ DE Shaw
- ✦ Pelton Consulting
- ✦ W3Global India Pvt Ltd
- ✦ Oxane Partners
- ✦ Oracle
- ✦ RSM USI
- ✦ Wells Fargo
- ✦ Invesco
- ✦ New Day India
- ✦ KfinTech
- ✦ INRY
- ✦ Cushman & Wakefield

### BFSI

- ✦ Federal bank
- ✦ Franklin Templeton
- ✦ ICICI Securities
- ✦ ICICI Prudential Life Insurance
- ✦ IDFC First Bank
- ✦ Axis AMC
- ✦ Metrics4 Analytics
- ✦ HDFC Bank
- ✦ ICICI Lombard
- ✦ Tata Amc
- ✦ Home First Finance
- ✦ BFIL
- ✦ Geojith Financial Services Ltd
- ✦ Hexagram
- ✦ TATA AIG
- ✦ Jama Wealth
- ✦ Piramal Capital and Housing Finance
- ✦ Grihum Housing Finance
- ✦ Indus Ind Bank

### FMCG

- ✦ Godrej & boyce Ltd
- ✦ Bajaj Corporation
- ✦ GMMFL (Amul)
- ✦ Mondelez
- ✦ Kansai Nerolac Paints Ltd
- ✦ Haldirams

- ✦ Asian Paints
- ✦ Reckitt
- ✦ Bajaj Consumer Care
- ✦ Amul
- ✦ Dodla Dairy Ltd
- ✦ Heritage Foods
- ✦ Adani Wilmar
- ✦ The Ramco Cement
- ✦ Wipro
- ✦ Coffee Day
- ✦ Kellanova
- ✦ Birla Ops

### Health Care

- ✦ Hetero Drugs
- ✦ Ideyalabs
- ✦ MSN Labs
- ✦ Graviti Pharma
- ✦ Honour Labs
- ✦ SP Accure Labs Pvt Ltd

### Infrastructure

- ✦ Dhamam Infra Projects
- ✦ Ramky Infrastructure
- ✦ Ramky Estates
- ✦ Aliens Group
- ✦ Aparna Enterprises
- ✦ Interia Infrastructure

### IT/ITES

- ✦ ValueMomentum
- ✦ Nalsoft
- ✦ Innovax
- ✦ NTT DATA
- ✦ EPAM
- ✦ Virtusa
- ✦ Verizon Data Services
- ✦ Seanergy Digital India Ltd
- ✦ Peoplelink Unified Communications
- ✦ Conglomerate IT
- ✦ Magnaquest
- ✦ Zioncloud Solutions
- ✦ Minfy Technologies
- ✦ Value Labs
- ✦ Tech Mahindra
- ✦ Genpact
- ✦ Westagile Labs
- ✦ Unykloud Technologies
- ✦ Verity Knowledge Solutions Pvt Ltd
- ✦ Trinamix
- ✦ Nav Tech Electroics India Pvt Ltd
- ✦ Aggne
- ✦ Cyber Ark Software
- ✦ 2COMS Counselling Pvt Ltd
- ✦ NIT Data

- ✦ Bharath Cloud
- ✦ Aveva Industrial Intelligence
- ✦ CtrlS DataCenters
- ✦ Nexgile Technologies
- ✦ Cyient
- ✦ Peopletech group
- ✦ Mygate
- ✦ Cache Peripherals Pvt Ltd
- ✦ Capgemini
- ✦ Evergent Technologies

### Manufacturing

- ✦ TVS Motor Company
- ✦ Stanza Living
- ✦ BMW Kun
- ✦ Hitachi HiRel
- ✦ Rane Goup
- ✦ Apollo Tyres

### Telecom

- ✦ Vodafone

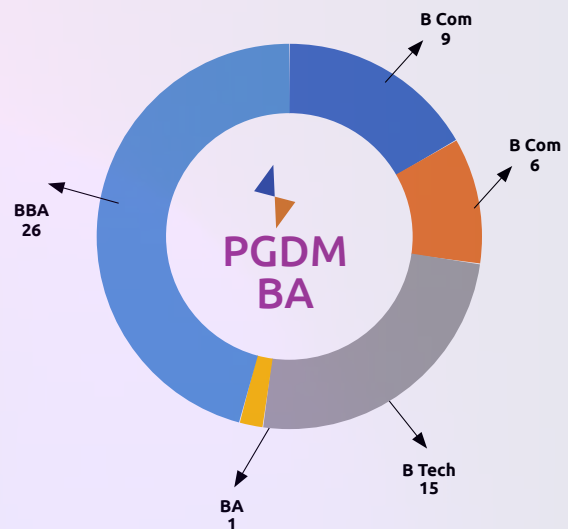
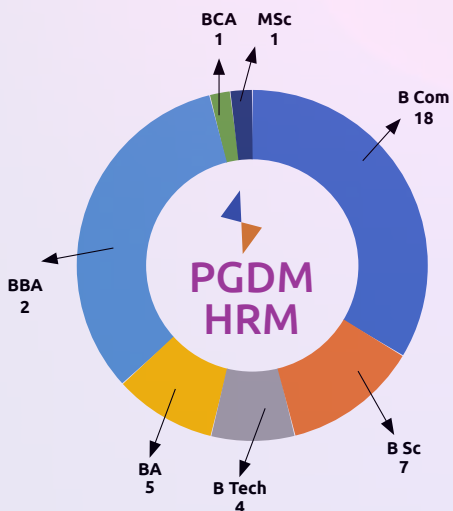
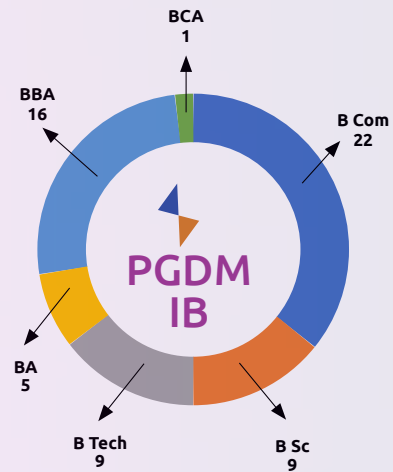
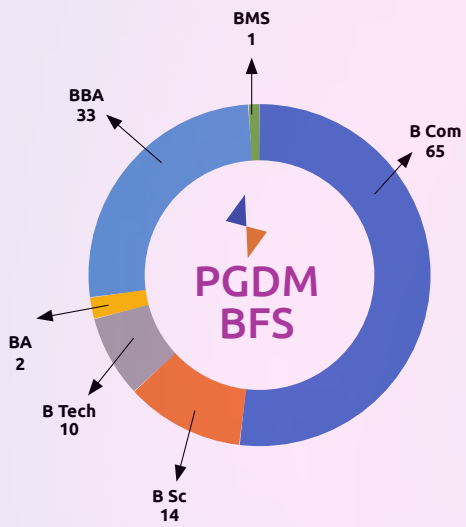
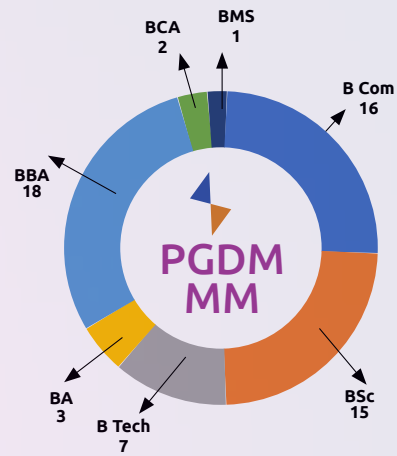
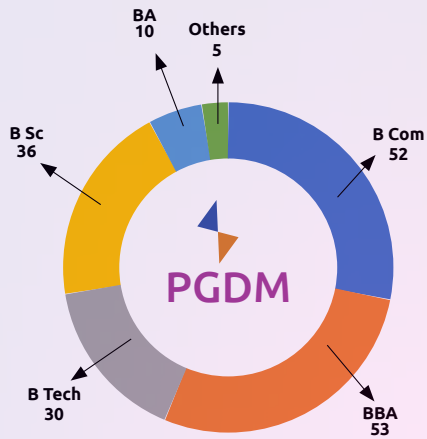
### e-Commerce

- ✦ Blinkit
- ✦ Zomata
- ✦ Magic Pin

### Others

- ✦ Loyalty Juggernaut Inc
- ✦ EDTEX
- ✦ ValueCreed
- ✦ Plus Business Machines Ltd
- ✦ IFA Global
- ✦ The Hindu
- ✦ Naukri.com
- ✦ Stack Junior India (Tenth Plus Tech Services Pvt
- ✦ Amixon
- ✦ ValueCreed
- ✦ Bluestone Jewellery and Lifestyle Ltd
- ✦ ACT Fibernet
- ✦ CL Educate
- ✦ Prop Times
- ✦ Joualukkas
- ✦ Solar Square Energy PPT
- ✦ Neeyamo
- ✦ Muses Consulting
- ✦ AISHA RAO Founders Office Officer
- ✦ Showtime
- ✦ Corizo Education

# Students' Mix



S.No.	Roll No.	Name	Qualification	Page No.
<b>OPERATIONS &amp; MARKETING</b>				<b>63</b>
1	2401004	Nikhil Kumar Singh	B Sc	63
2	2401101	T. Asritha Sarma	BBA	63
3	2401174	Shrushti Berelli	BBA	63
4	2401217	Gaurav	B Sc	63
<b>MARKETING &amp; BUSINESS ANALYTICS</b>				<b>63</b>
5	2401034	Akula Vishal Mythreya	B Tech	63
6	2401044	Saichand Gudaboina	BBA	63
7	2401048	S. Ramkumar Reddy	B Tech	63
8	2401084	Mettu Pranavi Reddy	BA	63
9	2401102	Ashutosh Samal	B Tech	63
10	2401111	Varanasi Satwik	B Tech	63
11	2401128	Neela Rohith	BBA	63
12	2401171	P. Pravallika	BE	63
13	2401176	Dhruv Agarwal	BBA	63
14	2401197	G V Rahul Reddy	B Com	63
15	2401198	Yata Vikas Yashwanth	BA	63
<b>MARKETING &amp; HR</b>				<b>64</b>
16	2401011	Sanagaram Srihari	BA	64
17	2401026	Challa Sriram	BBA	64
18	2401049	Govind Mundada	B Com	64
19	2401051	Aishwarya Ganji	B Com	64
20	2401112	Banda Jyothi Priyanka	Bachelor's in Physiotherapy	64
21	2401135	Shriya Phooldandikar	BBA	64
22	2401162	Samadrita Sen	B A	64
23	2401179	Subhodeep Chatterjee	BBA	64

S.No.	Roll No.	Name	Qualification	Page No.
<b>FINANCE &amp; MARKETING</b>				<b>64-70</b>
24	2401002	Indranil Choudhury	B Com	64
25	2401003	Ch Goutham	BBA Finance	64
26	2401006	P. Kiran Chandra Reddy	B Tech	64
27	2401007	Sai Keerthana	B Com	64
28	2401008	Tushar Mondal	B Com	64
29	2401010	Aneesh Marupaka	BBA	64
30	2401014	Kalal Maheshwari	BSc	64
31	2401016	Balabhadra Deva Harsha	BBA	65
32	2401018	Shamshabad Mayuka Reddy	BBA	65
33	2401019	Katreddy Janardhan Reddy	BSc	65
34	2401021	N Soujanya	B Com	65
35	2401022	Akaram Rahul	B Com	65
36	2401023	Bharat Singhal	BBA	65
37	2401024	Debarnab Chaudhuri	B Tech	65
38	2401025	Pariti Venkata Sai Pranav	BBA	65
39	2401027	Shashikala	BBA	65
40	2401028	Ramagiri Ganesh	B Com	65
41	2401029	Somavarapu Shivani	B Sc	65
42	2401032	Adithi Pathak	BBA	65
43	2401033	Manvitha Gelli	BBA	65
44	2401035	Shaik Javed	B Com	65
45	2401036	Y. Sai Tanuj Reddy	B Com	65
46	2401038	Arun Agarwal	BBA	65
47	2401043	Gade Roy Mrunal	BBA	65

S.No.	Roll No.	Name	Qualification	Page No.
48	2401046	T. Hemadri	BBA	66
49	2401050	Sreeja Sarpatwar	Bachelor of Dental Surgery (Dentistry)	66
50	2401054	Kasireddy Meghana	BBA	66
51	2401055	C. Sharath Raj	B Sc	66
52	2401056	Smrithy Sivathasan	B Com	66
53	2401057	Mahankali Vishal	Bachelor of Science (MSDs)	66
54	2401061	S. Bala Chaitanya Mirampalli	B Sc	66
55	2401062	Pratham Rao Shirsat	B Sc	66
56	2401063	Ch. Dilip Krishna Vamsi	B Sc	66
57	2401065	S Vaishnavi	B Tech	66
58	2401083	Akshat Mehta	B Com	66
59	2401085	Narendra Tiwary	B Sc	66
60	2401086	Rahul Thakur	B Sc	66
61	2401090	G. Jhansi Virajita	B Sc	66
62	2401093	Dhnisha Agarwal	BBA	66
63	2401097	Shashank lidhoriye	B Com	66
64	2401098	Byreddy Venkata Manjunadha Reddy	B Sc	67
65	2401100	Harshit Sharma	BBA	67
66	2401104	M Rithu Nandana	B Com	67
67	2401105	Aditya Jammshed	B Com	67
68	2401109	Syed Rayaan	B Com	67
69	2401110	Rahul Kumar Rawat	B Com	67
70	2401113	Madhavi Nayak	B Com	67
71	2401115	Kemisetti Manoj Sarma	BBA	67

S.No.	Roll No.	Name	Qualification	Page No.
72	2401117	Kukkudapu Sumasree	BBA	67
73	2401119	Sonal Baid	BBA	67
74	2401120	Gade Venkata Sai Kethan	B Com	67
75	2401121	Vadla Vamsi	B Tech	67
76	2401122	Anjani Debnath	B Com	67
77	2401123	Thangella Sai Poojitha	B Sc	67
78	2401125	Karan Agarwal	BBA	67
79	2401127	Krishna Vivek	BBA	67
80	2401131	Bogadi Manjunath	B Sc	68
81	2401133	Paloji Shivateja	B Com	68
82	2401136	M Nidheesh Yadav	B Com	68
83	2401137	Dara Sai Rishi	B Sc	68
84	2401140	Dadga Mansi	BBA	68
85	2401145	Konda Chandra Sekhar Reddy	B Sc	68
86	2401146	R N Akshaya	B Sc	68
87	2401163	C. V. Abijith	B Tech	68
88	2401168	Gaddamidi Saith Kumar	BBA	68
89	2401169	Palli prasanna reddy	BBA	68
90	2401172	Kotla Abhinav	B Tech	68
91	2401172	K Pranay Chand	B Sc	68
92	2401178	Saripellakarthekeya	BBA	68
93	2401180	Palitha Preethi	B Sc	68
94	2401182	Mamilla Rachana	BA	68
95	2401183	Kayagurala Bhumika	B Com	68
96	2401184	K. Akash	B Sc	69
97	2401186	Jeevitha Chilakala	BBA	69

S.No.	Roll No.	Name	Qualification	Page No.
98	2401187	Preethi Swami	B Com	69
99	2401189	Lalit Patil	BA	69
100	2401193	P Srinivas Sravan	B Com	69
101	2401194	Ankareddy Neeraj Sai Teja	BBA	69
102	2401195	Madhuri	BBA	69
103	2401196	Suman Datta	B Sc	69
104	2401199	Ramagiri Vishveshwar	B Com	69
105	2401200	T Shravya	BA	69
106	2401202	Krishnapriya S	B Com	69
107	2401203	P Rohit Kumar	B Sc	69
108	2401204	Mohammed Arshad	B Com	69
109	2401205	G.V. Sachith Kumar	B Tech	69
110	2401207	Surendra Marrapu	BBA	69
111	2401208	Tanishq Yerra	BBA	69
112	2401210	Amirishetty Sri Vishnu	BBA	70
113	2401211	U. Jahnavi	BBA	70
114	2401212	Singi Reddy Shikara Reddy	B Tech	70
115	2401213	Jashwanth Reddy	BA	70
116	2401216	Dhanugari Akhil	BBA	70
117	2401218	J Nikhil Yadav	B Com	70
118	2401226	Sreeja Pandala	B Sc	70
119	2401228	Parimi Haritha	B Com	70
<b>FINANCE &amp; HR</b>				<b>70-71</b>
120	2401012	Nagaram Aishwarya	BBA	70
121	2401013	Girwar Suryavanshi Janhavi	B Sc	70

S.No.	Roll No.	Name	Qualification	Page No.
122	2401037	Naziya Tahsin	B Com	70
123	2401045	Rallapalli Ramyasri	B Com	70
124	2401067	Gopika R I	B Sc	70
125	2401106	G. Sravani	B Com	70
126	2401173	Medipalli Samhitha	BMS	71
127	2401175	MVL Sai Sudha	B Com	71
128	2401191	Mridu Sethia	BBA	71
129	2401225	Kasi Jahnavi	B Sc	71
<b>FINANCE &amp; OPERATIONS</b>				<b>71</b>
130	2401167	Srikar Kompella	BBA	71
<b>FINANCE &amp; BUSINESS ANALYTICS</b>				<b>71-74</b>
131	2401005	Kulkarni Vidya Sagar	B Com	71
132	2401015	Sai Sushma Peketi	B Tech	71
133	2401017	K. Srikamth	B Tech	71
134	2401020	Nitya Santhoshi	BBA	71
135	2401030	Sandhika K	B E	71
136	2401031	Gokavarapu Swetha	B Sc	71
137	2401041	Pasula Rakesh	B Tech	71
138	2401042	Malleshwari Gudala	B Com	71
139	2401047	Dharaneesh Kanagasabapathy	B Com	72
140	2401052	P.V. Neha Reddy	B Com	72
141	2401053	Aryaman Kommireddi	B Com	72
142	2401058	Praveen Panchaguda	B Sc	72
143	2401059	Surya A	B Com	72

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144	2401060	Gandi Pradeep Kalyan	B Tech	72
145	2401064	Potha Sai Nikitha	B Tech	72
146	2401081	Chatta Sreya	BA	72
147	2401082	Rangaswamy Saikiran	B Tech	72
148	2401087	Pasham Abhinay	BBA	72
149	2401091	M K Aashritha	B Sc	72
150	2401092	Saranya Suru	BBA	72
151	2401094	Gajjala Sreeja	B Tech	72
152	2401095	Aashrith Vardhan	BBA	72
153	2401096	B Lokesh	B Sc	72
154	2401099	Osama Ijaz Ahmed	B Sc	72
155	2401103	Kotapati Satya Prakash	B Tech	73
156	2401107	Srinidhi Kothamasu	BBA	73
157	2401108	Behara Hemanth Kumar	B Com	73
158	2401114	Bondada Ramya	B Tech	73
159	2401116	Rishi Kori	B Com	73
160	2401118	Bodiga Rithwika	B Tech	73
161	2401124	Mohammed Affan Afridi	B Com	73
162	2401126	Jannu Vijayakumar	B Tech	73
163	2401129	Srinivas Kandula	B Tech	73
164	2401130	Nikhitha Durgam	BBA	73
165	2401132	Chitradurga Narayana Vaibhavi	BA	73
166	2401134	Sarvesh	B Com	73
167	2401139	K. Varun	BBA	73

S.No.	Roll No.	Name	Qualification	Page No.
168	2401141	Pravallika Ponduri	B Com	73
169	2401142	Shaik Sajid Hussain Ahamad	B Tech	73
170	2401144	D Samyuktha	BBA	73
171	2401164	P. Nikitha Goud	B Sc	74
172	2401165	Md Aftab Alam	B Com	74
173	2401166	Sanjana Tiwari	B Com	74
174	2401170	Mohit kumar Choudhary	B Com	74
175	2401185	N. Chithkalaa Priya	B Com	74
176	2401188	Polagani Hemanth	B Tech	74
177	2401190	Aakanksha Raula	BBA	74
178	2401192	Vanaparthi Nishchal	B Tech	74
179	2401201	Nisha Kumari	B Sc	74
180	2401206	Pasula Rahul	B Tech	74
181	2401209	Priti Gorai	B Com	74
182	2401215	Kuchipudi Venkata Sai Jagadishwar	B Tech	74
183	2401220	Duddala Anirudh	BBA	74
184	2401221	Alisha Kumari	BBA	74
185	2401222	Aman Mourya	B Com	74
186	2401223	Mahesh Babu Gangiseti	B Tech	74
<b>HR &amp; BUSINESS ANALYTICS</b>				<b>74</b>
187	2401181	Srinivas Sai Kameswara Malladi	B Sc	74

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<b>MARKETING MANAGEMENT &amp; BUSINESS ANALYTICS</b>				<b>75</b>
1	2402015	Bollavula Srinath Reddy	B Sc	75
2	2402018	Shaik Abdul Sathik	BBA	75
3	2402021	Kaitha Sindhuja	B Com	75
4	2402027	Bayyola Saikumar	BBA	75
5	2402028	Athinarapu Bhargavi	B Sc	75
6	2402032	Soumya Ranjan Behera	B Tech	75
7	2402047	Shaik Mohammad Maaz	BCA	75
8	2402059	Sasya Chella	B Sc	75
<b>MARKETING &amp; FINANCE</b>				<b>75-78</b>
9	2402001	Preethi Rathore	BBA	75
10	2402002	Y Kalyan	B Com	75
11	2402003	Kadali Harsha Sri	B Sc	75
12	2402005	Agavinti Guru Rakesh	B Sc	75
13	2402006	L Andrew Lee	B Sc	75
14	2402007	Penumallu Sudhakar Reddy	BBA	75
15	2402008	Skandha Chaythanya S	B Com	75
16	2402009	K Swandana Kumari patro	B Com	75
17	2402011	Marikal Harika	BBA	76
18	2402012	Kamalapuram Praneeth Sree Ganesh	B Sc	76
19	2402013	Kothakapu Mounika Reddy	B Sc	76
20	2402014	K S Aparna Nair	B Com	76
21	2402016	Nallamaddi Sai Anoop	BBA	76
22	2402017	Yadla Kanaka Siva Tarun	BBA	76
23	2402020	Shiva Krishna Reddy Patlolla	BBA	76

S.No.	Roll No.	Name	Qualification	Page No.
24	2402022	Aftab Kamaal	BMS	76
25	2402023	KG Harshith Raj	BBA	76
26	2402024	Patro Varsha Rani	BBA	76
27	2402025	Panguluru Siddartha	BBA	76
28	2402029	Gowthami Priya .M	BA	76
29	2402030	Wairokpam Yaiphaba	B Sc	76
30	2402031	Vasu Kiran	B Tech	76
31	2402033	Edaboina Ramakrishna	B Sc	76
32	2402034	Donthu Adarsh Kumar	B Sc	76
33	2402035	Rapolu Sairam	BBA	77
34	2402036	Malothu Chandini Priya	B Tech	77
35	2402037	Sukesh Kumar	B Com	77
36	2402039	Reyya Deeksha	B Com	77
37	2402041	Nidhi Amadala	B Com	77
38	2402043	Chavhan Pruthviraj Durgasingh	B Com	77
39	2402044	Bhanavath Tharun Naik	BCA	77
40	2402046	Ojaswini Badarala	B Com	77
41	2402048	Alla Rajashekhar Reddy	BCA	77
42	2402049	Kathula Sisindra Reddy	B Com	77
43	2402050	Zampani Sree Charith	B Tech	77
44	2402052	Sharanya Beri	BBA	77
45	2402054	Mahadasa Vamsi Krishna	B Sc	77
46	2402056	Karishma Jangid	B Com	77
47	2402057	Sai Vaishnavi	BBA	77
48	2402058	Chandana Adusumilli	B Tech	77



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S.No.	Roll No.	Name	Qualification	Page No.
49	2402060	Agilineni karthik	B Com	78
50	2402062	Athuljith AS	BBA	78
51	2402063	Banoth Arun Kumar	B Sc	78
52	2402064	Atul Kumar Yadav	B Tech	78
53	2402067	Harshini Varsha L B	BE	78
54	2402068	Sathwika Samalla	B Sc	78
78	2402069	K. Hema Srinadh Reddy	B Sc	78
<b>MARKETING &amp; OPERATIONS</b>				<b>78</b>
56	2402042	Adithi Kandi	B Com	78
<b>MARKETING &amp; HR</b>				<b>78</b>
57	2402010	M. Sri Vyshnavi Reddy	B Com	78
58	2402040	Rashmi V Mathad	BBA	78
59	2402045	Abdul Aziz Khan	BBA	78
60	2402051	Kollipara Gayatri	B Com	78
61	2402053	Tikka Sahit Raj	BBA	78
62	2402055	Ch. Meghana	BA	78
63	2402061	Anjani	BA	78

S.No.	Roll No.	Name	Qualification	Page No.
<b>FINANCE &amp; MARKETING</b>				<b>79-83</b>
1	2403004	L. Venkata Charishma	B Sc	79
2	2403005	Ramya B	B Sc	79
3	2403006	Akash Joshi	B Sc	79
4	2403008	Gudishetty Vaishnavi	B Com	79
5	2403009	Jangam Spandana	B Com	79
6	2403010	Jeksani Nikitha	B Com	79
7	2403011	Kanukunta Samika	B Com	79
8	2403012	Moturu Hinduja	B Com	79
9	2403014	Padakanti Vaishnavi	B Com	79
10	2403016	Poloju Vyshnavi	B Com	79
11	2403017	Hasitha Puppala	B Com	79
12	2403019	Lakshmi Bhargavi Sanagapalli	B Com	79
13	2403021	Sruthi Gupta	B Com	79
14	2403022	Thota Nitya Shubha	B Com	79
15	2403023	Brijesh Arpally	B Com	79
16	2403024	Deepak Maharana	B Com	79
17	2403025	Ayush Kutnoor Vyas	B Com	80
18	2403026	Mohammad Rashid	B Com	80
19	2403027	P Vasanth Krishna	B Com	80
20	2403029	Adarsh Patharla	B Com	80
21	2403030	Aouti Shivakumar	B Com	80
22	2403031	Arpally Yashvanth Kumar	B Com	80
23	2403035	Gourav Acharjya	B Com	80
24	2403036	Gourav Sagar	B Com	80
25	2403037	Geethika Reddy	BBA	80



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S.No.	Roll No.	Name	Qualification	Page No.
26	2403039	M Akshitha Reddy	BBA	80
27	2403040	M Harshita	BBA	80
28	2403041	Mandapati Siva Tejaswini	BBA	80
29	2403042	Meghana Bansal	BBA	80
30	2403043	Nancy Sinha	BBA	80
31	2403045	Ankit Anand	BBA	80
32	2403046	Erram Bala Chandra	BBA	80
33	2403047	Chirag Rungta	BBA	81
34	2403048	Sai Sanjay Kumar	BBA	81
35	2403050	Pasupunoori Akhil Kumar	BBA	81
36	2403052	Bonta Bhaskar Rao	BBA	81
37	2403056	Souravjeet Kumar	BA	81
38	2403057	B.Madhukar Reddy	BA	81
39	2403059	Sai Bhagawathi	BE	81
40	2403060	Namala Saket	BE	81
41	2403062	Deepak Kumar Sahoo	B Com	81
42	2403065	Pudu Shiva Shyam Kumar	B Sc	81
43	2403082	Chanda Srivani	B Sc	81
44	2403083	C.A. Rohitha Varma	B Sc	81
45	2403084	Souvik Biswas	B Sc	81
46	2403085	Badeti Vijaya	B Tech	81
47	2403089	Sagar Joshi	B Tech	81
48	2403090	Mettu Leela Jayanth Kumar	B Sc	81
49	2403094	Ainala Suhaas	B Sc	82
50	2403095	Pratham Kadiyal	B Sc	82
51	2403097	Thota Sai Shreyas	B Com	82

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52	2403098	Adamyia Shrivastav	B Com	82
53	2403100	Alampally Hindavi	B Com	82
54	2403101	Allu Sai Ashritha	B Com	82
55	2403103	C. Bhavya Shree	B Com	82
56	2403107	Chithaluri Bhawani	B Com	82
57	2403108	Gifty S John	B Com	82
58	2403111	Poojitha Merugu	B Com	82
59	2403113	Mahesh Sahu	B Com	82
60	2403115	Mortala Madhan Kumar	B Com	82
61	2403120	Rahul Rajeev Nair	B Com	82
62	2403121	S K Achyut	B Com	82
63	2403122	Sabarish G	B Com	82
64	2403123	Soham Sinha	B Com	82
65	2403125	Tatvesh R Takkamore	B Com	83
66	2403126	U N Nag Sharan	B Com	83
67	2403129	Aswitha Sutrave	BBA	83
68	2403131	Bolli Sanjana	BBA	83
69	2403133	Katakam Koushik	BBA	83
70	2403134	Natrajan Venkatesh	BBA	85
71	2403137	Raaghav	BBA	83
72	2403138	Selva Amburaj Abishai Raj	BBA	83
73	2403139	Shivam Kumar	BBA	83
74	2403140	Guduri Vikas Goud	BBA	83
75	2403142	Sailatha	B Com	83
76	2403143	Gunturi Vishal	B Com	83
77	2403144	Subramanyam Maddula	BBA	83

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<b>FINANCE &amp; HR</b>				<b>83-84</b>
78	2403002	Abhiseka Dash	B Sc	83
79	2403044	Paleti Mahalaxmi	BBA	83
80	2403081	Kondam Prasanna	BBA	84
81	2403093	Nelakurthi Thriveni	B Sc	84
<b>FINANCE &amp; ANALYTICS</b>				<b>84-86</b>
82	2403001	Valiveti Hiranmayee Apoorva	B Tech	84
83	2403007	G. Taruun	B Sc	84
84	2403013	Suraparaju Sudha Sree Mythri	B Com	84
85	2403018	Sai Sri Varma	B Com	84
86	2403020	Shikha Thakur	B Com	84
87	2403028	Rajesh kumar Singh	B Com	84
88	2403032	Badinehal Umesh Chandra Reddy	B Com	84
89	2403033	Bhumaraju Lakshmi Narayana Satvik	B Com	84
90	2403034	Chigumalla Balaji	B Com	84
91	2403038	Kotha Akshaya	BBA	84
92	2403049	Aaryan Jain	BBA	84
93	2403051	Ankala Samuel Sunder Kumar	BBA	84
94	2403054	Gande Sri Sai Vaibhav	B Com	84
95	2403055	Susarla Sai Venkata Narayana Sourya	BBA	84
96	2403058	Kolli. Sumaja	BE	85
97	2403061	Padigela Advaith	BE	85
98	2403063	Roopa Lavanya Maddukuri	BBA	85
99	2403064	Mahek Singhal	B Com	85
100	2403086	Gundu Mansha	B Tech	85

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101	2403087	Kancharla Supraja	B Tech	85
102	2403088	Vishnu Vardhan Rao K	B Tech	85
103	2403091	Peddada Vijaya Varshitha	B Sc	85
104	2403096	Madhuri Devireddy	BMS	85
105	2403102	Ayushi Singh	B Com	85
106	2403104	Ch Sri Sai Vaishnavi	B Com	85
107	2403105	D. Gayathri Pranathi	B Com	85
108	2403106	Donthula Alekya	B Com	85
109	2403109	Gorty Ramya Sri	B Com	85
110	2403110	M. Devi Nagasri	B.Com	85
111	2403112	V. Shanmukhi Naga Durga	B Com	85
112	2403114	MD Adil Jilani	B Com	86
113	2403116	P. Lokesh	B Com	86
114	2403117	Arjun Paka	B Com	86
115	2403118	Peddibhotla Vikas Nageswar Rao	B Com	86
116	2403119	Pothkan Lalith Sai	B Com	86
117	2403124	Karanam Sudheendra Rao	B Com	86
118	2403127	Venkat Kaushik Josyula	B Com	86
119	2403128	Yedugani Sai	B Com	86
120	2403130	Bantupalli Deepthi Sree	BBA	86
121	2403132	Gollapudi Sree Ananya	BBA	86
122	2403135	Navish Kumar Anant	BBA	86
123	2403141	Amberpet Manish	BBA	86
124	2403145	Paidi Varshitha	BBA	86
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<b>OPERATIONS MARKETING</b>				<b>87</b>
1	2404013	Anantan Kavyasri	B Tech	87
2	2404023	Jeshua Eyi Elie	B Com	87
3	2404027	Aatif Suleman Usmani	BA	87
<b>BUSINESS ANALYTICS &amp; MARKETING</b>				<b>87</b>
4	2404004	Konkimalla Sai Samhitha	B Tech	87
5	2404019	Govindula Ankith	B Tech	87
6	2404028	Geddamrohith	B Tech	87
7	2404031	Dhanya Dyuti. D	BBA	87
8	2404035	Panniru Sowmya	B Tech	87
<b>MARKETING &amp; FINANCE</b>				<b>87-89</b>
9	2404002	Shrija Damerla	BBA	87
10	2404010	Vishwasmitha Phednalwar	BBA	87
11	2404015	Peddi Sankeerthana	BBA	87
12	2404016	Survi Veena Manisha	BA	87
13	2404017	Susmitha Sri	BA	88
14	2404018	Anirudh Sripathi	BBA	88
15	2404020	Rachamalla Aravind	B Com	88
16	2404021	Anati Shivanath	BBA	88
17	2404022	Srushti Rao	Business	88
18	2404024	Shashank Kalwala	BBA	88
19	2404025	Chinthakunta Sreeja	B Sc	88
20	2404032	Nidhi Singh	B Com	88
21	2404033	Shiva Krishna Munja	B Com	88
22	2404034	Chinmay Sahoo	B Com	88
23	2404036	L Dhakshikth Reddy	BBA	88
24	2404040	Kalakota Ravi Teja	B Sc	88
25	2404043	Peggapuram Saiteja	B Com	88
26	2404044	Durga Bhavani Vanaparathi	B Com	88
27	2404048	Anurag Bhandari	B Tech	89
28	2404049	Gontla Sridivya	B Com	89
29	2404051	Govind Mewada	B Com	89
30	2404052	Meddala Mahesh	B Com	89
31	2404055	Viswateja Cheela	B Com	89
32	2404056	Bharath Reddy	BBA	89

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33	2404062	B. Princysnsosiea	B Sc	89
34	2404063	Kasetti Sanjaykumar	B Com	89
35	2404064	Jyothi Jajula	BCA	89
36	2404066	Chethireddy Manasa	B Sc	89
37	2304002	Abhiuday Das	B Tech	89
<b>FINANCE &amp; BUSINESS ANALYTICS</b>				<b>89-90</b>
38	2404003	Rachel Siri Chandana Bethedu	B Sc	89
39	2404006	Bandi Srihitha Reddy	B Tech	89
40	2404026	Nemuri Yashasvi Goud	B Sc	90
41	2404041	Umapathi K S Raghuvier	BBA	90
42	2404046	Dhriti Akula	B Com	90
43	2404047	Dilli Lalitaditya Kshiraj	BBA	90
44	2404053	Yashoda Dhungana	B Com	90
45	2404057	Vivek Modani	B Com	90
46	2404061	Keerthana Sanka	B Com	90
47	2404065	Diddi Akshaya	B Tech	90
<b>FINANCE &amp; OPERATIONS</b>				<b>90-91</b>
48	2404001	Kolluru Viswasai Bhanu Dheeraj	B Com	90
49	2404005	Kala Bhoomi Jain	BBA	90
50	2404007	Godugu Pavan Kumar	B Com	90
51	2404011	Praneeth VSS Penumarty	B Sc	90
52	2402029	Mayurika Salgam	B Com	90
53	2404037	N. Yuvaraj	B Sc	90
54	2404054	Charan Teja Gadde	BBA	91
55	2404059	Kusum Chhetri	B Com	91
<b>FINANCE &amp; HR</b>				<b>91</b>
56	2404009	D Rachita	B Com	91
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58	2404042	Rachel Pedagarla	B Com	91
59	2404050	Chaitrika	BAA	91
<b>OPERATIONS &amp; BUSINESS ANALYTICS</b>				<b>91</b>
60	2404008	Rabiya Humna	BBA	91
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61	2404014	Faizan Siddiqui	BA	91
62	2404060	P. Venkat Raghuvier	BBA	91

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<b>HR &amp; MARKETING</b>				<b>92-93</b>
1	2408001	Lenny Prafulla	BA	92
2	2408002	Parnitha Sri Harini	B Com	92
3	2408017	Pasupureddi Praneeth	B Sc	92
4	2408025	P V Pavan Kumar	B.Sc	92
5	2408028	Soumya G	BBA	92
6	2408031	Punya Sahani	BBA and BA	92
7	2408035	Duggirala Anvita	BBA	92
8	2408036	Hemanth Kumar	BBA	92
9	2408037	Hrishitha Reddy	B Com	92
10	2408039	J Meghana	BA	92
11	2408041	S Dakshita Reddy	BBA	92
12	2408042	Marikanti Sneha	BBA	92
13	2408043	Sunayana Saini	BBA	92
14	2408048	Chetkuru Praharshita	BA	92
15	2408049	T. Mukunda	BA	92
16	2408052	Sucheta Vengala	BBA	92
17	2408057	Komatireddy Durgaprajeya Reddy	BBA	93
18	2408060	Afifa Sameen	BE	93
19	2408062	Vaishnavi Polepeddi	BBA	93
20	2408066	Kotra Sri Vishnu Priya	B Sc	93
21	2408069	Siripurapu Naga Himaarchitha	BBA	93
<b>HR &amp; FINANCE</b>				<b>93-95</b>
22	2408004	D Venkata Bhavana	B Com	93
23	2408006	Girija Vyas G R	B Com	93
24	2408007	Karthan Vishnu	B Com	93
25	2408009	Julekha Khan	B Com	93
26	2408010	Sakshi Innani	B Com	93
27	2408011	Sahil Sharma	B Com	93

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29	2408013	K. Shashank	BBA	93
30	2408015	AnkiReddy Vijetha	B Sc	94
31	2408018	K. Phaneendra Kumar	BBA	94
32	2408020	Ashwin S	B Com	94
33	2408021	Pushanthak Chathurvyhaw A	B Com	94
34	2408022	Anjali Bheema	B Com	94
35	2408024	P. Ananth Sai Lalith	B Com	94
36	2408033	Nimmala Keerthana	B Com	94
37	2408040	Sai Sravanthi Vanka	BSc	94
38	2408044	Sadhika Kampelly	B Sc	94
39	2408045	K Aishwarya	B Com	94
40	2408046	Sharon Pedagarla	B Com	94
41	2408047	Abhishek	BBA	94
42	2408050	Sevelly Apurva	BBA	94
43	2408053	Matta Rishmitha	M Sc	94
44	2408056	Sruti Sanjeev	B Com	95
45	2408059	Ch. Laxmichetana	B Com	95
46	2408061	B. Sreshta Reddy	BBA	95
47	2408063	Gorle Revathi	B Tech	95
48	2408067	Kasula Deepak	BBA	95
49	2408068	T Lakshmi Anuhya	B Com	95
<b>HR &amp; BUSINESS ANALYTICS</b>				<b>95</b>
50	2408026	Deebhak L	BCA	95
51	2408032	Paramjitha Kasala	B Sc	95
52	2408038	Manasvi Vagvala	B Tech	95
53	2408055	Bagudem Ruchitha	BA	95
54	2408065	Gunti Aishwarya	BBA	95



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2	2409010	DSVNSP Renuka	BBA	96
3	2409011	Vasireddy Tharun Kumar	B Tech	96
4	2409013	Rajesh Jabilkar	BBA	96
5	2409014	Vittala Sai Kaushal	B Tech	96
6	2409015	Gunisetty Harshitha	BBA	96
7	2409017	Indugu Aditya	B Tech	96
8	2409018	V. Hasitha	BBA	96
9	2409020	K. Leela Raghuram	B Tech	96
10	2409030	Syed Umaiza Sadia	B Arts	96
11	2409032	R.S.S.P. Gowtham	B Tech	96
12	2409037	K. Bhanu Prasad Reddy	B Sc	96
13	2409038	Khushi	BBA	96
14	2409048	Ushaswini Aleshwaram	B Tech	96
15	2409049	Koppula Ankam Satyanarayana	B Sc	96
16	2409061	Veda Charan Reddy Billakurthi	B Tech	96
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17	2409001	Harish Rudraraju	B Tech	97
18	2409003	P Sai Subramanyam	B Tech	97
19	2409024	Madas Akshitha	B Tech	97
<b>BUSINESS ANALYTICS &amp; HR</b>				<b>97</b>
20	2409042	Akkhila Pallikonda	BBA General	97
21	2409062	Sruthi Singh	B Tech	97
<b>BUSINESS ANALYTICS &amp; FINANCE</b>				<b>97-101</b>
22	2409002	Astiker Vaishnavi	B Com	97
23	2409005	Palla Chinmay Krishna	B Tech	97
24	2409006	Dharmagadda Siri Chandana	B Sc	97
25	2409007	Rajawarshini	B Tech	97
26	2409008	Chikkala Amulya	BBA	97

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28	2409012	Rachuri Saketh Kumar	BBA	98
29	2409016	K. Mohan Krishna	B.Tech	98
30	2409019	Nemuri Akanksha Goud	BBA	98
31	2409021	Ilavarapu Anshitha	BBA	98
32	2409022	Putta Kavya	BBA	98
33	2409023	Vulichy Naga Lakshmi Sarvani	B Com	98
34	2409025	Shubham Singh	BBA	98
35	2409026	Mugdha Verma	B Com	98
36	2409027	Rajkamal Jagtap	BBA	98
37	2409028	Routhu Susmitha	BSC	98
38	2409029	Pradeeptha Matha	BBA	98
39	2409034	Tanusha Somisetty	BBA	98
40	2409035	A Sai Avinash	B Com	98
41	2409036	Manaswini	B Sc	98
42	2409040	Sowmya Duvvu	BBA	98
43	2409041	Rajeshwari L	B Com	98
44	2409043	Kassetty Suryatej	BBA	99
45	2409044	Tummala Syama Srivalli	BBA	99
46	2409045	Beldi Nikhil	BBA	99
47	2409046	Madhumita Kandi	B Com	99
48	2409047	Anish Chitgopkar	B Com	99
49	2409050	Ch. Urvisri Praneeta	BBA	99
50	2409051	Prashant Kumar Ailani	BBA	99
51	2409053	Kishore Mandal	B Sc	99
52	2409054	S. Pearl Christina	BBA	99
53	2409055	Ponnada Rahul Vignesh	B Tech	99
54	2409056	K Charlitha Jessy	BBA	99
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56	2409058	Pasham Simha Charan	B Com	99
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# Placement Programme Class of 2026

## Placement Committee

The Placement Committee of the Institute contacts and assists the companies in the recruitment process. The Committee comprises the Chairman – Placement Committee, Placement Coordinator and all PG Coordinators. The Student Placement Committee assists this Committee. The Placement Coordinator is the convener of the Placement Committee.

The students will be allowed to report to their duties from May 2026 onwards, depending on the need of the recruiter. To confirm participation, the organizations are requested to complete the Placement Response Sheet provided at the end of the brochure and mail it back at the earliest to enable early allotment of dates.

## Guidelines for Final Placements

The following guidelines have been framed by the Institute to ensure transparent participation in the placement activities for the Class of 2026. Your cooperation will be highly appreciated.

- Details regarding the organization's placement requirements can be forwarded to the Placement Coordinator. These details are essential for scheduling the placement process.
- Information about the company in the form of brochures, pamphlets, write-ups, etc., may be sent to the Placement Coordinator along with the job profile.
- Pre-Placement talks will be held at the Institute during which the companies make presentations about their operations and job profile.
- The Placement Coordinator will forward the Curriculum Vitae of all the interested students to the organisation.
- The recruitment process will be held in the campus, but if the organization desires, the students should come to their respective office.
- Once a student receives an offer he/she is not eligible to participate in further selection process of any other company.
- All the offer letters to the students by the organization must be channelled through the Placement Coordinator. Duplicate copies of the appointment letters duly signed and accepted by the students will be returned to the organization.
- Please ensure that all the correspondence regarding placements is channelled through the Placement Coordinator.

For further information please contact

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*Director & Chairman Placements*

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*Marketing Executive*

### Mr B Ramulu

*Office Sub-ordinate*



## RESPONSE SHEET

(To be filled in by the Recruiter)

Name of the Organization: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Pin: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

### PLACEMENT DETAILS

Position: \_\_\_\_\_ No. of Vacancies: \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

### AREA

Marketing  Finance  HR  Operations Management

Retail  Banking, Insurance & FS  International Business

Date for Pre-Placement Talks at IPE \_\_\_\_\_ (or) Office \_\_\_\_\_

Date for Selections at IPE \_\_\_\_\_ (or) Office \_\_\_\_\_

### FACILITIES REQUIRED

Transportation: \_\_\_\_\_ LCD \_\_\_\_\_ No. of Rooms for PPT \_\_\_\_\_

Others, if any \_\_\_\_\_

Signature: \_\_\_\_\_

Name of the Person: \_\_\_\_\_ Organization: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

From: \_\_\_\_\_



# Some of our Recruiters





Estd : 1964

## **INSTITUTE OF PUBLIC ENTERPRISE**

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