

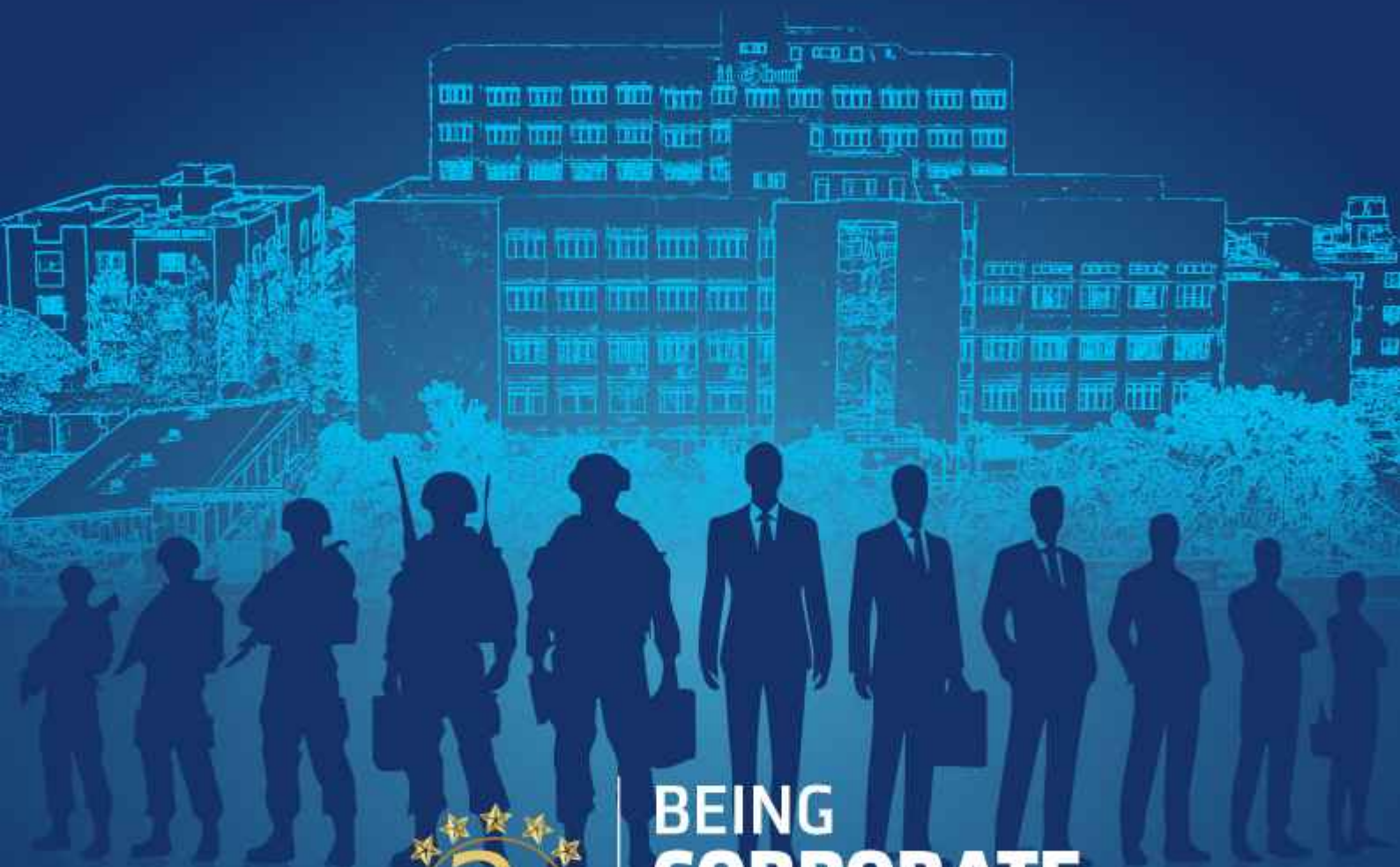
ii**e**bm®

INDUS
Business School
Edifice of Knowledge

IN THE FIELD OF EDUCATION SINCE 1951

**INDUS BUSINESS SCHOOL
PUNE**

**26th
Batch**



**BEING
CORPORATE
BATTLEFIELD
READY**

PGDM
AICTE APPROVED

Attitude

IIEBM ASPIRE

Ethical

Self-discipline

Perseverance

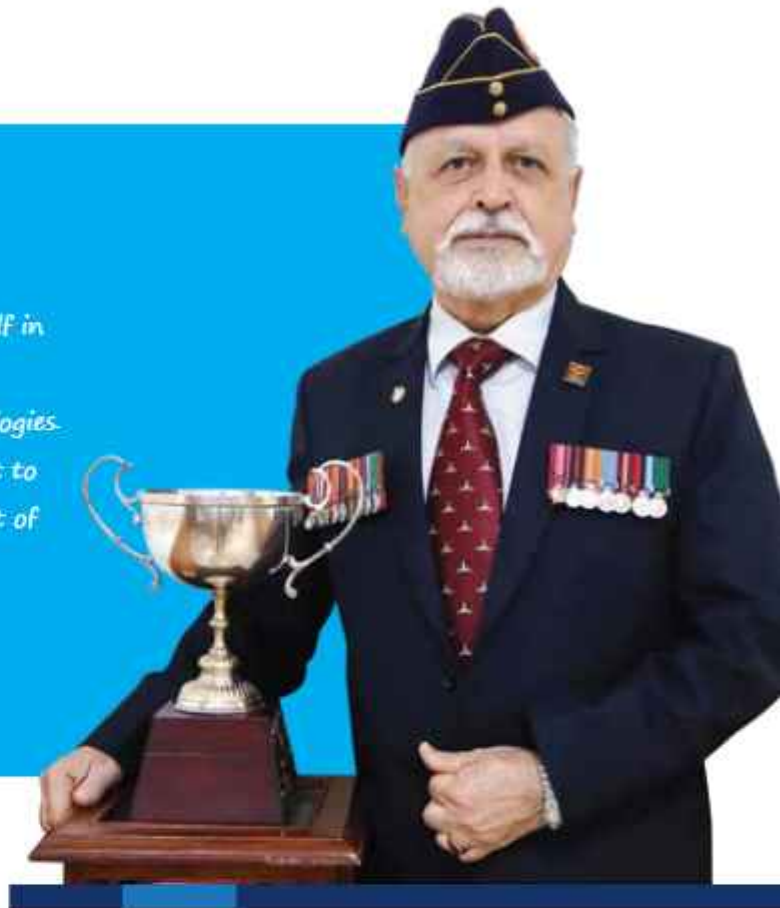
Reliability

Intelligence





If the Indian industry is to carve out a niche for itself in the world economic order, it is imperative that the management must transform to accept new technologies. This implies that entrepreneurs and managers ought to acquire new skills and understand clearly the impact of technologies on the business process.



Dear Students,

The global business environment is witnessing unprecedented changes. New challenges and opportunities are being created. In every industry and economy, paradigms are shifting, calling upon new attitudes toward work, new mind-sets, knowledge and skills for success in this time of transition.

One of the more significant phenomena in recent times is the emergence of new technology in every business. It has impacted the way companies make products, look at customers and build and maintain relationships with their stakeholders. Technology is important to every company regardless of size and it is becoming must for the very survival of any enterprises.

If the Indian industry is to carve out a niche for itself in the world economic order, it is imperative that the management must transform to accept new technologies. This implies that entrepreneurs and managers ought to acquire new skills and understand clearly the impact of technologies on the business process.

We at IIEBM foresaw the emergence of technology in management of enterprises and have developed a two-year curriculum, "Postgraduate Diploma in Management (PGDM)" which is innovative, contemporary and addresses requirements in terms of knowledge and skill sets expected by leading corporate houses who have adopted information technology (IT), Business analytics, ERP as effective tools to manage their enterprises.

I welcome you to be part of a transformational learning experience.

Warm regards,

Col. Vinod Marwaha
President and Trustee
IIEBM

Col. Vinod Marwaha
Founder President & Managing Trustee
IIEBM Trust





To meet the challenges of Globalization has become the focal point of Indian Business and Industry. If the Indian Industry is to carve out a niche for itself in the World Economic order, it is imperative that management of enterprises must transform and embrace the latest knowledge and technologies.

iiebm[®]
INDUS BUSINESS SCHOOL, PUNE

Dr. Jai Singh

Managing Director and Trustee
IIEBM

Dear Students,

Economies across the globe are rapidly integrating into a mega World Economy.

In today's fast-changing and hyper-competitive environment, it is imperative to extend our sights beyond contemporary knowledge and capabilities.

To meet the challenges of Globalization has become the focal point of Indian Business and Industry. If the Indian Industry is to carve out a niche for itself in the World Economic order, it is imperative that management of enterprises must transform and embrace the latest knowledge and technologies.

The need of the hour is to turn out Business Leaders and Entrepreneurs who are equipped with the right skill-sets and tools to analyse markets and consumer behaviour in all types of Economic scenarios.

We at IIEBM have designed the course curriculum in a very scientific manner and it is intended to be stimulating, challenging and comprehensive with meticulously engineered educational expertise and holistic approach methodology that provides every student with an opportunity to equip oneself with the right tools to analyse markets and consumer behaviour in all types of economic scenarios.

The two years spent at IIEBM, provides every possible opportunity for students to grow morally, creatively and intellectually in a highly competitive and dynamic business environment.

Our PDGM program is different from other programs as it focuses not only on imparting knowledge and giving industry exposure to our students but laying equal thrust on honing Business and other soft skills essential for the overall personality development for making them Industry ready.

We also lay importance on imbibing the IIEBM CORE VALUES in our students which are very critical for being successful in every sphere of life.

We look forward to students who have the capacity to work hard and would like to undergo a transformational learning experience to become Business Leaders and Entrepreneurs.

Wishing all future aspirants early realization of their dreams.

With best wishes,

Dr. Jai Singh

Managing Director and Trustee
IIEBM



We are committed to make our institute a centre for business excellence. We offer a strong foundation course and robust induction program. We encourage our students to take up more live projects and internships so that they become more skilled for the industry.



Dr. Poonam Nikam
Dean, IIEBM

Dear Students,

Many congratulations and Welcome to IIEBM!

With great pleasure, I extend my warm wishes to each one of you.

As dean of the institute, I am pleased with the rich culture of providing practical, industry relevant, management education. Every year, we aspire to design innovative, cutting edge and business relevant courses and certifications in collaboration with industry's expert, life skill coaches, eminent academicians, senior faculty members, alumni and other institutional partners. Our customized and strong curriculum will prepare you to face the real time work challenges. I am glad to share that since inception we are providing experiential business education. We aim to make our students phenomenal business managers with prodigious leadership qualities.

We are committed to make our institute a centre for business excellence. We offer a strong foundation course and robust induction program. We encourage our students to take up more live projects and internships so that they become more skilled for the industry. Our diversified courses on analytics, programming language helps the understanding of our students in data management. Our association with renowned institutions like Harvard Business School, CISI, SAP makes our students more confident and allows them to explore a new path for themselves.

I would like to once again welcome all the aspiring students to join IIEBM for a life changing experience.

Warm regards,

Dr. Poonam Nikam
Dean, IIEBM

[®]
iiebm

OUR PATRONS



Shri Sharad Pawar

Member of Parliament,
Rajya Sabha
Chief Patron
IIEBM - Indus Business School.



Lt Gen Noble Thamburaj

PVSM, SM**, Ex Vice Chief of Army Staff,
Colonel Commandant The Bombay Sappers,
Patron, IIEBM



Shrimant Ramraje Naik Nimbalkar

Member - Maharashtra State
Legislative Council,
Ex-minister For Water Resources,
Government Of Maharashtra



Lt Gen K. T. Parnaik

PVSM, UYSM, YSM
Hon'ble Governor of
Arunachal Pradesh

DEAN EMERITUS



Maj Gen G.H. Israni

VSM



Lt Gen (Dr.) D. B. Shekatkar

PVSM, AVSM, VSM



Brig Ajit Apte



Col Lalit Rai

Vrc

OUR ADVISORY COUNCIL

ABOUT IIEBM

HISTORY

IIEBM was established in the year 2000 by Shrimant Vijaysinh Naik Nimbalkar Alias Shivajiraje, scion of the ruling family of Phaltan, District Satara and Col. Vinod Marwaha, a visionary, entrepreneur and philanthropist.

Education in the pre-merger era in the state of Phaltan, was provided by the Royal Family. 'His Highness Shrimant Mudhōjirao Naik Nimbalkar' ruler of Phaltan State who had established first school in the year 1893.

After the merger of erstwhile princely states with the mainstream Government, the staff of the State of Phaltan was transferred to the Government. This led to the establishment of the "Phaltan Education Society" which was registered under the Bombay Public Trusts Act 1950 on 27th April 1953.

Thereafter, "The Phaltan Education Society" received strong support from Shrimant Vijaysinh Naik Nimbalkar, who was a firm believer in the cause of education and made it grow by leaps and bounds to its present status.

As all Institutions of The Phaltan Education Society were based out of Phaltan, Shrimant Vijaysinh Naik Nimbalkar and Col. Vinod Marwaha decided to establish IIEBM in Pune to afford students from Phaltan region and wards of defense families better corporate exposure and interaction, along with affordable, quality and value based Management education. Their dream bore fruit when the first batch graduated in the year 2002, and was successfully placed in Indian and multinational companies. Since then there has been no looking back, and IIEBM has grown to its present stature, and will continue to grow, as we continue to increase our competitiveness, both locally and nationally.

COMMITMENT TO EDUCATION



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INDUS
Business School
Edifice of Knowledge



INFRASTRUCTURE

We take great pride in our excellent infrastructure and have ensured that the best of the technologies be incorporated in the teaching learning process. We aspire to reach to a higher horizon, a horizon at which we are recognized at the national and the international levels. Technologies be incorporated in the teaching learning process.



Infra

One of the largest Infra for PGDM Program in Maharashtra.



Campus

ICT Enabled Campus



Hostel

On campus 500+ hostel capacity.



Auditorium

A state-of-the-art infrastructure with a capacity of 500+

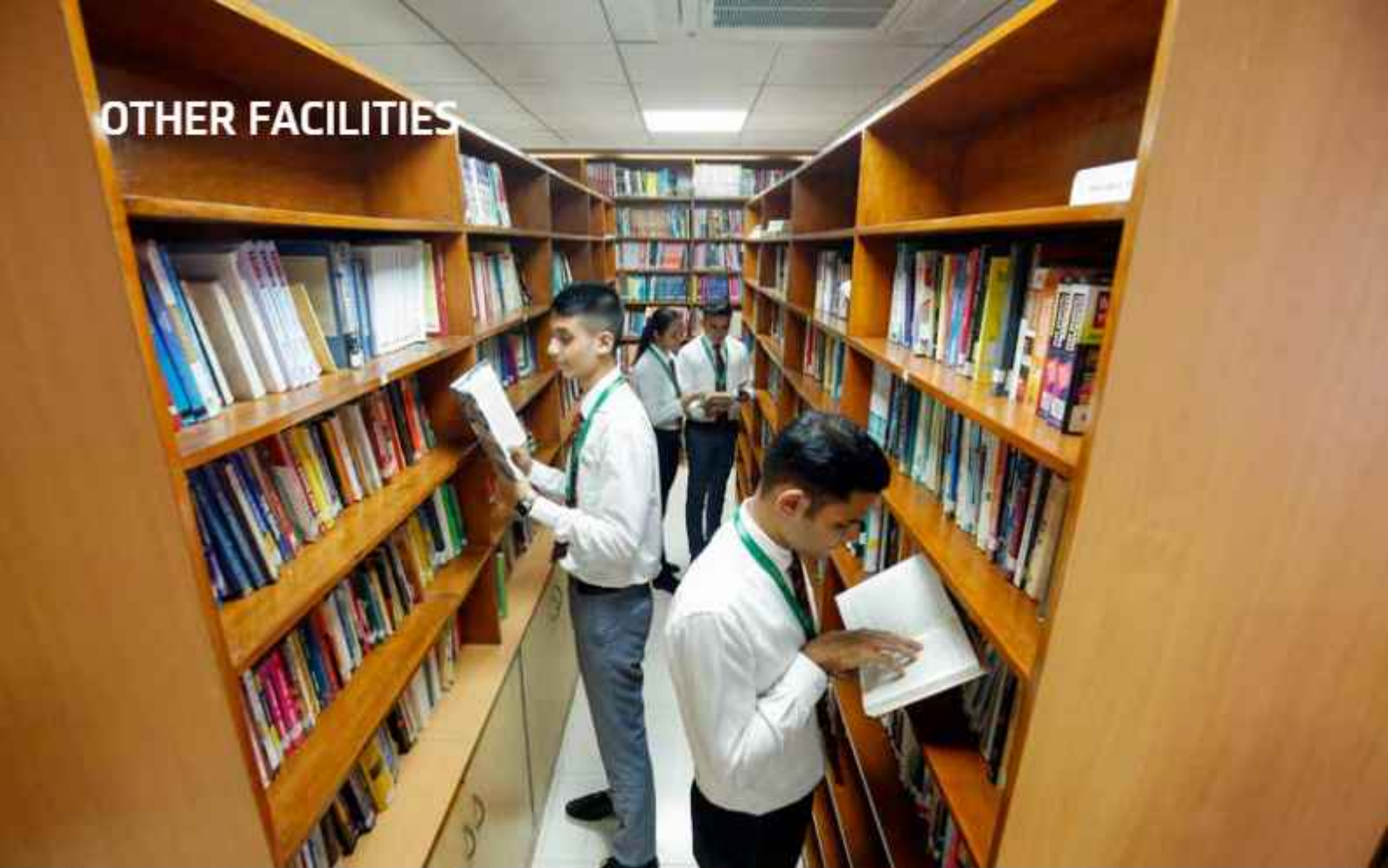


Hostel Highlights :

- Separate for boys and girls
- Location: On-campus
- Double/triple sharing
- Washrooms: En-suite facilities
- Security: 24/7 CCTV surveillance
- Facilities: Wi-Fi, Recreation Center, Paid Laundry Service
- Services: Housekeeping, Maintenance



OTHER FACILITIES



Health Insurance

Health Insurance of 3L coverage and Personal Accident 3L coverage.



Wi-fi Facility

We have Wi-fi facility of 500 mbps optical fibre 1:1 leased line which is freely available.



Medical Facilities

On campus medical facilities with doctor and nurse support.



Computer Labs

Air-Conditioned computer labs with all latest technology and computer systems.



CCTV Surveillance

Our complete Campus is under CCTV Surveillance along with Firewall Dell NSA 2600-protection.



Leaders Mess

400+students are provided hygienic and multi cuisine sit down meals on a regular basis

GAINING AN EDGE

From the Army Leaders



Lt. Gen. Noble Thamburaj
PVSM, SM**, Ex-Vice Chief of Army Staff, Colonel Commandant The Bombay Sappers, Patron, IIEBM



Lt. Gen. K. T. Parnalk
PVSM, UYSM, YSM, Hon. Governor of Arunachal Pradesh



Lt. Gen. D. B. Shekhatkar
PVSM, AVSM, VSM
Member - Advisory Council, IIEBM



Col. Lalit Rai
Managing Director at Arcanum Management Consulting



Brig. Ajit Apte
President Steinbach Interims
Member-Advisory Council, IIEBM



Lt Gen Sudarshan Shrikant Hasabnis
PVSM, VSM, ADC
Former Deputy Chief of Army Staff (Planning & Systems)



Lt Gen Satish Satpute
VSM, AVSM



Maj. Gen. R S Jambusarwalla



Brig. Sushil Bhasin
Founder - CEO, SE Consulting



Lt. Gen. Dalip Bhardwaj
Defence Consultant and Advisor



Air Cmde V T Parnalk
Management Professional & Psychologist



Col. R. K. Pawah
Motivational Speaker



Lt Cdr Dr Sadhana Giri
Director HR, Strategy & Partnership, CLEPT CCentric Learning Edge Pvt Ltd
Leadership Coach



Lt. Gen. A. T. Parnalk
AVSM, SM, VSM



Brig. Prakash Ghogale
VSM, Ex-Director HR at Hayatt Regency, New Delhi



Commander Dr. Bhushan Kumar Dewan
Vice Chancellor, Shirdhar University, Rajasthan



Commander Girish Konkar
CEO Beyond Horizons Consultancy



Lt. Col. (Dr.) Tushar Ghate
Director Sharvil Power & Agra Technologies LLP



Lt. Gen. Shokhn Chauhan
PVSM, AVSM, YSM, SM, VSM, PhD



Maj. Gen. G. D. Bakshi
SM, VSM, Former Director General of Military Operations, Indian Army



Maj. Dr. Surendra Poonia
VSM, former Special Forces Officer of The Indian Army and Founder of Fitistan



Vice Admiral Dinesh Deshpande
AVSM, VSM



Capt Mayuri Deshmukh
India's First Female Offshore Pilot in Command



600+
Corporate
Speakers

450+
Recruiters on
campus

100+
CXO's/CEO's
on Campus

**WHAT MAKES
US UNIQUE?**

100+
Corporate Events
& Functions by
Students clubs &
Committees

3000+
Globally Spread
Alumni Network



100+ Hrs.
of NGO Internship to
Foster ISR & CSR

1000+ Hrs.
Specialization-
specific Summer
Internship in
Preferred Industry

200+ Hrs.
LiveProjects,
Field Study,
Market Research
& Industrial Visit



LEARNING PROCESS



Cradle of Corporate Leadership

IIEBM has been dedicated to imparting quality management education for over 20 years, earning recognition from the industry for nurturing some of the finest management professionals.



Academic Excellence

Higher emphasis on Practical Skills which include real-world Case Studies, hands-on Projects, and Internships.



Innovative Teaching Methodologies

We incorporate innovative teaching methodologies such as interactive learning, Seminars, Workshops, and industry-oriented Projects to foster critical thinking, analytical skills & leadership qualities.



Emphasis On Technology & Business Analytics

Recognizing the increasing importance of technology & data-driven decision-making in the Business World we have integrated courses on technology, digital innovation, and business Analytics into the curriculum ensuring that students are equipped with the necessary skills to navigate the digital age.



Focus On Leadership & Soft Skills

We prioritize on development of leadership and communication skills, critical thinking, and problem-solving abilities for holistic personal & professional development.



Strong Alumni Network & Placements

IIEBM has a vast & active Alumni network that plays a vital role in mentoring & guiding current students, as well as providing ample job opportunities.



Industry Interface & Corporate Partnerships

We have established strong connections with various industries which facilitate Guest Lectures, Industry Visits, Internships, and placements for students.



Global Exposure & Diversity

At IIEBM, we provide opportunities for international exposure through Global Study Programs, Exchange Programs, and collaborations with International Universities & MNCs like CRISIL, KPMG, Harvard Business School Online, CISI – UK, IBM, etc. for Certification in the latest technology.



Cutting-edge Facilities & Technology

We have state-of-the-art facilities such as advanced libraries with OPAC facilities, technology-enabled classrooms and modern research labs with access to the latest technology & resources.



Entrepreneurial Support & Incubation

A strong emphasis on Entrepreneurship & support for start-ups through IIC under MoE's Innovation Cell, Mentorship Programs & funding opportunities.



ACADEMIC COLLABORATIONS



SAP University Alliances



IBM



KPMG



CRISIL
An S&P Global Company



edX



Microsoft



Harvard Business School Online



HARVARD UNIVERSITY



MIT
Massachusetts Institute of Technology



CISI
COUNCIL FOR INSTITUTE STUDIES
ANALYTICS & DATA SCIENCE

PLACEMENT HIGHLIGHTS

SIP Statistics

Highest
50k/month Stipend
Median
25k/month Stipend

450+

Total Companies Visited



800+

Total Job Offers



30
LPA

Maximum Salary



10
LPA

Median Salary



Highest Salary
Business Analytics

30LPA

Highest Salary
Marketing

24LPA

Highest Salary
Finance

12LPA

CTC DISTRIBUTION



INCREMENT IN CTC



AVERAGE CTC

Over the Last 3 Years



AVERAGE CTC



AVERAGE CTC

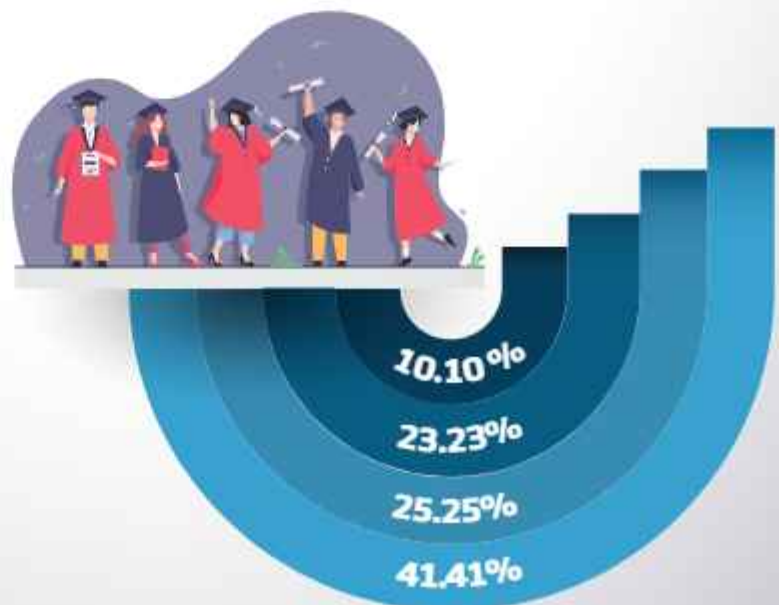
EDUCATION BACKGROUND

Engineering
10.10%

Science
23.23%

Arts
25.25%

Commerce
41.41%



DOMAIN WISE PLACEMENT



SECTOR WISE PLACEMENT



SECTOR WISE AVERAGE PACKAGE



Consulting
8.5 L



Information
Technology
16 L



Manufacturing
6.1 L



FMCG
8.9 L



Real Estate
7.2 L



BFSI
7.92 L



Other
6.8 L



E-commerce
7.2 L

CAREER SERVICES & SUPPORT



Specialization Specific Certification

Marketing

- Negotiation Mastery by Harvard Business School Online
- SAP SD Certification
- Marketing Analytics by IBM
- Retail and Omni Channel Management
- Sustainable Packaging

HRM

- Strategy Execution by Harvard Business School Online
- SAP HRM Certification
- People Analytics by IBM
- Business Negotiations
- HR Analytics Capstone Project by IBM

SCM

- Global Business by Harvard Business School Online
- SAP MM Certification
- SCM Analytics by IBM
- Business Negotiations

Finance

- Sustainable Investing by Harvard Business School Online
- SAP FI Certification
- Financial Analytics by IBM
- Securities & Investment from CISI
- Financial Modeling

Business Analytics

- Business Analytics by Harvard Business School Online
- Fundamentals of Data Visualization with Power BI
- Data Science by IBM
- IBM Data Science Capstone Project

SAP-ERP

- SAP SD | MM | PP | FI | HR
- IOT & Python by IBM
- AI & ML by Harvard University

Employability Enhancement Certification

SEM
01

- Analyzing Data with Excel by IBM
- Digital Marketing by Google
- SAP Power User Certification
- Employability Assessment Test -I
- Cambridge English Placement Test -Pre Training

SEM
02

- Entrepreneurship in Emerging Economies by Harvard University
- Leadership & Communication by Harvard University
- Entrepreneurship Know How by MIT, USA
- Blockchain Essentials by IBM
- AI & ML for Everyone by IBM

SEM
03

- Python & R certification by IBM
- Lean Six Sigma Green Belt
- Fundamentals of Entrepreneurial Finance by MIT, USA
- Employability Assessment Test -II
- Cambridge English Placement Pre Test - Post Training

SEM
04

- MS Project by Microsoft
- Innovation & Entrepreneurship by MIT, USA
- Bootstrapping for Entrepreneurs by MIT, USA

KEY RECRUITERS



LIFE @ IIEBM





OUTDOOR MANAGEMENT TRAINING



INDUSTRIAL VISITS



SUBJECT MATTER EXPERTS



Dr. R.M. Indi



Dr. Vishal Bhole



Dr. Jayprakash Verma



Dr. Pradnya Bhandare



Dr. Rati Shukla



Dr. Anita



Dr. Sachin Vyavhare



Prof. Anand Kumbhare



Prof. Arun Kumar



Prof. Karan Sharma



Prof. Heena Morankar



Prof. Arnav Sharma



Prof. Pradeep Kale



Prof. Ramesh
Chincharikar



Prof. Sadanand Petkar



Prof. Akshada Shelke



Prof. Amrendra Chitale



Prof. Sumedha
Kulkarni



Prof. Nema Buch



Prof. Bijoy Iha



Prof. Neeraj Athavale



Prof. CA Vishakha Vidwans



Prof. Malthili Salgaonkar



Prof. Sushil Barmecha



Prof. Vishal Desai



Prof. Rrit Srvastav



Prof. Vishnu Babhad



Prof. Shreya Bhat



Prof. CA Nikhil Kulkarni



Prof. Akshay Nalgaonkar

Program Overview:

It is a specialized program designed to nurture marketing professionals with a strong foundation in marketing principles, consumer behavior, brand management, and digital marketing. This program equips students with the knowledge and skills required to excel in the dynamic and ever-evolving field of marketing.

Key Program Highlights:

Real-World Projects: Students engage in hands-on projects, case studies, and marketing simulations that provide practical experience in solving marketing challenges and making data-driven decisions.

Industry-Connected Faculty: Our faculty members provide valuable insights into current marketing trends, best practices, and emerging technologies.

Market Research and Consumer Insights: The program focuses on understanding consumer behaviour, conducting market research, and using data-driven insights to drive marketing strategies.

Brand Management: Students learn the art of brand building and management, including creating brand identities, positioning, and strategies for brand growth and sustainability.

Skills Taught:

Market Research and Consumer Behaviour Analysis: Learn to conduct market research and analyse consumer behavior to develop effective marketing strategies and campaigns.

Brand Management and Communication: Develop skills in brand positioning, brand communication, and brand equity management to create compelling brand stories and enhance brand visibility.

Digital Marketing and Social Media Management: Acquire expertise in leveraging digital platforms and social media channels to create impactful marketing campaigns and engage with target audiences effectively.

Marketing Strategy and Planning: Master the art of formulating marketing strategies and creating comprehensive marketing plans to achieve business objectives and drive growth.

Sales and Relationship Management: Cultivate skills in sales techniques, customer relationship management, and sales analytics to drive sales growth and foster long-term customer relationships.

Specialization Electives

- Marketing Analytics
- Consumer & Organizational Buying Behavior
- Sales and Distribution Management (SAP SD)
- Service Marketing
- Retail Management
- Sales & Negotiation Management
- Business to Business Marketing
- International Marketing
- Integrated Marketing Communication
- E-commerce and Digital Marketing
- Customer Relationship Management
- Strategic Marketing
- Rural Marketing

Career Opportunities

Graduates of the PGDM in Marketing program are well-prepared for a wide range of marketing-related roles in diverse industries, including but not limited to:

- Marketing Manager
- Brand Manager
- Digital Marketing Specialist
- Product Manager
- Market Research Analyst
- Advertising & Promotions Manager
- Sales Manager
- Public Relations Specialist
- Social Media Manager

Admission Requirements:

Applicants to the PGDM in Marketing program should typically hold a bachelor's degree in any discipline with min of 60% marks.

Exams Required: CAT / XAT / MAT / CMAT / ATMA / GMAT / NMAT or any other competitive exam approved by AICTE.



PGDM BUSINESS ANALYTICS

Post Graduate Diploma In Business Analytics



Program Overview:

The Post Graduate Diploma in Management (PGDM) in Business Analytics is a specialized program designed to train professionals in the field of data-driven decision-making and analytics. This program equips students with the knowledge and skills required to leverage data and advanced analytics techniques for strategic decision-making in business.

Key Program Highlights:

Practical Learning: Students engage in hands-on projects and real-world case studies, enabling them to apply analytical concepts to solve complex business problems.

They have access to state-of-the-art analytics tools and software.

Capstone Projects: Business analytics capstone projects are centered around addressing practical business issues using data analysis and insights. Students work on projects related to data-driven decision-making, performance optimization, market analysis, or process improvement, often for real organizations.

Industry-Experienced Faculty: Our faculty members are experts in the field of business analytics, with a strong mix of academic knowledge and industry experience.

Internship Opportunities: Students have the opportunity to undertake internships with leading organizations, allowing them to gain practical experience in applying analytics in a corporate environment.

Skills Taught:

Data Interpretation and Visualization: Learn to interpret complex data sets and create insightful visual representations to facilitate data-driven decision-making.

Predictive Modeling and Forecasting: Acquire the skills to develop predictive models and forecasts using statistical and machine learning techniques to identify future trends and patterns.

Data Mining and Big Data Analytics: Master the art of extracting valuable insights from large and complex data sets using cutting-edge tools and technologies.

Business Intelligence and Reporting: Develop expertise in generating meaningful reports and dashboards to provide actionable insights for effective business strategy formulation.

Problem-Solving and Critical Thinking: Cultivate a problem-solving mindset and enhance critical thinking abilities to address complex business challenges using data-driven approaches.

Specialization Electives

- Descriptive Statistics using R
- SQL for Business Analytics
- Data Management and Data Visualization
- Artificial Intelligence in Business Applications
- Advanced Statistical Methods using R
- Data Mining
- Predictive Modelling using SPSS Modeler
- Digital, Social Media and Text Analytics
- Marketing and Customer Analytics
- Pricing & Demand Analytics
- Financial Analytics
- Forecasting Analytics
- Supply Chain and Retail Analytics



Career Opportunities

Graduates of the PGDM in Business Analytics program are in high demand in various industries. They are well-prepared for roles such as:

Data Analyst
Business Analyst
Data Scientist
Predictive Modeler
Machine Learning Engineer
Analytics Consultant
Business Intelligence Analyst
Data Analytics Manager
Data Analytics Manager

Admission Requirements:

Applicants to the PGDM in Business Analytics program should typically hold a bachelor's degree in any discipline with min of 60% marks.

Eligibility: BE (COMP/ IT/ Mech) or BSc (Stat/ Math) , MCA/BCA.



Program Overview:

The Post Graduate Diploma in Management (PGDM) in Human Resources is a specialized program designed to develop HR professionals with a deep understanding of human capital management, organizational development, and strategic HR practices. This program equips students with the knowledge and skills required to excel in HR leadership roles and contribute to the success of organizations.

Key Program Highlights:

Experiential Learning: The program emphasizes experiential learning through case studies, group projects, and simulations. Students gain practical insights into real-world HR challenges and develop problem-solving and decision-making skills.

Industry-Experienced Faculty: Our faculty members bring a wealth of industry experience and academic expertise to the classroom.

Internship & Industry Exposure: Students have the opportunity to undertake internships with leading organizations, allowing them to apply their classroom learning in real corporate environments.

Diversity and Inclusion Emphasis: With a growing emphasis on diversity and inclusion in the workplace, the program addresses these critical issues, preparing students to foster inclusive environments and manage diverse teams effectively.

Skills Taught:

Talent Acquisition and Management: Develop expertise in talent acquisition strategies, recruitment processes, and talent retention practices to ensure a skilled and motivated workforce.

Performance Management and Appraisal: Acquire skills in designing and implementing effective performance management systems and appraisal processes to enhance employee productivity and organizational performance.

Organizational Development: Learn to assess organizational needs, manage change, and foster a positive organizational culture to promote employee engagement and organizational success.

Employee Relations and Conflict Management: Cultivate skills in managing employee relations, resolving conflicts, and fostering a positive work environment to ensure a harmonious and productive workplace.

HR Compliance and Legal Framework: Understand the legal framework governing HR practices and compliance requirements to ensure adherence to labour laws and regulations.

Specialization Electives

- HR Analytics
- SAP Success Factor
- Management of Industrial Relations and Labour Laws
- Strategic HRM
- Performance Management System
- Advanced Manpower Planning
- Training and Development
- International HRM
- HR in Service Sector
- HR Audit & Scorecard
- Compensation Management
- HR Issues in Mergers & Acquisitions
- Social Security Legislations



Career Opportunities

Graduates of the PGDM in HR program are well-prepared for a wide range of HR-related roles in various industries, including:

HR Manager
Talent Acquisition Specialist
Compensation & Benefits Analyst
Employee Relations Manager
Organizational Development Consultant
Training & Development Manager
HR Business Partner
Diversity & Inclusion Manager
Change Management Consultant

Admission Requirements:

Applicants to the PGDM in HR program should typically hold a bachelor's degree in any discipline with min of 60% marks.

Exams Required: CAT / XAT / MAT / CMAT / ATMA / GMAT / NMAT or any other competitive exam approved by AICTE.

PGDM FINANCE

Post Graduate Diploma in Finance



Program Overview:

The Post Graduate Diploma in Management (PGDM) in Finance is a highly specialized program designed to equip students with the skills and knowledge required for a successful career in the field of finance. This program is tailored to meet the dynamic needs of the finance industry and provides a strong foundation in financial management, investment analysis, risk assessment & financial strategy.

Key Program Highlights:

Industry-Relevant Projects: The program emphasizes practical learning through real-world projects, case studies, and simulations.

Expert Faculty: Our experienced faculty members are experts in the field of finance, bringing a wealth of industry knowledge and academic excellence to the classroom.

Guest Lectures and Seminars: Regular guest lectures and seminars featuring finance professionals and industry leaders provide valuable insights and networking opportunities for students.

Internship and Placement Support: We have a strong network of corporate partners in the finance sector, and our dedicated placement cell assists students in securing internships and job placements with leading financial institutions.

Financial Technology (FinTech) Focus: The program recognizes the growing importance of technology in finance. Students will explore the intersection of finance and technology, gaining skills in areas like data analysis, block chain, and financial software tools.

Skills Taught:

Financial Analysis and Reporting: Develop proficiency in analyzing financial statements and interpreting key financial indicators for informed decision-making and reporting.

Risk Assessment & Management: Acquire skills in identifying, assessing, and managing financial risks to ensure sustainable and secure financial outcomes for organizations.

Investment Strategy Portfolio Management: Master the art of designing effective investment strategies and managing portfolios to optimize returns and minimize risks.

Financial Modeling and Valuation: Gain expertise in building financial models and conducting valuation analysis to assess the financial viability of investment projects and potential mergers and acquisitions.

Ethical and Regulatory Compliance: Understand the ethical and regulatory frameworks governing the financial industry, ensuring adherence to industry standards and best practices.

Specialization Electives

- Financial Analytics
- SAP- FICO (Financial & Management Accounting)
- Financial Modeling
- Security Analysis & Portfolio Management
- Investment Banking & Wealth Management
- Microfinance and Developmental Banking
- Direct & Indirect Taxation
- Business Analysis and Valuation
- Advanced Financial Management
- Derivatives and Risk Management
- International Finance
- Venture and Private Equity Funding
- Banking Operations and Bank Risk Management

Career Opportunities

Graduates of the PGDM in Finance program are well-prepared for a wide range of finance-related careers, including but not limited to:

Financial Analyst
Investment Banker
Portfolio Manager
Risk Manager
Financial Consultant
Corporate Finance Manager
Asset Manager
Financial Planner
Quantitative Analyst

Admission Requirements:

Applicants to the PGDM in Finance program should typically hold a bachelor's degree in any discipline with min of 60% marks.

Exams Required: CAT / XAT / MAT / CMAT / ATMA / GMAT / NMAT or any other competitive exam approved by AICTE



PGDM SUPPLY CHAIN MANAGEMENT

Post Graduate Diploma In Supply Chain Management



Program Overview:

The Post Graduate Diploma in Management (PGDM) in Supply Chain Management is a specialized program designed to equip professionals with the knowledge and skills required to manage complex supply chains in today's global business environment. This program prepares students for careers in supply chain strategy, logistics, procurement, and operations management.

Key Program Highlights:

Practical Learning: Students engage in hands-on learning through case studies, simulations, and real-world projects.

Training from Industry Experts: The program is designed to align with industry best practices and emerging trends in supply chain management.

On Job Trainers: On-job trainers help students to acquire the practical skills and competencies required in supply chain management. This includes understanding procurement, inventory management, logistics, demand forecasting, and other critical aspects of the supply chain.

Internship Opportunities: Students have the opportunity to gain practical experience through internships with leading organizations in various industries, helping them build a strong professional network.

Skills Taught:

Supply Chain Optimization: Develop expertise in optimizing supply chain processes, inventory management, and distribution strategies to enhance operational efficiency and reduce costs.

Logistics and Distribution Management: Acquire skills in managing logistics networks, transportation planning, and warehouse operations to ensure the timely and efficient delivery of goods to customers.

Risk Management and Resilience: Learn to identify and mitigate supply chain risks, develop contingency plans, and build resilient supply chain networks to adapt to dynamic market conditions and disruptions.

Data Analytics In Supply Chain: Master the application of data analytics and supply chain analytics tools to derive insights, forecast demand, and streamline supply chain operations for improved decision-making.

Sustainable Supply Chain Practices: Understand the principles of sustainable supply chain management, ethical sourcing, and green logistics to promote sustainability and social responsibility within the supply chain network.

Specialization Electives

- SCM Analytics
- SAP Material Management
- Supply Chain & Logistics Management
- Digital Supply Chain Management
- Material Management
- Total Quality Management
- Warehouse Management
- International Logistics
- Business Process Reengineering (BPR)
- Service Operations Management
- Operations Strategy & Design
- Productivity Management
- World Class Manufacturing Practices

Career Opportunities

Graduates of the PGDM in Supply Chain Management program are well-positioned for a wide range of supply chain-related roles, including:

Supply Chain Manager
Logistics Manager
Procurement Specialist
Demand Planner
Inventory Analyst
Operations Manager
Supplier Relationship Manager
Supply Chain Consultant
Distribution Manager

Admission Requirements:

Applicants to the PGDM in Supply Chain Management program should typically hold a bachelor's degree in any discipline with a min of 60% mark.

Exams Required: CAT / XAT / MAT / CMAT / ATMA / GMAT / NMAT or any other competitive exam approved by AICTE.



CORPORATE TESTIMONIALS

I had a wonderful session with the students; they were highly engaging and actively participated in the activities conducted. I frequently visit IIEBM, and each year I witness positive and remarkable developments in the training programs and campus infrastructure.

DR. VISHWANATH JOSHI
Senior Vice President,
Great Manager Institute



The students at IIEBM demonstrated remarkable leadership potential and a deep understanding of the corporate world. Their drive and curiosity are a testament to the Army values embedded in the institute's training.

MR. ABASAHEB KALE
Managing Director & Business Consultant,
POKASM Consulting



I am thoroughly impressed with the culture of excellence and integrity at IIEBM. The students' commitment to learning and personal growth speaks volumes about the quality of education and values upheld by the institution.

MR. SACHIN MOHOD
Managing Director,
Accenture



The discipline and sense of responsibility shown by the students of IIEBM are a direct reflection of the Army values the college is built upon. It was a truly rewarding experience engaging with such focused individuals.

MR. VINAYAK SATPUTE
Co-Founder And CTO,
Terrablu Climate Technologies Pvt Ltd.



I was impressed by the positive energy and dynamic learning environment at IIEBM. The students were eager to learn and actively participated in discussions, reflecting the progressive mindset the college fosters.

MR. SAMEER SONI
Director,
International Business, Times of India Group



The students at IIEBM are well-prepared to take on corporate challenges. Their professionalism and practical knowledge impressed me, and I'm confident they will excel in their careers, thanks to the strong foundation laid by the college.

MR. SHAILESH BANAEET
Global Chief Human Resource Officer,
Cybernetik



It's refreshing to see a group of students so committed to their personal and professional growth. IIEBM's emphasis on discipline, leadership, and integrity is evident in the way the students conducted themselves throughout the session.

DR. PARAG BHAT
Deputy Manager
Sales HR, Pepsico
Varun Beverages Limited



IIEBM stands out as an institution deeply rooted in strong values. The discipline, curiosity, and commitment shown by the students during my session reflect the college's focus on building not just professionals but responsible leaders.

MS. SURABHI PRAKASH DIXIT
Head Campus Relationships,
RBL Bank



It was a pleasure to interact with such well-prepared and motivated students. The Army values of discipline, leadership, and dedication are evident in their approach to learning and participation.

MS. ANJU NAYYAR
Founder & CEO,
Knowledge Network Solutions



My experience with IIEBM was wonderful. The college's holistic approach to education, combining academic rigor with Army-inspired discipline, is evident in the students' sharp thinking and proactive attitude.

DR. PRASHANT PANSARE
Founder & CEO,
Rubiscape



It's clear that IIEBM places a strong emphasis on ethics and integrity, values that are crucial for the leaders of tomorrow. The students' approach to discussions and problem-solving was grounded in these principles.

MR. GURUPRASAD SWAMY
Vice President,
Anand Rathi Wealth Limited



The infrastructure and training facilities at IIEBM are exceptional. The institute's commitment to providing a well-rounded educational experience, coupled with state-of-the-art resources, truly sets it apart.

MR. PRASHANT MISHRA
Associate Director (Business Intelligence),
Abbott



CORPORATE TESTIMONIALS

I was welcomed into a positive and collaborative atmosphere at IIEBM. The students were eager to learn and apply new ideas, and the faculty was clearly dedicated to fostering growth and excellence.

MS. VAHIDA PATHAN
Founder & Director,
Neorare Services LLP



The commitment to personal and professional growth at IIEBM is evident in both the students and the institution's approach to education. The Army values of discipline, respect, and leadership are woven into every aspect of their development.

MR. GAURAV CHATTUR
Co-founder & Managing Director,
Cateroni India



Interacting with IIEBM students reinforced my belief that this institution is producing future-ready leaders. Their combination of academic knowledge, leadership skills, and discipline reflects the strong foundation built through IIEBM's programs.

MR. BIMALENDU TARAFDAR
Vice President Marketing,
Walkfield Foods Pvt Ltd.



My experience at IIEBM was exceptional. The discipline and professionalism of the students, reflecting the Army values instilled at the institute, were truly commendable. It's clear that the college is preparing future leaders with strong principles.

MS. SANGEETA SUNDARAM
Co-founder,
Nucleus Insights



It was a pleasure to interact with the students at IIEBM. Their discipline, engagement, and enthusiasm during the session reflect the strong values of the institute. I look forward to visiting again.

MR. YASHPAL GUPTA
Head Of India Business Operations,
Sutro Li



It was a great experience at IIEBM, Pune. The students are very responsive, interactive and insightful. I wish them a great learning experience and great start to their management journey. Jai Hind!

MR. SANJOG SINGH AHUJA
National Sales Manager,
Nestle



Excellent atmosphere and the crowd has filled with energy and very disciplined. Lot of students have clear goal and I wish the All the best!

MR. SUSHANT KUMAR
Talent Acquisition Manager
Brillio



Enthusiastic students, excellent infrastructure, committed faculty, visionary management. All the best!

MS. PRIYA NAIR
Senior HR Manager,
Hexaware Technologies



Good space to be in for an MBA student. Ethic and value system of the college is second to none. Infrastructure, staff and management is very helpful and forward looking. I would recommend this college to all growth aspirant MBA student of the country. Keep it up!

MR. PRASHANT SHARMA
Head Talent Acquisition
Greencam Industries Ltd.



Very well organized and a very good opportunity given to students. Keep up the great work you have been doing. It's always a pleasure to come here.

DR. SANTOSH BHAVE
Director-HR,
Bharat Forge Ltd



I could sense an amazing vibe in the room full of youth and bright winds. I wish the best for their next 2 years here and come out as a great leader who gives back to society both economically and emotionally.

MR. THOMAS LAGASHU
Head of Sales and Business Development,
Apna



It was an absolute nice experience, the students were very bright and attentive through the session. I wish them all the best!

MR. SHUBHAM ISHWARKATTI RANA
Deputy Manager - Global Campus
Recruiting & Program, Barclays



ALUMNI NETWORK



Irfan Jaffer
South Asia -
Head of Business Development
New Zealand Trade & Enterprise



Sumit Chauhan
Global IT Procurement Expert
Randstad



Prachi Joshi
Business Analyst, SMERA Gratings
& Ratings Private Limited



Supriya R
AEM Web Content Producer
Telstra



Dinu Phillip
Sales & Marketing Professional
Canada



Suraj Pathak
Manager, HRBP
NICE Actimize



Tanvi Sawal
Vice President
Citibank



Jamuna Chaudhary
Senior Payroll Specialist
Oracle



Shivani Agrawal
PeopleSoft & Workday
Business Analyst
International Monetary Fund



Aanchal Sharma
Technical Recruiter
US Tech Solutions



Rahul Srivastava
Senior Executive, Engineering and
R&D Services, HCLTech



Jubalr Shalkh
Vertical Manager - Automotive
Key Accounts, D8 Schenker



Gaurav Sananse
Cat. Head - Liquid Phase & Science
(Mid East, South East Asia & India)
Gulf Bio Analytical



Gaurav Kabra
Head - Business Solutions
e-Zest Solutions



Rohit Puri
Group SVP, Global Head - BPO
NTT DATA Services



Pankaj Kamboj
Global Head & Director Security
Practice & Presales,
Zensar Technologies



Laxmikant Singh
Associate - Settlement
Morgan Stanley



Abhishek Kore
TFInops Manager
Amazon



Astha Bhargava
Senior Talent Acquisition Partner
Japan Qualtrics



Abhishek Puri
Director
KPMG India



Abhishek Sobti
Chief Sales Officer
Radical Minds Technologies Pvt. Ltd.



Abhinav Mittal
Director
Credit Suisse



Varun Kapur
Director Program Management
HCL America, Inc.



Gaurav Gupta
Sr. FP&A Lead -
MSS Business Finance, HSSC



Sukruta Bhat Hebbar
Staffing Operation - Associate Lead,
APAC, Google



Payal Agrawal
Senior Recruitment Specialist
Recurtra, Sanfrancisco Bay area



Meggha Bajaj Kapur
Director Central Operations
Gtech Users & Partners, Google



Ashlesha Bhagat-Shelke
SAP Technical Project Manager
Infosys



Nidhi Sahn
Head - Vendor Compliance,
Transformation & Governance,
Tata Consultancy Service



Chinmay Gulati
Manager, New Business Sales
Development
(Southeast Asia & ANZ) Google



Piyali Chatterjee
Associate
JPMorgan Chase & Co.



Anupama Adhikari
Sr. Talent Acquisition
Amazon Web Service



Devsmita Dey
Lead - Talent Acquisition
Sutherland



Mandar Thosar
Founder and Growth Consultant
1point1



Poonam Patil
Software Quality Assurance Manager
Prudential Financial



Ankur Kumar
Senior SAP Fico Consultant
Nestle, United States



Mridul Nagpal
Associate Vice President
Kalyani Powertrain Ltd.



Sukhwant Kaur Sarao
Sales Operations Specialist
Canadian Solar Inc.



Akanksha Singh
Deputy Manager
Panchal Realty



Sunil Chandra Saha
Co-founder
Blue Tea

ADMISSION PROCESS

Step
01

ONLINE INQUIRY

- Visit iebm.com
- Register on admissions.iebm.com
- Admissions portal user account created
- Verify account from email to complete application.

ADMISSION PORTAL

- Login to Admission Portal to complete student application.
- Verify Eligibility Criteria
- Bachelor degree in any discipline with min of 60% marks.
- CAT / XAT / MAT / CMAT / ATMA / GMAT/ NMAT or any other Competitive Exam approved by AICTE.

Step
02

Step
03

APPLICATION ITEMS

- Complete Application form
- Upload Student photo
- Competitive Exam Score Card
- Certificate and Mark Sheet of qualifying examination passed.
- Work Experience Certificate (if any)

COMPLETE APPLICATION FORM

- Apply Application Form Discount Coupon
- Pay application Form Fees
- Submit the Form and generate the PDF for future reference

Step
04

Step
05

APTITUDE TEST

- Applicants are required to appear for an online aptitude test.

INTERVIEW & STUDENT ASSESSMENT

- Admission Department will coordinate WA, GD & PI for student Assessment

Step
06

Step
07

APPLICANT SELECTION

- Admission committee reviews student assessment. If selected then selection letter with registration information is sent on registered email id.

COMPLETE REGISTRATION

- Pay Registration Fees
- Send Necessary Documents
- Medical Fitness as mentioned in the letter
- Applicant becomes Students and Access to ERP provided

Step
08

Step
09

ADMISSION CONFIRMATION

- Complete Tuition Fees as mentioned in the Schedule
- Access to official email id and LMS

Academic Fee Structure

Year	Particular	Fee Details
First Year	Tuition Fee	Rs. 6,55,000/-
Second Year	Tuition Fee	Rs. 2,50,000/-
Security Deposit - Rs. 10,000/-		

Hostel & Cafeteria Fee

Hostel Details	Fees	Deadline
Old Block	1,60,000/- (Including Accommodation and Meals)	On or before 31st May 2025
New Block	1,80,000/- (Including Accommodation and Meals)	
Security Deposit - Rs. 10,000/-		

Fee Payment Schedule

Particulars	Amount
Registration Fee (Confirmation Fees)	Rs. 50,000/-
Hostel Registration Fee (Non Refundable) (Immediate after admission confirmation)	Rs. 20,000/-
First Instalment (Within one month from date of admission confirmation / On or before 30/05/2025)	Rs. 2,00,000/-
Second Instalment (On or before 30/05/2025)	Rs. 2,00,000/-
Third Instalment (On or before 30/05/2025)	Rs. 2,05,000/-
Fourth Instalment (On or before 30/04/2026)	Rs. 2,50,000/-

Note:

- Fee Structure includes Employee Enhancement Training and Certifications, Industry Interaction, Placement Training, Study Tour, Outdoor Management Training, Business Magazines & News Paper subscription for 2 years, Uniform, College Bag, Planner and Academic related facilities.
- Education Loan Tie-up – SBI / Punjab National Bank / IDBI / IDFC First Bank / Axis Bank / HDFC Credila / Financepeer / Greynest.
- Hostel facility includes On campus hostel with housekeeping facility and 24*7 security, Power Backup / WIFI / Hot water etc.
- Laptop is a mandatory requirement for a student enrolling for PGDM Program from the first day.
- Fee and Charges for the course to be transferred in Institute's account mentioned in the selection letter.
- Hostel accommodation & Cafeteria Facility is mandatory for first year.
- Request for depositing fee in instalments other than scheduled by the institute, will not be accepted.



SCHOLARSHIPS OFFERED

Academic Scholarships

- 60% & above in 10th/12th/BE/BTech – INR 50,000
- 75% & above in 10th/12th/Graduation – INR 50,000
- 75% in CAT/XAT/SNAP – INR 50,000

Government Scholarships

- Pragati Scholarship (Meritorious girl child Scholarship) – INR 10,000
- Saksham Scholarship (Differently abled students) – INR 1,00,000
- Swanath Scholarship (Orphans, Either or both parents died in Covid-19, Wards of Armed Forces and Central Paramilitary Forces martyred in action (Shaheed) – INR 1,00,000
- West Bengal Student Credit Card facility available which provides loan upto INR 10 lacs with 4% interest rate.

Note:

- Scholarship amount will be adjusted against the second year tuition fees.
- All Scholarships are subject to students joining & successfully completing the IIEBM PGDM program on schedule.
- Students rewarded with academic Scholarship & Girls Scholarships, need to maintain their Academic records during course.
- All Government Scholarships will be as per norms.
- Merit Scholarships are not guaranteed to all the students fulfilling the above criteria.
- A Limited number of merit scholarships for each program will be awarded based on the above eligibility criteria and on a first come first serve basis at the sole discretion of the IIEBM management.

Special Scholarships

- ARMY / Ex-servicemen ward & 60% in academic – INR 50,000
- Siblings Scholarship – INR 50,000
- Girls Scholarship through IIEBM Scholarship Test – INR 30,000- J&K domicile - INR 25,000
- North east domicile - INR 25,000

EDUCATION LOAN

IIEBM has a tie up with SBI, Punjab National Bank, IDBI, IDFC First Bank, Axis Bank, HDFC Credila, Tata Capital, Propelled for Educational Loan. We are approved by the WBSCC scheme for students from West Bengal.



Community Engagement and Social Responsibility



OUR GROUP OF EDUCATIONAL INSTITUTES



OUR INDUSTRIES

