



IIIM

MBA

PLACEMENT BROCHURE 2024

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Success is getting things done efficiently - getting the results you want and being at peace with yourself and others at the same time. Using your time well and getting things done with a clear plan is crucial for a sense of well being as well as being successful in your life and work. Enthusiasm for your work and discipline to do it is inseparable for great success in your life.

An Invitation

Dear Leaders in Business,

Efficient Managers are not born, they are made. They are groomed by experiences & exposure to day-to-day realities of the work place. They grow in skills and knowledge through their interactions and encounters, with the challenging work environment that poses problems with multiple decision situations. The threats & opportunities posed by real life work situations equip them with the know-how that no theories can ever teach. However to prepare the future managers to make the most of the business world, it is essential to impart them with the attitude to learn & grow all their life.

At IIMM we work assiduously to train & educate our students to be independent, inventive thinkers. At IIMM, we impart the basic knowledge of business functions in an innovative & unique manner that cultivates the spirit of inquest & openness. The institute has fostered an environment that nurtures excellence in all undertakings including class room learnings, real time projects with corporate, consultancy & research initiatives, publications & other pioneering activities.

Our students achieve true excellence by striving to get ahead of themselves & not others. They are taught to become better by working harder, being smarter & more committed. Our management students have secured prestigious placements with organizations of repute like BYJUS, ICICI Bank, IndusInd Bank, S&P Global, Jaro Education, Asian Paints, TCS, Metacube, Appcino Technologies, Eye to name a few & have achieved the highest level of professional success.

We invite you to visit us, to meet & assess our students.

Best Wishes

Dr. Ashok Gupta
Chairperson



About MBA

International School of Informatics & Management (popularly known as IIM) is among the top three B-Schools of Rajasthan. IIM, Technical Campus offers MBA & MCA Programmes duly approved by the AICTE & affiliated to the Rajasthan Technical University, Kota. The institution is accredited with grade 'A' (the highest in 2016) by NAAC and is state's first institute to have 'A' Grade amongst the MBA and MCA institutions.

The institute has bagged first prize in the institutional category in Rajasthan Energy Conservation Award for the year 2018 by Department of Energy, Government of Rajasthan. The institute has acquired 4.5 stars out of 5 for its Institution Innovation Council, established as per the norms of Innovation Cell, Ministry of HRD, Govt. of India to promote Innovation and Startup in campus during the calendar year 2019-20. Furthermore, the institute has been consecutively ranked first in the category 'A' for the academic sessions 2017-2018, 2018-19 and 2019-2020 by Rajasthan Technical University, Kota, for its MBA and MCA programs on the basis of Quality Index Value (QIV) score. It has also been ranked first in category 'A' for its MBA program in 2020-21 & is placed in category 'A' in 2020-21 for its MCA Programme. The institute has also been able to achieve distinguished ranks among all the institutions in India, in the surveys conducted by agencies such as CSR-GHRDC, Indian Management and Business world.

At IIM, students are nurtured and trained for success. The entire teaching-learning process is focused on inculcating a habit of independent thinking and communicating ideas without hesitation so as to groom future managers and entrepreneurs with a global mindset and a strong foundation of core human values.

The MBA programme is designed to:

- establish the match between management theory and practice.
- develop the capacity for analysis and judgment.
- inculcate the zeal for individual excellence yet reinforce the importance of team work.
- enhance the ability to utilize the full potential of human and material resources.
- foster the spirit of inquiry to keep updated of the changing national and international scenario.

The programme provides the students a well balanced insight into quantitative techniques as Operations Research, Statistics, Business Economics, etc. along with Management Theories & Methodologies covering Operations, Strategy, Systems, Marketing, Finance, IT and HR with the aim of effectively integrating all.

Programme Structure

The programme offers Dual Specialization in Marketing, Finance, Human Resource Management, Production & Operations Management and Information Technology Management.

The total number of courses covered in MBA are 39 which are synergistic and integrative in nature.

The first year i.e. Semesters I and II include 20 core papers i.e. 8 theory papers and 2 practical papers per Semester encompassing various managerial functions over and above the case studies which are an integral part of the curriculum. All papers included in the first two Semesters are compulsory.

The second year i.e. Semesters III and IV include:

- a) Internship and summer training with reputed organizations at the end of second Semester. The internship is normally spread over 6 to 8 weeks. This exposure is a mandatory requirement for the completion of the Programme.
- b) 4 core theory papers and five core practical papers including summer internship and project study spread over the third and fourth semesters are compulsory.
- c) RTU offers 5 fields of specialization out of which a candidate has to opt for any two specializations for the purpose of dual specialization in the MBA Programme.

In the III semester a student opts Six Subjects (Three from each group). The student gets specialized in two Majors.

In IV Semester a student opts Four Subjects (two from each group). Thus the students study 10 elective papers in all in third semester and fourth semester.



Curriculum

Semester I

- Fundamentals of Management
- Managerial Economics
- Operations Management – I
- Marketing Management
- IT for Managers
- Organizational Behaviour
- Cost and Management Accounting
- Business Statistics and Analytics for Decision Making
- Seminar on Contemporary Issues
- Data Analytics Lab.
- Business Communication Lab
- SODECA: Social Outreach, Discipline & Extra - Curriculum activities
- Audit course

Semester II

- Legal and Business Environment
- Corporate Strategy
- Quantitative Techniques
- Financial Management
- Human Resource Management
- Marketing Research
- Operations Management- II
- New Enterprise and Innovation Management
- Mini-Project
- Business Ethics Lab.
- Managerial Computing Lab.
- SODECA: Social Outreach, Discipline & Extra Curriculum Activities
- Audit course

Semester III

- Dual Specialization in Two Major: Six Subjects (Three from each group)
- SODECA: Social Outreach, Discipline & Extra - Curriculum Activities
- Audit Course
- Summer Training Project Report
- Major Lab (Functional Area I)
- Major Lab (Functional Area II)
- Managerial Skills Development Lab

Group A [FINANCE]

Security Analysis & Portfolio Management
International Financial Management
Marketing of Financial Services
Corporate Taxation
Banking and Finance

Group B [MARKETING]

Integrated Marketing Communication
Retail Management
Sales Distribution and Logistics Management
Product & Brand Management
Industrial Marketing

Group C [HUMAN RESOURCE MANAGEMENT]

Training & Development
Strategic Human Resource Management
Manpower Planning
Compensation Management
Human Resource Development

Group D [Operations & Supply Chain Management]

Materials Management

Total Quality Management
Manufacturing Planning & Control
Management of Business Process Outsourcing
Export, Import Procedures and Documentation
Group E [INFORMATION TECHNOLOGY MANAGEMENT]

Software Engineering
E-Business
Strategic Management of Information Technology
Information Security and Cyber Law
Group F [BUSINESS ANALYTICS]

Data Science & Analytics
Data Warehousing & Mining
Big Data Technologies
BlockChain Technologies

Semester IV

THEORY

- Software Project Management
- **Elective 2**
- a) Principles of Management and Information System
- b) Machine Learning
- c) Data Science with R
- **PRACTICALS**
- Industrial Project Presentation
- SODECA: Social Outreach, Discipline & Extra

Group A [FINANCE]

Financial Derivatives
Financial System, Institutions and Instruments

Mergers, Acquisitions and Corporate Restructuring
Behavioural Finance

Group B [MARKETING]

Consumer Behavior
Services Marketing
International Marketing Management
Rural Marketing
Digital and Social Media Marketing

Customer Relationship Management

Group C [HUMAN RESOURCE MANAGEMENT]

Employee Relations & Labour Laws
Performance Management System
Cross Cultural Human Resource Management
Human Resource Analytics

Group D [OPERATIONS & SUPPLY CHAIN MANAGEMENT]

Supply Chain and Logistics Management
Project Management
Service Operations Management
Technology Management

Group E [INFORMATION TECHNOLOGY MANAGEMENT]

Software Project Management
Managing Digital Innovation and Transformation
Artificial Intelligence for Managers
Emerging Technologies in Data Base Management

Group F [BUSINESS ANALYTICS]

Data Mining for Business Decisions
Data Visualization for Managers
Business Forecasting
Functional Analytics





Pedagogy

IIM boasts of a Wi-fi campus with e-class rooms which are equipped with state-of-art facilities to facilitate a complete professional grooming of the students. The institution facilitates the effective conduct of the teaching-learning processes by means of strategically designed and efficiently implemented teaching pedagogy. Adding momentum to its efforts to impart quality education, the institute has established a CRS Radio Station in its campus and has an up link with Edusat, India's exclusive Satellite for education.

As part of innovations in pedagogical techniques, there is a greater emphasis on experiential approaches over predominant teacher-centric methodologies. Experiential learning at the institutional level is ensured through industrial visits, field trips, case-study discussions, projects, interaction with eminent personalities from industry and through the extension and outreach programmes in neighborhood communities.

The emphasis is on involving the students in gaining knowledge and helping them relate concepts and theories to business requirements. The pedagogic approach is such that the students are stimulated and enriched by involvement in managing a plethora of academic and other activities. Campus training and corporate exposure sets the momentum for a bright career.

Placement Process

Final Placements are the end towards which the two year programme is directed. At IIM, placement is considered a very strategic activity. The Institute's Training & Placement Cell comprising faculty and student representatives organises activities and events all round the year to attract corporate houses of repute to the campus. The Placement Committee of the Institute has eminent representatives from industry and academia.

IIM always adheres to an employer-centered procedure for campus placement. It respects the needs and expectations of the industry in its attempt to secure good placement for the students. Consistent efforts are made round the year to groom students accordingly.

Campus recruitment at IIM offers the organizations a wide choice of candidates and provides a platform for industry-institute interaction. The placement process of the Institute is fairly simple. The companies willing to recruit IIM management graduates are required to fill in the Placement Response Form attached herewith, ensuring that it is complete in all respects, indicating the time of interview and other relevant details. Companies desirous of conducting on-campus recruitment are requested to organize pre-placement talk followed by a suitable selection process. The Placement Cell of the institute facilitates the selection process by sending across detailed curriculum-vitae of short-listed candidates on receiving such a demand.

Many organisations express a desire to interview short-listed candidates at their own location. In such a situation, the identified candidates are granted leave to appear for interaction at the location specified by the concerned organisation.

In order to facilitate the smooth conduct of the placement process, we request the interested organisations to kindly send us the duly filled placement response form at the earliest. All correspondence regarding the placement may kindly be addressed to:

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Corporate Connections

Accenture
ACS Job Consultancy
Aditya Birla Money Ltd.
Angel Broking Pvt. Ltd.
Appcino Tech.
Asian Paints Ltd.
AU Small Finance Bank Ltd.
Auriga IT Consulting Pvt. Ltd.
Axis Bank Ltd.
Bajaj Finserv Ltd.
Baroda Mutual Fund
Berger Paints India Ltd.
Bosch Ltd.
Briskminds Software Solutions
Private Limited
British Telecom Global
Services India Limited
C-DAC ATC NETCOM
Ceasefire Industries Ltd.
Chegg India Pvt. Ltd.
Crowe Horwath IT Services
LLP
Cyntexa
Deutsche Bank
Dotsquares Technologies

ETV Bharat
Extramarks Education India
Pvt. Ltd.
Genpact Ltd.
HDFC Bank Ltd.
HDFC Life
HDFC Life Insurance
Company Ltd.
IBM India Pvt.Ltd
ICICI Bank Ltd.
ICICI Prudential Life
Insurance Company Ltd.
ICICI Securities Ltd.
Indiabulls Ltd.
IndusInd Bank Ltd.
Info Edge India Ltd.
Info Objects Software Pvt. Ltd.
Infosys Ltd.
ITC Rajputana
Jaro Education
Justdial Ltd.
Kotak Mahindra Life
Insurance Company Limited
Kotak Mahindra Bank Ltd.
L&TInfotech Ltd.

Muthoot Finance Ltd.
Neosalpha Technologies India
Private Limited
Reliance Retail Limited
RoboMQ
SBI MF
Smart Circle Group
Squareyards Private Limited
State Bank of India
Swiggy
Tata Consultancy Services
Ltd.
Toppr.com
Transferal Consulting
Vaibhav Global Limited
Vedantu Innovations Pvt. Ltd.
Vishal Mega Mart
Vodafone Idea Ltd.
Wipro Ltd
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