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President, IPE, former Chief Secretary, Composite State of Govt. of Andhra Pradesh



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Director (Exploration) and Chairman & Managing Director - Addl. Charge, ONGC Ltd



Shri Ali Raza Rizvi, IAS

Department of Public Enterprises, Govt of India



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Member Secretary, ICSSR, MoE, Govt of India



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Principal Secretary to Govt. of Telangana, Industries & Commerce Dept. and IT, Electronics & Communications Dept.



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Shri TV Mohandas Pai

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Shri Pramod Agrawal, IAS

CMD, CIL and Director (Finance) -Addl. Charge, Coal India Ltd



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Shri MB Raju

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Shri N Sridhar, IAS

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Prof Shantha Sinha

Professor (Retd), Dept of Political Science, UoH, Former Chairperson, NCPCR, and Former Secretary Trustee, MV Foundation



Prof S Sreenivasa Murthy

Director, IPE,

Member Secretary, Board of Governors



Message from the President

Management Institutions across the globe had seen a sea change in the talent requirements of the Industry. The conventional theoretical concepts are becoming obsolete. The contemporary Managerial, Leadership and Technological skills have replaced the earlier common hiring requirements of the industry. The drastic changes in hiring needs of the Industry have not been noticed by all the Business Schools and Management Institutions in the country.

Today the Institute of Public Enterprise stands as the leader in Management Education by meticulously following the trends in the Industry and imparting the Industry requirements in the core curriculum of its Programmes.

Massive Digitalization and the foray of Data Sciences into almost all the business functions of the organizations have created a dire need for the talent pool with these skill sets. I am glad that IPE had been a pioneer in steering forward such initiatives and had included these verticals into all the PG programs.

Faculty with the Industry experience and strong research background at IPE had given much rigor and value addition to the Outcome Based Education and offer Creative learning pedagogies such as Case Methodology, Practical based learning, Research Projects, Active Learning Methods, and Operational Workouts etc. This keeps the IPE stand tall amidst the premium Management Institutions in India.

Programs in the different verticals are designed to empower and equip students with the abilities to manage, lead, resolve and design to handle the

challenges in the dynamic global business environment. This was testified frequently by the several hiring partners that IPE had been associated with for decades.

I am confident that the class of 2023 will make the difference and add value to the organizations they work with.



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

Message from the Director

The present business environment has been experiencing dramatic changes from time to time. Socio economic challenges, technological advancements, automation of processes, data driven operations and highly upgraded human resources have changed the face of business. It can be said that the organizations which have adapted the changes and managed the crisis have emerged as winners.

This is not the end of the change, and it keeps continuing as driven by the innovation and unpredictable business environment. Meeting the demanding requirements of Industry is the biggest challenge that lies ahead of the Management Institutes. With an honest introspection, I could say that IPE had been a partner of the Indian Industry witnessing the transformations in the organizations at every phase of change in the past.

Real-time interaction that IPE holds with the industry has given us futuristic insights on the verticals and courses one should offer to management students making them immensely competitive in the global job marketplace.

Our curriculum offers dual specializations to the students covering Marketing, Finance, HR, Operations, Business Analytics, Economics and Entrepreneurship. Within each specialization, the student has a wide choice of choosing from a range of 12 to 15 subjects.

The pedagogy followed by our faculty is highly creative and interactive in nature and broadly include case analyses, simulations, practice based learning, excel based exercises, roleplays, discussions, article review presentations, research projects, etc.

This strengthened the rigor of classroom delivery and helped the students in multiple dimensions and made them industry ready. IPE had improvised to have the programs embedded with the industry preferred training programs coupled with the certifications.

I am glad that the class of 2023 at IPE has equipped themselves with the full arsenal that Industry desires. I wish them all the best for their future. My best wishes to our Industry partners who always appreciate the value addition contributed by our students.



Prof S Sreenivasa Murthy Director, IPE





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 ninestorey air conditioned hostels for girls and boys, a food court, auditorium, seminar halls, discussion rooms and gym complex, etc.



Rankings



Chronicle's All-India B-School Survey 2022

- 10th Rank in Top B-Schools in India
- 1st Rank in Top B-Schools South Region
- Only Institute Graded A+++ in South India

Times B School Survey 2021

- 19th Rank in Top 100 B-Schools All India
- 10th Rank in Top Private Institutes All India
- 4th Rank in Top South Zone B-Schools

CSR-GHRDC B-Schools Survey 2021

- 5th Rank in Top Government B-Schools of India
- 1st Rank in Top Govt. B-Schools in Telangana
- 17th Rank in Top 20 B-Schools (Government & Private) by Faculty, Publication, Research, Consultancy, MDP & Other Programmes

Business Today - MDRA B-Schools Survey 2021

- · 3rd Rank in Top B-School in Hyderabad
- 11th Rank in Top B-Schools in South
- 26th Rank in Top 100 Private B-Schools of India
- 46th Rank in Top 100 B-Schools (Government & Private) All India
- 27th Rank in Top 100 B-Schools in India: Learning Experience

Outlook-ICARE Rankings 2021

- 13th Rank in Top Private B-Schools in South Zone
- 23rd Rank in Top Private Standalone Institutions in India
- 43rd Rank in Top B-School in India

India Today - B-Schools Survey 2021

- 3rd Rank in Top B-School in Hyderabad
- 11th Rank in Top B-Schools in South
- 26th Rank in Top 100 Private 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 55,089 books, reports and journal back volumes in different areas of management and information technology. It subscribes to over 200 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 like - 1. EBSCO online Database 2. Bloomberg Database 3. ProwessIQ-CMIE 4. JSTOR 5. Indiastat.com 6. EPWRFITs 7. ProQuest 8. Prime Database 9. N-List (INFLIBNET) 10. DELNET Member 11. ICSSR Data Service: Social Science Data Repository 12. National and International Journals (Both print and online) 13. Case Studies, etc.

The IPE library receives reports and working papers from institutions such as World Bank, Asian Development Bank, International Labour Organization - Asian Regional Team for Employment Promotion, 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. 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 membership is extended to IPE's alumni, scholars pursuing PhD 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

Location and Facilities

members can access at a time. Silver (for Individual) - It is annual membership, fee Rs. 3,500/-. These members can borrow books, the membership is non-transferable.

IT Resources

Knowledge of Information Technology is essential for effective management. Keeping in view the IT trends in the industry, the Institute has set up a well-equipped Computer Centre with Servers and 120 PCs with the latest configuration. IPE provides brand new laptops to all PGP Students. The entire IPE campus has been WiFi-enabled, providing 24x7 internet 600 Mbps(1:1) access to students and employees with Hardware and Software firewall security. IPE has Face recognition biometric system and Mobile Attendance System with GEO Tagging and CCTVs which provides security for the entire campus. IPE also uses a college ERP solution to ensure better interaction for the stakeholder management such as the students, teachers, parents and IPE administration. IPE provides softwares like SPSS, SAP, Tableau, Bloomberg Terminal, LMS - Office 365, MS Teams, MOODLE and Google Classroom, Turnitin for assignments and assessments, Remote Proctored Software for conducting online examination.

Bloomberg Terminal

IPE has a Bloomberg terminal. Bloomberg L.P. provides financial software tools such as analytics and equity trading platform, data services, and news of corporations and government through the Bloomberg Terminal. The system also provides news, price quotes, and messaging across

its proprietary secure network. It is well-known among the financial community for its black interface, which is not optimized for user experience but has become a recognizable trait of the service. Bloomberg terminal provides access to real time national and international financial data, market information, business news, and cutting edge financial analysis tools. It also provides Bloomberg Market Concepts (BMC) course, an eight hour self paced e-learning course. It makes us one of the few business schools in the country to offer training & research in most advanced areas in finance.

SAP-UAP (University Alliance Programme)

SAP ERP is an enterprise resource planning software which incorporates key business functions of an organization. IPE provides adequate knowledge and training to students on SAP to reap benefits from modules like FI/CO (Financial Accounting and Controlling), MM (Material Management) and SD (Sales and Distribution). IPE is a member school of SAP-UAP (University Alliance Programme) from Aug 2018 to till date.





In Pursuit of Excellence





"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!"

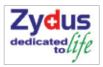
"Well groomed and talented students."



"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."



"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."



"Best campus in Hyderabad. Candidates are groomed with good discipline and awareness towards market."

"Good Experience in terms of hospitality and Coordination."



"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.

In Pursuit of Excellence





Highly enthusiastic student group. Very good experience.



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



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



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



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



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





Alumni Speak

Be a part of Strong Alumni Base! We prepare Great Leaders



Mr Shashank Sahni Director Google (1998-2000)



Mr Pavan Valluri Director CGI (1998-2000)



Mr Manav Kosuru Senior Director, Mindtree Limited (1997-1999)



Mr Chandra Mouli Head Business & Strategy, MAQ AI (1997-1999)



Ms Amarpreet Kaur Ahuja Country Head - HR Astrazeneca (1998-2000)



Ms Reshma Arora Knowledge Leader, Deloitte(1998-2000)

For us the game changer in the IPE ecosystem was the support and encouragement we got from faculty members to realise our potential. Besides a rigorous curriculum the multiple club activities fostered in us a competitive spirit, peer learning and coping with setbacks. We also got the chance to host various quiz events as a part of the club activities which gave us a lot of confidence. While we came second in the Tata Crucible in 2018, a high point in our career, we look forward to two girls from IPE besting us.

Kakoli Das, Triniti Advanced Software Labs Pvt. Ltd Shalini Chourasiya, Deloitte

IPE has been instrumental in defining who I am today. Right from the faculty to the infrastructure, there has always been support and guidance. It has provided a platform for holistic development – to pursue extra curricular activities and in becoming a management professional.

Kavyasree Kolluru HR Analyst, Deloitte, USI, Hyderabad

"Being a student with 2 years of work experience, I was initially skeptical in joining a good institution which focuses on teaching and developing core management skills.

IPE has always excelle'd in guiding and nurturing us in not just academics but a 360 degrees personality development.

My journey with IPE has been a roller coaster ride with lots of learning opportunities. I was one of the privileged students to have represented the college at various conferences. Research and practical exposure makes you a better person to face the challenges of the corporate world. PGDM-Banking, Insurance and Financial Services – one such multi dimensional course that I pursued has given me enormous opportunities to explore and master. I have been offered an internship at Franklin Templeton Investments for a Project Management profile.

Sriram, PGDM-BIF Assistant Manager - Credit, HDFC LTD As I entered the portals of IPE, my mind was clouded with thoughts – all centred on what was in store for me. Within a few weeks, much to my joy, I realised I was having a fair share of fun along with learning experiences.

The camaraderie at the hostel, my active role in academic and non academic events during my MBA tenure, not forgetting my mentors' and teachers' guidance – all helped in building my confidence and shaping my personality.

All along I held on to this philosophy - 'Live in the moment' and this truly made my time spent at IPE a thoroughly enjoyable one.

Kritika Kapoor Senior Analyst - Talent Acquisition Deloitte Consulting India Pvt. Ltd, Hyderabad

IPE has been one of the best experiences I've had in my life. The best thing about IPE is the Faculty, who constantly push us to be the best version of ourselves. It has always been a pleasure to represent and win accolades for our beloved institution at many state and national level events. None of this would have been possible without the support of our faculty. Personally, I have thoroughly enjoyed all my days in IPE. All the skills I picked up in IPE helped me land in a better spot not only in my career but also in my life. I strongly feel and believe IPE will continue to help many more aspiring management professionals.

Venkatesh DeekondaAssociate, Triniti Advanced Software Labs Pvt. Ltd

Alumni Speak

Be a part of Strong Alumni Base! We prepare Great Leaders



Curriculum of PGDM-IB is indeed a cutting edge one comprising, apart from the regular standard B-School subjects, courses like International Brand Management, Global Marketing Management, Foreign Currencies and Global Finance, Innovation Management which are the hallmark of this programme and are vital in understanding the present global business and global market scenario.

Jeshal Mehta PGDM-IB

It's a place full of opportunities and exposure and being a part of PGDM-HRM I can proudly say that it's not like any general HR specialization. We have been nurtured to foster in subjects of Human Resource Management with relevant market trends with constant guidance and mentoring of faculties from the beginning of the course which made the roots stronger.

Priyanka PandaHR Executive Talent Development (LDP), TCS

In an era where all businesses are global, the gradual integration of Indian economy with the global economy is now an irreversible process. PGDM-IB @ IPE provides the right platform where an individual is made well equipped to handle the new demands of the industry in leading their businesses towards this direction successfully. Keeping in mind the dynamic environment that we are living in today, the course curriculum here @ IPE is exceptionally designed, planned and executed to confront these challenging situations successfully.

Nilesh Poddaturi PGDM-IB

It was a great experience to be a part of IPE-International Business family wherein we learned so many things which are really helping now as we move on to make a name for ourselves in the business world. Apart from theoretical knowledge the practical knowledge played a very important role. I don't feel totally alienated and stranger when I start my corporate journey as a fresher.

Eshan Verma PGDM-IB

Institute of Public Enterprise has a rich intellectual capital. The learning experience at the institute is remarkable. The course PGDM-International Business is one of it's kind, where you learn every concept of management in a broader, global perspective, which is the need of the day; the course structure is very well designed and an excellent faculty adds to the beauty of the it.

Ramanuj Sarada PGDM-IB IPE is always a great place to learn. PGDM-BIF course is a perfect blend that offers both theoretical and practical knowledge. For people who are willing to pursue career in the field of banking or financial services, this is an excellent course. This course includes several subjects taught by faculties with big names in their respective subject areas. These industry-experienced faculties in this course help students in all sorts of ways, which in turn helps them scale great heights in their careers. Choosing PGDM-BIF course was one of the best decisions I have taken.

Sarat Chandra Kakani, PGDM-BIF

\PE and the PGDM-HRM course is a great place of learning which has the best faculty well versed in the subjects. The internal and external mentors from Institute and corporates clarify doubts and provide wide exposure.

Rashmi Paladagu HR Generalist, Amazon, US

I underwent a significant transformation through the PGDM-International Business (IB) Programme at IPE which made me to develop a mindset of a Global Business Manager. The IB programme state-of-the-art curriculum, is taught by well qualified faculty, with even a few add-on courses taught by overseas faculty. It has the unique Business News Presentation classroom sessions wherein we learn about divers sectors such as Automobile, Agribusiness, Banking & Finance, FMCG, Exports & Trading, IT & Telecom, Steel & Metals, Pharma & Biotech, etc. I feel a lot confident.....

Neha Chahal PGDM-IB

PGDM-HRM course at IPE provides great practical learning in the area of human resources management. It is the destination for students aiming to work as HR professionals. The course has paved my way to Deloitte as a Talent Analyst.

> Shruti Asiniparthi Sr Talent Analyst, Deloitte India

As a part of my PGDM-HRM journey at IPE, I saw myself enhance my knowledge and skills not only academically but holistically. IPE gave me opportunity to apply what I learned in the class rooms through numerous activities and competitions. The experience and knowledge at IPE helps me cut through complex client requirements, and stakeholder management etc.

Kameswari Chandra Teja K Sourcing Analyst, Deloitte India

Industry Interface

Panel Discussion on 'Challenges and Opportunities for B-School hiring during and aftermath COVID'

Placements Department organized a panel discussion on 'Challenges and Opportunities for B-School hiring during and aftermath COVID' on 25th August, 2020 in which the following senior executives from reputed companies have participated.

Mr. Sudha Manoj	Managing Director, R&RA	Deloitte Support Services India Pvt. Ltd.
Mr. Krishnan Iyer	Sr. Vice President & Global Delivery Head	Cognizant
Mr. Vikas Srivastava	Vice President, Enterprise Solutions	TCS
Mr. Vivek Bhatia	Assistant Vice President, Oracle ERP	Genpact
Mr. Raghav Datta	Principal Leader	Mercer India
Mr. Jaspreet Singh	Centre Head, Executive Search & Selection	Randstad India
Mr. K.N. Eduljee	Zonal Manager, South India	Godrej & Boyce Mftg. Co. Ltd.
Mr. R.V.G. Kulkarni	Zonal Head, Retail Branch Banking	HDFC Bank
Mr. Rohit Kumar Singh	Head, Campus Recruitment, B School	Cognizant
Ms. Tessi Ravishankar	HR Team Lead	TIME

Summer Internship Programme

The Summer Internship Programme (SIP) is a great way to gain work experience and learn new skills. The SIP is an 6 to 8-week programme that provides interns with the opportunity to work in a professional environment and gain valuable work experience. The programme is open and compulsory to students who are enrolled in all programmes. It can also be a great way to gain work experience in your field of interest and make connections in your industry. The SIP can be used to improve your CV, help you get a job or an apprenticeship, or simply gain some valuable work experience.

There are many different types of SIPs available, so it is important to find one that is suited to your skills and interests. There are SIPs available in many different industries, such as ITeS, Manufacturing, Services Market, Hospitality, engineering, marketing, finance, Pharma, Automobile, Telecomm, and more. Some SIPs may be unpaid, but many offer a salary or stipend.

The programme is designed to give interns a taste of the working world and to help them develop their skills and knowledge. It is also an opportunity for interns to network and make connections with professionals in their fields. There are many different types of internships, but they all have one common goal: to give you the opportunity to learn and grow in your chosen field.

The programme has been very successful in helping interns secure full-time employment after graduation. The outcome of a SIP depends on the individual. In fact, many companies now use the Summer Internship Programme as a way to identify and recruit future employees.

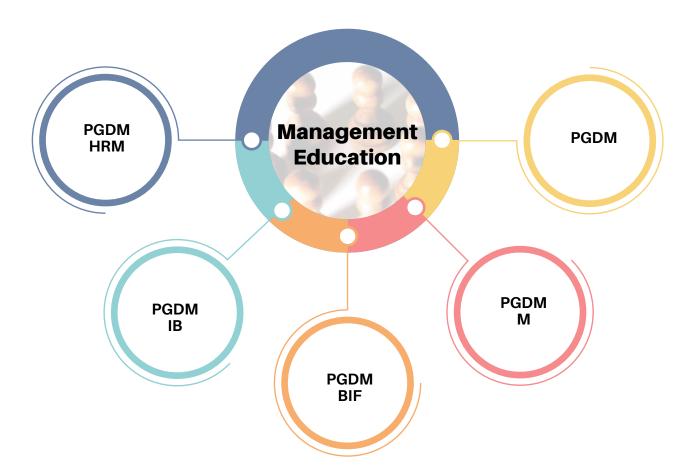




Dr K V Ramesh Associate Professor - Finance & Coordinator - Academic Administration

IPE has been the harbinger in imparting state of the art management education and building strong careers. The Institute stands strong with invaluable support from corporate world specifically public sector in designing industry needed syllabi across all areas of management. The faculty implement innovative methods of pedagogy to enable students to

learn playfully and applaud innovative learning methods. The learning process at the Institute is further strengthened by the excellent infrastructure that motivates the students to think beyond the classrooms, dream big and try to conquer the unsurmountable targets. We are always indebted to the recruiters who have respected our learning systems, trusted our students and motivated us to reach higher goals year after year.



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 Research, Systems and Business Analytics.

Post Graduate Diploma in Management (PGDM)



Dr C V Sunil Kumar Coordinator - PGDM

The Post Graduate Diploma in Management (PGDM) program offered by the Institute of Public Enterprise is a Two-Year Full-Time programme launched in 1995. The programme is almost three decades old and has evolved into a versatile post graduate programme since its inception. It is approved by the All India Council for Technical Education (AICTE), Government

of India; National Board of Accreditation (NBA); Accredited by the South Asian System of Quality Assessment, Improvement, and Accreditation (SAQS); and the Association of Indian Universities (AIU) has approved the programme as an equivalent to MBA. The programme has been training the students to be successful in business which is much about understanding global markets and technology and more so about understanding the interdependence of Human Resources (HR), Finance, Operations, Marketing, and Analytics. With our expert faculty, competitive and innovative curriculum, active learning, and unique campus network, PGDM is committed to educating not just leaders of business, but captains of the industry. The curriculum is continuously made industry relevant, and the elements of experienced faculty, state-of-the-art infrastructure and teaching methodology are skillfully leveraged to deliver industry ready students.

The program is divided into six trimesters. During the first three trimesters spread over the first year, students gain an understanding of finance, marketing, operations, economics and human resource. At the end of first year, the PGDM students get hands-on experience incorporated through the eight-week Summer Internship Project (SIP). In the second year of the program students choose two electives from the areas of Finance, Marketing, Human Resource Management, Operations, Systems and Business Analytics. Students are also trained on the operations of Public Sector Units, which will give them a deeper understanding of business policies crafted by the Indian government. Students are facilitated to earn SAP certifications, Bloomberg certifications, Six Sigma certifications, digital marketing certifications, and analytics credentials using R, Python, Tableau, SPSS, etc. This programme has been training students to cutting-edge subjects in public enterprises, banking, insurance, international business, infrastructure management, supply chain management, financial modelling, blockchain technology, cybersecurity, Artificial Intelligence (AI), business analytics, Industry 4.0, etc.

The PGDM students will have assistance from academic and industry mentors to become industry-ready. The PGDM students can participate in various extracurricular and co-curricular activities that will ensure their holistic development. The PGDM students are trained by industry experts to hone their soft skills in order to better prepare them for placements. The program focuses on the development of key skills and capabilities required for a student to become a successful leader of the twenty first century. Over the years the program has attracted students from across the length and breadth of the country.

Programme Educational Objectives

- To provide society a cohort of young post graduate students equipped with basic managerial skills.
- To prepare students to have the ability to solve problems and take decisions amid complexity and uncertainty of business environment.
- To promote social awareness, sustainable development and team orientation amongst students.
- To produce ethically responsible and technically competent management graduates for absorption by industry.

- · Graduates would exhibit clarity of thought in expressing their views.
- · Graduates will have the ability to communicate effectively across diverse channels.
- · Graduates will be able to flesh out key decision points when confronted with a business problem.
- · Graduates will have the capacity to formulate strategies in the functional areas of management.
- Graduates would be able to analyse the health of an organization by perusing its MIS reports/ financial statements.
- Graduates would demonstrate a hunger for challenging assignments. Graduates would display an empathetic attitude to alleviate societal problems.



Dr Prarthana Kumar Coordinator - PGDM-M The PGDM - Marketing Management is a customized program that transforms the students into future business leaders adept to the industry requirements. 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).

Programme Educational Objectives

- To provide knowledge about business management with greater focus on marketing management domains.
- To impart and equip the students with knowledge regarding marketing value chain and associated skills.
- To sharpen the skills of students to assume marketing roles in national and international organizations.
- To inculcate ethical values and shape students with sensitivity to solve management, business and marketing environmental issues.
- To prepare business leaders of tomorrow to capture value for organizations and society by creation, communication and delivery of value.

- Graduates will be able to identify business problems and provide effective and efficient strategic solutions.
- Graduates will be able to develop empathic attitude towards consumers in particular and society at large.
- Graduates will be become business leaders with deeper thinking, consciousness and ethical values.
- Graduates will be become business leaders with deeper thinking, consciousness and ethical values.
- Graduates' cognitive skills and oral, written and interpersonal communication skills will be well moulded.
- Graduates will demonstrate the ability to critically analyze business environment applying contemporary analytical tools and software.

PGDM-Banking, Insurance and Financial Services



Dr M Chandra Shekar Coordinator - PGDM-BIF

The Institute offers a two year full-time AICTE approved PGDM BIF(Banking, Insurance and Financial Services) program which aims to provide the students with contemporary skills and knowledge that are relevant for managing various functions of firms operating in the banking, insurance and

financial services sector. This program aims at grooming potential managers who are employable in core banking, insurance and financial services functions and who can be turned-out as future leaders in banking, insurance and financial services industry. It has the state-of-the-art curriculum in areas such as Financial Modelling, Actuarial Concepts and Principles, Management of Pension Funds, Financial Analytics etc., with the thrust on market orientation, globalization, and financial & banking sector reforms. Students of this programme get on-campus good job opportunities and internships at banks, financial sector companies, consulting and analytics firms besides manufacturing firms in a diverse set of roles and responsibilities. It has an intake of 120 and candidates for this program are selected based on their performance in CAT / XAT / MAT / ATMA / CMAT / GMAT and any other test approved by AICTE. The course offers dual specialization with equal weightage in Finance, Marketing, Human Resource, Operations, Systems, Business Analytics, Economics and Entrepreneurship.

International Study Tour

The institute offers experiential learning opportunity as a part of our outreach program for the PGDM-BIF students consisting of a variety of student activities ensure a unique understanding of the work environment. It helps them to understand on how to perceive the visit to get deeper experience and exposure. Our previous batch students visited European countries (OECD, Paris) 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 affairs, the institute curates national and local visits every year to make the PGDM-BIF students aware of all the necessary skill sets required to give a feel of work culture.

Program Educational Objectives

- To impart knowledge on a wide range of concepts relating to management, banking, insurance and financial services.
- To enhance capabilities for critical thinking, problem-solving and decision making through the dissemination of knowledge and relevant inputs.
- To facilitate accelerated learning and an in-depth understanding of practices and ethics of management in general and Banking, Insurance & Financial Services in particular.

- Have a thorough understanding of concepts relating to management, banking, insurance and financial service.
- Attain technical knowledge and analytical skills in order to solve the critical problems and decision making.
- Capable of performing banking operations.
- Carry out project appraisal at banks and financial institutions.
- Have better clarity on practices in the domains of Management and Banking, Insurance & Financial Services, with due focus on ethical aspects.

PGDM-International Business

A Crucible for Global Business Leaders



Dr M KarthikCoordinator - 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, WTO, 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.

Optional Overseas Study Module

On completion of the first year, the students of PGDM International Business could undertake overseas/domestic study tour to international business establishments, arranged by the Institute. The full cost will have to be borne by the students who opt for it. The students have a choice to undertake either an International or domestic study tour.

Programme Educational Objectives

- To familiarize the students with the basics of management theory and practice.
- To impart knowledge in the domain of international business environment.
- To develop the business acumen of executives with sensitivity to global management and business issues.
- 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.

- Students will be able to analyze and explain the basic concepts of management theory and practice
- Students can evaluate the impact of global issues on an organization's international business operations
- Students will be able to prepare international business plan
- · Students can assess the impact of cultural diversity on the policies of an organization
- Students would handle the responsibilities in the domain of domestic and global business environment
- Students will be well versed with software packages and would be able to apply them in managerial decision making

PGDM-Human Resources Management



Dr Deepti Chandra
Coordinator - PGDM-HRM

The two-year Post Graduate Diploma in Human Resources Management (PGDM-HRM) meets the challenges of utilizing human resources effectively which are critical to the success of an organization. PGDM-HRM at IPE is a two year full-time

AICTE approved program, envisaged as the highest quality program in the area of Human Resource Management and designed to provide eligible, suitable and competent HR professionals with sufficient knowledge of business to all industrial sectors.

PGDM-HRM program offers an assortment of highly specialized papers like Digitisation of HR, Competency Mapping, HR Planning, Workforce Metrics, HR Analytics etc., in the area of HRM catering to the professional needs of the area. The program is regularly updated by taking inputs from Academic and Industry experts. PGDM-HRM has a unique Long Term Project opportunity which majorly leads to obtaining preplacement offers. The program also offers dual specialization in any of the areas of Marketing, Finance, Business Analytics, Operations and Systems.

Programme Educational Objectives

- To build future leaders who can connect business and HR deliverables.
- To offer experiential learning in understanding the challenges of HR professionals in order to develop the organizations
- To facilitate accelerated learning in the formulation and implementation of best practices in human resources management for sustained competitive advantage in organizations.
- To provide insights on developing strategies, initiatives and programmes for business performance with focus on organization design, analytics, change and development.

- On completion of the programme the learners would be well equipped with necessary knowledge and skills to take up managerial responsibilities in the corporate sector.
- The learners should be able to anticipate challenges involved in the HR role and act accordingly.
- The learners should be able to identify, initiate and implement best practices in HR in dynamic environment of organizations.
- The learners on attending the course should be able to align HR practices to business performance with suitable efforts towards organizational development using analytics.
- The learners should develop human skills in engaging value based learning and ethical practices in management.

PGDM Course Curriculum

FIRST YEAR

- Management and Organizational Behaviour
- Statistics for Management
- **Economics for Manageras**
- Financial Accounting
- Personality Development and Business Communication
- Marketing Management I
- Foreign Language French

TERM - II

- **Operations Research**
- Financial Management
- Macro Economics IT Applications for Management
- Marketing Management II Public Sector Policy and Issues in Management
- **Human Resource Management**

TERM - III

- **Production and Operations Management**
- Cost and Management Accounting
- **Business Analytics for Managers**
- Marketing Research
- Priming for Placements (Business Aptitude)
- Startups and Entrepreneurship
- Leadership and Change Management
- Contemporary Issues/Seminars
- Comprehensive Viva

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TERM - IV

- Strategic Management
- Corporate Laws
- Elective 1 Subject 1 Elective 1 - Subject 2
- Elective 2 Subject 1
- Elective 2 Subject 2
- SIP & Viva Voce

TERM - V

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- Project Management
- Elective 1 Subject 3 Elective 1 Subject 4
- Elective 2 Subject 3 Elective 2 Subject 4

TERM - VI

- International Business
- Infrastructure Management
- Negotiations
- Research Project
- Comprehensive Viva

ELECTIVES

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

MARKETING

- Product and Brand Management
- **Customer Relationship Management**
- Digital Marketing
- B2B Marketing
 Integrated Marketing Communications
- Retail Management
- Sales and Distribution Management
- Services Marketing
- Marketing Analytics
- Rural Marketing
- Agri-Business Marketing
- Global Marketing Management
- Social Marketing
- Media Management
- Consumer Behaviour
- Strategic Marketing

HUMAN RESOURCE

- Contemporary HRM
- HR Auditing
- Cross Cultural Management
- Talent Management
- Strategic Human Resource Management
- Industrial Relations I
- Industrial Relations II
- **Balanced Scorecard**
- Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

OPERATIONS

- Supply Chain Management
- Management of Service Operations
- Lean Management
- Optimization Models for Industry
- Operations Strategy
- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Operations Analytics

SYSTEMS

- · Cloud Computing for Business
- Enterprise Resource Planning
- Data Modelling with R and Python
- Data Visualising using Advanced Excel
- Relational Database Management system
- Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce
- Data Mining and Business Intelligence
- Digital Governance
- Cyber Security and Cyber Laws

ECONOMICS

- Industrial Economics
- **Public Finance**
- **Urban Economics**
- Agricultural Economics
- **Environmental Economics** International Economics
- Mathematical Economics
- Natural Resource Management
- **Energy Economics**
- **Econometrics** Contemporary Government Policies & Business
- **Monetary Economics**
- Economics of Infrastructure
- Digital Economy

ENTREPRENEURSHIP

- Entrepreneurial Finance
- Social Entrepreneurship Social and Innovation
- Family Business Management Corporate Entrepreneurship
- Creativity, Innovation, and Entrepreneurship
- Detailed Project Report (DPR) Compulsory in nature

- **BUSINESS ANALYTICS** RR Studio for Data Science and Machine
- Learning Python for Data Science and Machine
- Learning
- Data Visualising using Tableau Web and Social Media Analytics
- Deep Learning and Artificial Intelligence
- using Advanced Python
- Big Data Analytics
- SQL for Data Science Deep Learning and Artificial Intelligence using R Studio
- $\star\star\star$ 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-M Course Curriculum

FIRST YEAR

- · Management and Organizational Behaviour
- Statistics for Management
- **Economics for Managers**
- Financial Accounting
- Personality Development and Business Communication
- Marketing Management I
- Digital & Social Media Marketing

TERM - II

- · Operations Research
- Financial Management
- Macro Economics
- IT Applications for Management
- Marketing Management II
- Consumer Behavior
- Human Resource Management

- **Production and Operations Management**
- Cost and Management Accounting
- **Business Analytics for Managers**
- Marketing Research
- Priming for Placements (Business Aptitude)
- Startups and Entrepreneurship
- Foreign Language French
- Contemporary Issues/Seminars
- Comprehensive Viva

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TERM-IV

- · Strategic Management
- Retail Management
- Sales and Distribution Management
- Services Marketing
- Elective 1 Subject 1 Elective 1 Subject 2
- · SIP & Viva Voce

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- Integrated Marketing Communications
- Strategic Marketing
- Brand Management
- Elective 1 Subject 3Elective 1 Subject 4

TERM - VI

- · International Marketing
- Rural and Agri Marketing
- Project Management
- Research Project
- Comprehensive Viva

ELECTIVES

FINANCE

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

MARKETING

- Product and Brand Management
- **Customer Relationship Management**
- Digital Marketing
- B2B Marketing Integrated Marketing Communications
- Retail Management
- Sales and Distribution Management
- Services Marketing
- Marketing Analytics
- Rural Marketing
- Agri-Business Marketing
- Global Marketing Management
- Social Marketing
- Media Management
- Consumer Behaviour
- Strategic Marketing

HUMAN RESOURCE

- Contemporary HRM
- HR Auditing
- Cross Cultural Management
- Talent Management
- Strategic Human Resource Management
- Industrial Relations I
- Industrial Relations II
- **Balanced Scorecard**
- Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

OPERATIONS

- Supply Chain Management
- Management of Service Operations Lean Management
- Optimization Models for Industry Operations Strategy
- Total Quality Management
- Strategic Sourcing Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Operations Analytics

SYSTEMS

- · Cloud Computing for Business
- Enterprise Resource Planning
- Data Modelling with R and Python
- Data Visualising using Advanced Excel
- Relational Database Management system
 - Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce
- Data Mining and Business Intelligence
- Digital Governance
- Cyber Security and Cyber Laws

ECONOMICS

- **Industrial Economics**
- **Public Finance**
- Urban Economics
- Agricultural Economics
- **Environmental Economics**
- International Economics Mathematical Economics
- Natural Resource Management
- **Energy Economics**
- **Econometrics** Contemporary Government Policies &
- Business
- Monetary Economics Economics of Infrastructure
- Digital Economy

ENTREPRENEURSHIP

- Entrepreneurial Finance
- Social Entrepreneurship and Social
- Family Business Management
- Corporate Entrepreneurship Creativity, Innovation, and Entrepreneurship
- Detailed Project Report (DPR) Compulsory in nature

BUSINESS ANALYTICS

- RR Studio for Data Science and Machine Learning
- Python for Data Science and Machine
- Learning
- Data Visualising using Tableau Web and Social Media Analytics
- Deep Learning and Artificial Intelligence using Advanced Python
- Big Data Analytics
- SQL for Data Science
- Deep Learning and Artificial Intelligence using R Studio
- *** 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-BIF Course Curriculum

FIRST YEAR

- Management and Organizational Behaviour
- Statistics for Management
- Economics for Managers
- Financial Accounting
- Personality Development and Business Communication
- Marketing Management
- Management of Bank Operations

- TERM II
 Human Resource Management
- Operations Research Financial Management
- Macro Economics

- IT Applications and FinTech Principles and Practices of Life Insurance Financial Markets, Institutions and Services
- Foreign Language French

TERM - III

- **Production and Operations Management**
- Cost and Management Accounting
- **Business Analytics for Managers**
- Marketing Research
- Priming for Placements (Business Aptitude)
- Start Ups and Entrepreneurship
- Principles and Practices of General Insurance
- Contemporary Issues/Seminars
- Comprehensive Viva

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TERM - IV

- Strategic Management
- Legal Environment for BIF
- Elective 1 Subject 1 Elective 1 Subject 2
- Elective 2 Subject 1 Elective 2 Subject 2
- SIP & Viva Voce

TERM - V

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

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

ELECTIVES

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

MARKETING

- Product and Brand Management
- **Customer Relationship Management**
- Digital Marketing
- B2B Marketing
 Integrated Marketing Communications
 Retail Management
- Sales and Distribution Management
- Services Marketing
- Marketing Analytics
- Rural Marketing
- Agri-Business Marketing
- Global Marketing Management
- Social Marketing
- Media Management
- Consumer Behaviour
- Strategic Marketing

HUMAN RESOURCE

- Contemporary HRM
- HR Auditing
- Cross Cultural Management
- Talent Management
- Strategic Human Resource Management
- Industrial Relations I Industrial Relations II
- Balanced Scorecard
- Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

OPERATIONS

- Supply Chain Management
- Management of Service Operations
- Lean Management
 Optimization Models for Industry
- **Operations Strategy**
- Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Operations Analytics

SYSTEMS

- **Cloud Computing for Business**
- Enterprise Resource Planning
- Data Modelling with R and Python
- Data Visualising using Advanced Excel
- Relational Database Management system
- Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce
- Data Mining and Business Intelligence
- Digital Governance
- Cyber Security and Cyber Laws

ECONOMICS

- Industrial Economics
- **Public Finance**
- **Urban Economics**
- Agricultural Economics
- **Environmental Economics**
- International Economics
- Mathematical Economics Natural Resource Management
- **Energy Economics**
- **Econometrics** Contemporary Government Policies &
- Business Monetary Economics
- Economics of Infrastructure
- Digital Economy

ENTREPRENEURSHIP

- Entrepreneurial Finance
- Social Entrepreneurship and Social
- Family Business Management
- Corporate Entrepreneurship Creativity, Innovation, and Entrepreneurship
- Detailed Project Report (DPR) Compulsory in nature

- **BUSINESS ANALYTICS** RR Studio for Data Science and Machine
- Learning Python for Data Science and Machine

- Learning
 Data Visualising using Tableau
 Web and Social Media Analytics Deep Learning and Artificial Intelligence
- using Advanced Python
- Big Data Analytics
- SQL for Data Science Deep Learning and Artificial Intelligence using R Studio

*** 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-IB Course Curriculum

FIRST YEAR

- Management and Organizational Behaviour
- Statistics for Management
- **Economics for Managers**
- Financial Accounting
- Personality Development and Business Communication
- Marketing Management
- · International Business I

TERM - II

- **Operations Research**
- Financial Management
- Macro Economics
- **IT Applications for Management**
- International Business II
- Foreign Language French
- Human Resource Management
- · Export Marketing

TERM - III

- **Production and Operations Management**
- Cost and Management Accounting
- Business Analytics for Managers
 Priming for Placements (Business Aptitude)
- Startups and Entrepreneurship
- International Marketing Research
- Global Finance and Foreign Currencies
- Contemporary Issues/Seminars
- Comprehensive Viva

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TERM-IV

- Strategic Management
- International Business Laws
- Elective 1 Subject 1 Elective 1 Subject 2
- Elective 2 Subject 1
- Elective 2 Subject 2
- · SIP & Viva Voce

- Corporate Governance, Business Ethics and Corporate Social Responsibility International Brand Management

- Elective 1 Subject 3 Elective 1 Subject 4 Elective 2 Subject 3 Elective 2 Subject 4

TERM - VI

- MNC Strategies in Emerging Markets
- WTO and Regional Trading Agreements
- **Project Management**
- Research Project
- Comprehensive Viva

ELECTIVES

FINANCE

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

MARKETING

- Product and Brand Management
- **Customer Relationship Management**
- Digital Marketing
- B2B Marketing
 Integrated Marketing Communications
 Retail Management
- Sales and Distribution Management
- Services Marketing
- Marketing Analytics
- Rural Marketing
- Agri-Business Marketing
- Global Marketing Management
- Social Marketing
- Media Management
- Consumer Behaviour
- Strategic Marketing

HUMAN RESOURCE

- Contemporary HRM
- HR Auditing
- Cross Cultural Management
- Talent Management
- Strategic Human Resource Management
- Industrial Relations I
- Industrial Relations II
- **Balanced Scorecard**
- Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

OPERATIONS

- Supply Chain Management
- Management of Service Operations
- Lean Management
- Optimization Models for Industry
- Operations Strategy Total Quality Management
- Strategic Sourcing Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Operations Analytics

SYSTEMS

- · Cloud Computing for Business
- Enterprise Resource Planning
- Data Modelling with R and Python
- Data Visualising using Advanced Excel
- Relational Database Management system
- Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce
- Data Mining and Business Intelligence
- Digital Governance
- Cyber Security and Cyber Laws

ECONOMICS

- **Industrial Economics**
- **Public Finance**
- Urban Economics
- Agricultural Economics
- **Environmental Economics** International Economics
- Mathematical Economics
- Natural Resource Management
- **Energy Economics**
- **Econometrics** Contemporary Government Policies &
- Business
- Monetary Economics Economics of Infrastructure
- Digital Economy

ENTREPRENEURSHIP

- Entrepreneurial Finance
- Social Entrepreneurship and Social
- Family Business Management
- Corporate Entrepreneurship Creativity, Innovation, and Entrepreneurship
- Detailed Project Report (DPR) Compulsory in nature

- **BUSINESS ANALYTICS** RR Studio for Data Science and Machine
- Learning Python for Data Science and Machine
- Learning
- Data Visualising using Tableau Web and Social Media Analytics Deep Learning and Artificial Intelligence
- using Advanced Python Big Data Analytics
- SQL for Data Science Deep Learning and Artificial Intelligence using R Studio
- *** 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

- 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

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

TERM - 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

TERM - IV

- Strategic Human Resource Management
- Business Laws
- Workforce Metrics
- Industrial Relations
- Competency Management
- Elective 1 Subject 1
- Elective 1 Subject 2
- SIP & Viva Voce

TERM - V

- Corporate Governance, Business Ethics and Corporate Social Responsibility and Sustainability
- HR Analytics
- Labour Legislation
- HRM in Global Perspective
- Elective 1 Subject 3Elective 1 Subject 4

TERM - VI

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

ELECTIVES

- Financial Analysis and Credit Management
- Financial Modelling

FINANCE

- Security Analysis and Portfolio Management
- Tax Planning and Management Corporate Restructuring, Mergers and Acquisitions
- Strategic Cost Management
- Fixed Income Securities
- Financial Econometrics
- Risk Management
- Derivatives and Structured Finance
- Financial Planning and Wealth Management
- Entrepreneurial Finance
- Strategic Financial Management
- Financial Analytics
- Foreign Exchange Arithmetic
- Private Equity
- Mutual Funds

MARKETING

- **Product and Brand Management**
- Customer Relationship Management
- Digital Marketing
- B2B Marketing
- Integrated Marketing Communications
- Retail Management
- Sales and Distribution Management
- Services Marketing
- Marketing Analytics
- Rural Marketing
- Agri-Business Marketing
- Global Marketing Management Social Marketing
- Media Management
- Consumer Behaviour
- Strategic Marketing

HUMAN RESOURCE

- Contemporary HRM
- HR Auditing
- Cross Cultural Management
- Talent Management
- Strategic Human Resource Management
- Industrial Relations I
- Industrial Relations II
- **Balanced Scorecard**
- Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

OPERATIONS

- Supply Chain Management
- Management of Service Operations
- Lean Management
- Optimization Models for Industry
- Operations Strategy
- Total Quality Management Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Operations Analytics

SYSTEMS

- **Cloud Computing for Business**
- Enterprise Resource Planning
- Data Modelling with R and Python
- Data Visualising using Advanced Excel
- Relational Database Management system Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce
- Data Mining and Business Intelligence
- Digital Governance
- Cyber Security and Cyber Laws

ECONOMICS

- Industrial Economics
- **Public Finance**
- **Urban Economics**
- Agricultural Economics
- **Environmental Economics**
- International Economics
- Mathematical Economics Natural Resource Management
- **Energy Economics**
- Econometrics
- Contemporary Government Policies &
- **Business**
- Monetary Economics Economics of Infrastructure
- Digital Economy

ENTREPRENEURSHIP

- **Entrepreneurial Finance**
- Social Entrepreneurship and Social Innovation
- Family Business Management
- Corporate Entrepreneurship Creativity, Innovation, and Entrepreneurship
- Detailed Project Report

Compulsory in nature

Big Data Analytics

- **BUSINESS ANALYTICS** RR Studio for Data Science and Machine
- Learning
 Python for Data Science and Machine
- Learning
- Data Visualising using Tableau
- Web and Social Media Analytics Deep Learning and Artificial Intelligence using Advanced Python
- SQL for Data Science Deep Learning and Artificial Intelligence using R Studio

*** 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.





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Our Corporate Links

Consultancy

- Tata Consultancy
- Deloitte
- Triniti
- Arcesium
- PWC
- Stockviews
- GD Research
- The Hackett Group
- FactSet
- EPIQ Global
- Oracle
- GENPACT
- Metrics 4 Analytics
- Purnartha Investment AdvisersPvt Ltd
- S & P Global
- Randstad
- Cognizant
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- Spring ML India Development Center Pvt Ltd
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- Rolling Arrays
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BFSI

- Federal Bank
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- Axis Bank
- DSP BlackRock
- Franklin Templeton
- HDFC AMC
- ICICI Bank
- ICICI Securities
- Tata Capital
- Mahindra Finance
- ICICI Prudential Life insurance
- HDFC Ltd
- IDFC First Bank

- PhonePe
- AXIS AMC
- IHS Markit
- ANZ Bank
- OakNorth
- IDFC FIRST Bank

E-Commerce

- 99 Acres.com
- Amazon
- Housing.com
- Naukri
- Swiggy
- OYO
- BYJUS
- Happay
- Ninjacart
- CallHealth Services Pvt ltd
- Flipkart
- Cure.fit
- SquareYards
- Zomato

Education

- T.I.M.E Pvt Ltd
- Talent Sprint Pvt Ltd
- Next Education
- CL Educate Ltd
- Toppr
- Extramarks Education I Pvt Ltd
- Aspiring Minds
- Acumen Connect
- Talent sprint

FMCG

- Godrej & Boyce Ltd
- ITC
- Bajaj Corporation
- GCMMFL (Amul)
- Godrej Consumer Goods
- CavinKare
- The Hindustan Coca Cola

- Meher Beverages (Pvt) Ltd
- Nestle
- Marico LTD
- Indigo Paints Pvt Ltd
- Perfetti Van Melle India
- Heritage Foods
- Hindustan Unilever Ltd

Health Care

- Biological E
- MSN Laboratories Ltd
- Novartis Healthcare (P) Ltd
- ZydusCadila Healthcare
- GVK Bio
- Neuland Laboratories
- Medplus
- Dr Reddy's
- RA Chem Pharma
- Aurore Life Sciences
- Optimus Pharma
- Doctor C
- Hetero Drugs
- Biogenex Life Sciences

Infrastructure

- Dhamam Infra Projects
- Ramky Infrastructure Limited
- Ramky Estates
- Aliens Group
- Om Sree Builders & Developers

IT/ITES

- ACT
- MAQ Software
- Magna Quest
- Kony Labs
- Infiniti Techlabs LLP
- CADFEM
- GTKonnect
- Net Score Technologies Pvt Ltd
- Shore Infotech India Pvt Ltd
- Cyient Ltd

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- Ebutor
- ValueMomentum
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- CEIPAL Solutions Pvt Ltd
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- Aspire Systems
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- Minfy Technologoies
- Acuvate
- Goldstone Technologies Limited
- Cache Peripherals Pvt Ltd
- SmartServ
- Teltonika India
- Value Labs
- Aspire Systems

Manufacturing

- Daimler Benz
- Hinshitsu Manufacturing Pvt Ltd

- Ltd
- TCNS Clothing Co Pvt Ltd
- Hyderabad Industries Ltd (HIL)
- Sundaram Fasteners Ltd
- Yokohama
- **Basic Elements Solutions**
- Prism Johnson Ltd
- Advance Auto
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- LG Electronics

Media

- HT Media
- MediaMint
- Bennett Coleman & Co Ltd (Times Group)
- Jagati Publications Ltd
- Radio Mirchi
- Outlook Publishing India Pvt Ltd

Retail

- Medplus
- Shopperstop

- Reliance Retail

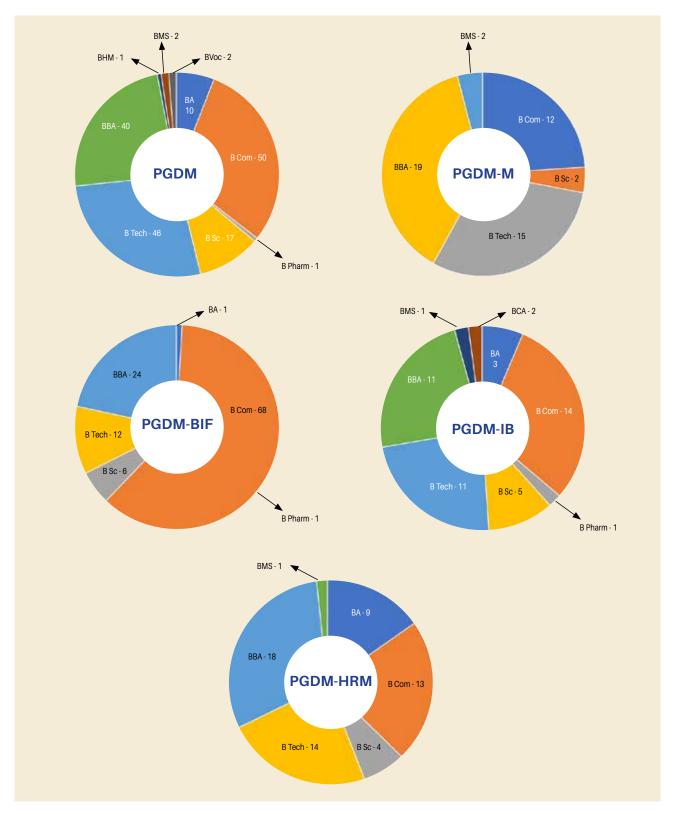
Others

- DEFTeam
- Ignis Careers
- Travelwalas
- Wish Work
- SecureNow
- Franchise and Business Solutions
- Adani Gas
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102	2101173	Adduri Aditya	B Com	60
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126	2101159	Konangeri Amar	B Tech	62
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140	2101070	B Samyukta Reddy	B Com	63
141	2101073	Sharath Chandra	B Com	63
142	2101083	Suraj singh	B Com	63
143	2101092	Boga Teja	B Tech	63
144	2101103	Yukti	ВА	63
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150	2101153	P Devesh Babu	B Com	63
151	2101166	Kondam Anusha	B Tech	63
152	2101168	B Manasa	B Com	63
153	2101175	Shivani Ettaboina	B Com	63
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158	2101161	Naga Lakshmi Gayatri Annangi	B Tech	64
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160	2101018	Ponnekanti Charan	B Tech	64
161	2101031	Mudide Kasturi	B Tech	64
162	2101038	Kodam Manaswini	B Tech	64
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164	2101087	Sudeshna Chakunta	B Tech	64
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1	2102004	V Sai Kumar	ВВА	65
2	2102005	S Cidharth	B Tech	65
3	2102006	Pulletikurthi Durga Bhavani	B Com	65
4	2102009	Thomas Rao	B Com	65
5	2102014	Chekka Venkata Rajesh Kumar	B Tech	65
6	2102016	Nakkala Rishitha Yadav	B Com	65
7	2102017	Bhavirisetty Rohan	B Com	65
8	2102018	Medabalimi Rohit	B Tech	65
9	2102019	Kotagiri Yashwanth	B Com	65
10	2102023	Siddhi Rachh	B Com	65
11	2102042	Ronda Pratheeka Reddy	BBA	65
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20	2102025	Hebbatam Tarun Lakshmi Narasimha	B Com	66
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22	2102031	V Rahul Patro	BBA	66
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18	2103007	Anubhav Rai	BBA	70
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20	2103009	Aravind Gattu	BBA	70
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22	2103014	Sayyaparaju Bhanu Sree	BBA	70
23	2103016	Inturi Chinmayi	B Com	70
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83	2103094	Vaishnavi Rampuram	B Com	74		
84	2103103	Zunera Tahreem	B Com	74		
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94	2103011	Remella Satya Arpitha	B Com	75
95	2103018	Mahammad Mahamood	B Sc	75
96	2103019	Gaurav Gilda	B Com	75
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99	2103036	Puram Madan Vamshi	B Tech	75
100	2103039	Mansi Banneni	B Com	75
101	2103040	Mayank Dey	B Com	75
102	2103049	Duddukunta Om Prakash Reddy	B Com	75
103	2103051	A Hareesh	B Com	75
104	2103061	Sahil Paturkar	B Com	75
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108	2103077	Shiva Rama Krishna Reddy Gummadi	B Tech	76
109	2103092	Ms Tannu Baberwal	BBA	76
110	2103096	Bojanapally Varsha Reddy	B Com	76
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5	2104049	M Rohith Chowhan	B Tech	77
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Tippani Vinay kumar



Sneha







Chintamani



LIFE













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Placement Programme Class of 2023

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 July 2023 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 2023. 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.
- However a dream slot may be offered to a company as a special case considering the CTC offered and the future placement prospects.
- 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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Coordinator - Placements
Institute of Public Enterprise,
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RESPONSE SHEET

(To be filled in by the Recruiter)

Name of the Organization:		
Address:		
City:	P	in:
Telephone:	Fax:	Mobile:
Email:		
DI ACEMENT DETAIL O		
PLACEMENT DETAILS		
Position: No. of Vacancie	es:	
1		
2		
AREA		
☐ Marketing ☐ Finance ☐ HR	Operations Managemer	nt
☐ Retail ☐ Banking, Insurance & FS	☐ International Business	
Date for Pre-Placement Talks at IPE		(or) Office
Date for Selections at IPE	(or) Office	e
FACILITIES REQUIRED		
Transportation:	_ LCD	No. of Rooms for PPT
Others, if any		
Signature:		
Name of the Person:	Organizati	on:
Telephone:	Fax:	Mobile:
Email:		
From:		

Some of our Recruiters











































































































































































































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