

Board of Governors	3
Message from the President	4
Message from the Director	5
Why IPE	7
IPE – A Profile	8
Rankings	9
Location and Facilities	10
In Pursuit of Excellence	12
Alumni Speak	13
Industry Interface	15
Management Education	16
Course Curriculum	22
Faculty Profiles	27
Our Corporate Links	31
Students' Mix	33
Quick Index	34
Student Profiles	50
Placement Programme – Class of 2024	84



Board of Governors



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



Shri Ali Raza Rizvi, IAS Secretary, Department of Public Enterprises, Govt. of India



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



Shri Jayesh Ranjan, IAS Principal Secretary of IT, Electronics & Communications Dept., and Industries & Commerce Dept, Govt. of Telangana



Shri TV Mohandas Pai Chairman, Manipal Global Education Services



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



Smt Savita Mahajan Former Deputy Dean, Indian School of Business



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



Prof M S Sriram Faculty Member and Chairperson of Centre for Public Policy, IIMB



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



Shri Arun Kumar Singh Chairman & CEO, ONGC Ltd



Shri Amtava Mukherjee Chairman & Managing Director (Additional Charge), NMDC Ltd.



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



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



Prof D Ravinder Vice-Chancellor, Osmania University



Shri PM Prasad Chairman & Managing Director, Coal India Ltd.



Shri N Sridhar, IAS Chairman & Managing Director, The Singareni Collieries Company Ltd.



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



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



he global economic and technological changes in businesses have led to the drastic shift in the way organizations function. Any student graduating from an institute is obviously pushed to compete not with the nearest neighbour but with the graduates across the globe. This is pushing institutes to optimise their Human Resources cost by sourcing the talent from different geographical units from where the talented human resources could be hired cost effectively. The advent of technology had knitted every corner of the world close to become one unit. Managers are now emerging as the Tech Leaders by blending their Managerial and Leadership skills with the latest Technical skills. This is helping them and the organizations they work for, to be more productive and efficient.

However, creating such super-managers with the combination of managerial and the technical skills has become a new challenge for the B-schools. I am glad that the Institute of Public Enterprise has always been looking to the future, as could be seen in the programs offered and the elite placements secured at IPE. The class of 2021-23 had benefited from the vision of the institution which clearly aimed at designing programs that are a fusion of business management, technology and societal development. We believe that this legacy will be continued by the next group of young and vibrant managers graduating in the year 2024.

The Leadership team at IPE had carved out the strategy to make IPE a key stakeholder in the organizations and society by creating talented managers and leaders who are trained to be innovators and the torch bearers. This strategy is executed by a team of highly dedicated and well qualified teachers at IPE. Their versatile backgrounds and industry experience has been proving to be highly effective in grooming the students to join and serve the industry. I am sure that the class of 2022-24 is ready for the challenge to hit the global platform. I wish them and our Industry partners all the best.



earning by practice is the mantra in building a successful career in any domain. However, at the Institute of Public Enterprise we have taken an extra steep step to learn by practice in the real time environment. Industry interaction and corporate training have been the key ingredients of successful learning for the students of IPE. At the Institute of Public Enterprise, we strongly believe that industry and society are our key stakeholders whom we are destined to serve. This philosophy drives us to consistently evolve and become highly efficient and globally competent.

Management education at IPE is not just an academic programme that a student completes as a mere degree, but it is the way of life she/he learns. This includes leadership development and teamwork through participation in several student clubs, enhancing the entrepreneurial spirit among the individuals through the programs such as 'Startupedia' and visit to T-Hub, reorienting and sowing the culture and ethnicity into the young minds by our annual cultural fest 'Sanskriti' and many other. The academic part of learning includes Industry Internships and Operational Workouts, simulations, case pedagogy, certification in SAP, Bloomberg Certification, and training in the Data Science using R and Python.

Different verticals offered at IPE widen the scope of hiring needs of our Industry partners and provide a comprehensive list of options for the budding managers to choose from. These verticals include Finance, Marketing, Human Resources Management, Operations Management, Business Analytics, Economics and Entrepreneurship. All the programs are designed and delivered keeping in mind the ever changing industrial and societal needs.

Our industry partners have always been a part of this successful journey and the top industry leaders have been the biggest hiring partners for the Institute of Public Enterprise since its inception. The class of 2022-24 is trained to take up the challenges in industry and society. I wish our industry partners and the graduating class all the best for the placements season 2023-24.



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

Vision

Mission

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

he 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



he 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 fulltime 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 endusers, ensuring the quality, relevance and utility of all its programs and courses.

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

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

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

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

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



Outlook- ICARE Rankings 2023

- 1st Rank in Top Private B-Schools in Hyderabad
- 10th Rank in Top Private B-Schools in South Zone
- 14th Rank in Top Private Standalone Institutions in India
- 27th Rank in Top B-School in India

The Week 2022

- 1st Rank Private B-School in Hyderabad
- 2nd Rank B-School (Private and Govt.) in Hyderabad
- 5th Rank Private B-School in South Zone
- 9th Best B-School (Private and Govt.) in South Zone
- 28th Rank Private B-School All India
- 41st Rank B-School (Private and Govt.) All India

India Today B-Schools Survey 2022

- 2nd Rank in Top B-School in Hyderabad
- 8th Rank in Top B-Schools in South
- 27th Rank in Top 100 Private B-Schools of India

Chronicle's All-India B-School Survey

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

Business Today – MDRA B-Schools Survey 2022

- 3rd Rank in Top B-School in Hyderabad
- 11th Rank in Top B-Schools in South
- 27th Rank in Top 100 Private B-Schools of India
- 31st Rank in Top 100 B-Schools in India: Learning Experience
- 47th Rank in Top 100 B-Schools (Government & Private) All India

Business World B-School Rankings 2022

- 13th Rank in Top B-Schools in South India
- 32nd Rank in Top Private B-School in India
- 51st Rank in Top (Govt. and Private) B-Schools in India

CSR – GHRDC B-Schools Survey 2022

- 1st Rank in Top Govt. B-Schools in Telangana
- 4th Rank in Top Government B-Schools of India



Location and Facilities

IPE Library

The IPE library is a valuable resource to the students and the faculty. The computerized library has, over the years, built a robust collection of over 57,222 books, reports and journal back volumes in different areas of management and information technology. It subscribes to over 140 international / national journals in hard copy, and several thousands in the digital format through the full text databases. A rich repertoire of working papers, statistical serials, and the like are part of its collection. The library also provides access to the best of business and management related digital resources through its subscription.

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

IPE library extends academic support to faculty and students by providing online resources to – 1. EBSCO online Databases 2. Bloomberg database 3. ProwessIQ-CMIE 4. JSTOR 5. Indiastat 6. EPWRFITS 7. ProQuest, 8. Business

Quiz 8. N-List (INFLIBNET) 9. DELNET Member 10. ICSSR Data Service: Social Science Data Repository, 11. National and International Journals (Both print and online) 12. 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 offers the following types of membership to IPE's alumni, scholars pursuing Ph.D at some other institutes / professionals / faculty at other educational institutes on payment basis in addition to institutional membership:

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

IT Resources

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



"We are happy with the overall response from IPE both students & TPO's"



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



"Highly enthusiastic student group. Very good experience."



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



"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."

Mahindra FINANCE

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

"Good Experience in terms of hospitality and Coordination."



"Appreciate the academia and industry connect as it reaches out to bridge the gap between 'What is on offer to what is needed' and takes organization to new heights. Best of Luck!"

"Well groomed and talented students."

amazon

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



Cognizant

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

Deloitte.

"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."



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



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

Alumni Speak



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

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 excelled 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 Deekonda

Associate, Triniti Advanced Software Labs Pvt. Ltd

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.

Privanka Panda

HR 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

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

Panel Discussion by Placements Advisory Committee Challenges and Opportunities for B-School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and aftermath Covid 25° August, 2020 The Notice of the School hiring during and afternation Covid 25° August, 2020 The Notice of the School hiring during and afternation Covid 25° August, 2020 The Notice of the School hiring during and afternation Covid 25° August, 2020 The Notice of the School hiring during and afternation Covid 25° August, 2020 The Notice of the School hiring during and aft

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

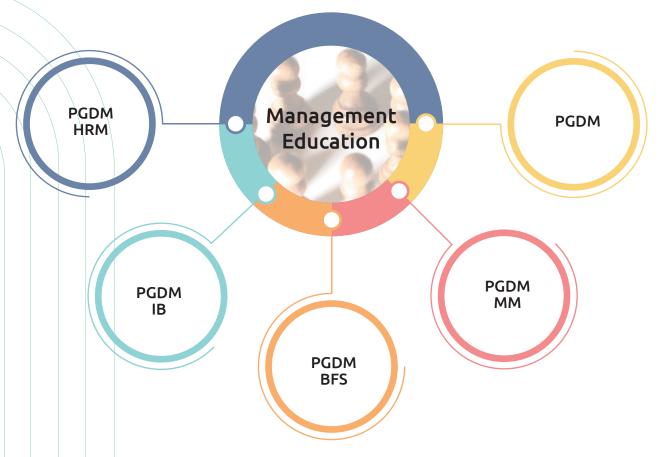
have one common goal: to give you the opportunity to learn and grow in your chosen field.

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 RameshAssociate 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 and Business Analytics.

Post Graduate Diploma in Management (PGDM)



Prof Y Rama Krishna Programme Head – PGDM



Dr Samarendra Kumar Mohanty Programme Co-Head – PGDM

The Post Graduate Diploma in Management (PGDM) programme offered by the Institute of Public Enterprise (IPE) is a Two-Year Full-Time programme launched in 1995. The PGDM programme is approved by the All India Council for Technical Education (AICTE), Government of India; Accredited by National Board of Accreditation (NBA) and South Asian System of Quality Assessment, Improvement, and Accreditation (SAQS). The Association of Indian Universities (AIU) has approved the IPE PGDM programme as an equivalent to MBA.

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

In the PGDM programme, a rigorous training is provided to students to make them industry ready. The students KSAs are developed in such a manner that they start performing from day one of their job. The PGDM programme provides an in-depth learning of core management subjects along with functional specializations. The PGDM programme groom students in an integrated learning model where students gain exhaustive knowledge of Finance, Marketing, HR, Operations, and Analytics.

The curriculum is designed in consultation with eminent academia and industry experts and it is modernized continuously to meet current and future needs of corporate world. The PGDM faculty members do lot of research and consulting assignments and share that knowledge and experiences with students in the classroom. The faculty keep themselves updated on regular basis, observes and understands changes in students learning behavior and designs innovative pedagogy tools to enhance students KSAs. In addition to regular assessment rubrics, the PGDM faculty applies alternative assessment tests to evaluate students' academic and professional development on a continuous basis.

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

In the second year, students choose two electives from the areas of Finance, Marketing, Human Resource Management, Operations, Systems and Business Analytics. In addition, students are facilitated to earn SAP certifications, Bloomberg certifications, Six Sigma certifications, digital marketing certifications, and analytics credentials using R, Python, Tableau, SPSS, etc. The PGDM students participate in various extracurricular and co-curricular activities that ensure their holistic development.

The PGDM students are trained on cutting-edge subjects in core business functional management subjects, banking, insurance, international business, infrastructure management, supply chain management, financial modelling, blockchain technology, cyber security, Artificial Intelligence (AI), business analytics, Industry 4.0, etc. Moreover, industry experts monitor and hone their KSAs in order to prepare them for placements.

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.

Programme Outcomes

- 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.

PGDM-Marketing Management



Dr Prarthana Kumar Programme Head – PGDM-MM



Dr M Maschender Goud Programme Co-Head – PGDM-MM

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

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.

Program Outcomes

- 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 and Financial Services



Dr M Chandra Shekar Programme Head – PGDM-BFS



Dr Harishankar Vidyarthi Programme Co-Head – PGDM-BFS

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

PGDM BFS program has a state-of-the-art curriculum in areas such as Management of Bank Operations, Financial Markets & Institutions, Fixed Income Securities, Financial Modeling, Financial Analytics, Fintech, Entrepreneurial Finance, Financial Analysis & Credit Management, Security Analysis & Portfolio Management, Financial Econometrics & Research Methodology, Derivatives & Structured Finance, Risk Management, Actuarial Concepts & Principles, and Management of Pension Funds etc., with the thrust on capital market orientation, globalization, digital banking & financial services and ongoing financial & banking sector reforms including Fintech startups.

Students of this program get on-campus good job opportunities and internships at banks, financial services, financial research and BFSI sector companies, consulting and analytics firms, fintech, and manufacturing firms in diverse roles and responsibilities. The program 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 programme offers dual specialization in Finance, Marketing, Human Resources, Operations, Systems, Business Analytics, Economics and Entrepreneurship.

International Study Tour

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

Industry Connect Programme: National and Local Visit

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

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.

Program Outcomes

- 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 a due focus on ethical aspects

PGDM-International Business



Dr M Karthik Programme Head – PGDM-IB



Dr G Rajesh Programme Co-Head – PGDM-IB

A Crucible for Global Business Leaders

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.

Program Outcomes

- 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 Programme Head – PGDM-HRM



Dr Sinju Sankar Programme Co-Head – PGDM-BFS

Human Resource Management as a function has grown from a mere cost-centric to a profit-centric approach. Today, HR managers assume an active role in the strategic planning and decision making in their organizations. Meeting the challenges head-on and using human resources effectively are critical to the success of any work organization. HRM as a function today has a tremendous potential in the employment of the management graduates in HR Generalist and HR Specialist roles in almost every organization.

The Post-Graduate Diploma in Management – Human Resource Management (PGDM-HRM) is a two-year full time program comprising four semesters of study including projects. This program is envisaged as the highest quality program in the area of Human Resource Management as it is proactively designed to provide eligible, suitable, and competent HR professionals with sufficient knowledge of business to all industrial sectors. The Institute started a two-year AICTE approved full time PGDM-HRM program in 2012. The program has been granted MBA Equivalence by the Association of Indian Universities (AIU).

The course introduces the function of HRM at length, thus, enabling the candidates to seek a career in HR function. This program offers a platter of HR elective courses vis-à-vis other functional area core courses, thus allowing a skill variety. This program is envisaged as one of the highest quality programs in the area of human resource management as it is pro-actively designed with an aspiration to impart skills and knowledge to the students who would like to pursue their career in the field of HR. It is a dual specialization program with an intake of 60.

Key Highlights

- PGDM-HRM has a unique long-term project (LTP) opportunity
- Students are provided opportunities to become members of the HR club.
- The course has been designed practically to suit the requirements of HR professionals and includes specialized papers in the area of HR.

Curriculum for the program is revised on a regular basis after taking inputs from the HR experts from the industry and the academia. The program structure includes a combination of traditional and contemporary subjects like Industrial Relations, Labour Legislation, Workforce Metrics, HR Analytics, Digitisation of HR, Emotional Intelligence & Positive Psychology, etc. The competitive advantage of PGDM - HRM program at IPE is that it offers a Long Term Project (LTP) to students in the final trimester which can ensue into a Pre-Placement Offer (PPO). The faculty members teaching HRM bring in experiential learning with insights from their training, research and consultancy assignments.



PGDM Course Curriculum

FIRST YEAR

TRIMESTER - I

- Management and Organizational Behaviour
- Statistics for Management
- Economics for Managers
- Financial Accounting
- Marketing Management
- IT Applications for Marketing
- Personality Development and Business Communication

- TRIMESTER II

 Human Resource Management
 Operations Research
- Corporate Finance
- Macro Economics
- MIS
- Advertising Management
- E-Commerce
- · French Language

TRIMESTER - III

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Managers
- Start Ups and Entrepreneurship
- Marketing Research
- Selling and Negotiation Skills
- Annual Comprehensive Viva 1
- Priming for Placements (Business Aptitude)

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TRIMESTER - IV

- Strategic Management
- Retail Management
- B2B Marketing
- Marketing Elective 1
- Marketing Elective 2
- Other Elective 1 Other Elective - 2
- SIP & Viva Voce

TRIMESTER - V

- Marketing at the bottom of the Pyramid Experiential Marketing Legal Aspects of Marketing Marketing Elective 1
 Marketing Elective 2
 Other Florting 1

- Other Elective 1
- Other Elective 2

TRIMESTER - VI

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- Content Writing and Storytelling
- Project Management
- Long Term Project Viva

ELECTIVES

FINANCE (Trimester - IV)

- 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

MARKETING (Trimester - IV)

- Product and Brand Management
- Customer Relationship Management
- Digital Marketing
- B2B MarketingIntegrated Marketing Communications
- Retail Management
- Sales and Distribution Management
- Services Marketing

HUMAN RESOURCE (Trimester - IV)

- Contemporary HRMIndustrial Relations I
- HR Auditing
- Cross Cultural Management
- Talent Management
- Strategic Human Resource Management

OPERATIONS (Trimester - IV)

- Supply Chain Management
- Management of Service Operations
- Lean Management
- Optimization Models for Industry
- Operations Strategy

BUSINESS ANALYTICS (Trimester - IV)

- R Studio for Data Science and Machine Learning (ver.1.2.1335)
- Python for Data Science and Machine Learning (ver.3.7.3)
- Data Visualising using Tableau
- Web and Social Media Analytics

SYSTEMS (Trimester - IV)

- Cloud Computing for Business
- Enterprise Resource Planning Data Modelling with R and Python
- Data Visualising using Advanced Excel
- Relational Database Management system

ECONOMICS (Trimester - IV)

- Industrial Economics
- Public Finance
- **Urban Economics**
- Agricultural Economics
- Environmental Economics International Economics
- Mathematical Economics

ENTREPRENEURSHIP (Trimester - IV)

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

FINANCE (Trimester - V)

- 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 (Trimester - V) • Marketing Analytics

- Rural Marketing
- Agri-Business Marketing
- Global Marketing Management
- Social Marketing
- Media Management
- Consumer Behaviour
- Strategic Marketing

HUMAN RESOURCE (Trimester - V)

- Industrial Relations II
- Balanced Scorecard
- Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

OPERATIONS (Trimester - V)

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

BUSINESS ANALYTICS (Trimester - V)

- Deep Learning and Artificial Intelligence using Advanced Python (ver.3.7.3)
- Big Data Analytics
- SQL for Data Science Deep Learning and Artificial Intelligence using R Studio (ver.1.2.1335)

- SYSTEMS (Trimester V) Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce Data Mining and Business Intelligence
- Digital Governance Cyber Security and Cyber Laws

ECONOMICS (Trimester - V)

- Natural Resource Management Energy Economics

- Econometrics Contemporary Government Policies &
- Business
- Monetary Economics Economics of Infrastructure
- Digital Economy

- **ENTREPRENEURSHIP** (Trimester V) Corporate Entrepreneurship
- Creativity, Innovation and Entrepreneurship
- Detailed Project Report (DPR) -Compulsory in nature
- ** The list of subjects is indicative. The Institute reserves the right to make modifications at any point during the programme as per the market needs.



PGDM-MM Course Curriculum

FIRST YEAR

TRIMESTER-I

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

- Human Resource Management
- Operations Research
- Corporate Finance
- Macro Economics
- Management Information System
- e-Commerce
- · Advertising Management
- Foreign Language French

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Decision Making
- Marketing Research
- Priming for Placements (Business Aptitude)
- Startups and Entrepreneurship
- Selling and Negotiations Skills
- · Comprehensive Viva

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TRIMESTER-IV

- Strategic Management
- Retail Management
- B2B Marketing
- Marketing Elective 1
- Marketing Elective 2
- Other Elective 1
- Other Elective 2
- SIP & Viva Voce

TRIMESTER-V

- · Marketing at the bottom of the Pyramid
- Experiential Marketing
- Legal Aspects of Marketing
- Marketing Elective 1
- Marketing Elective 2
- Other Elective 1
- Other Elective 2

TRIMESTER-VI

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- Content Writing and Storytelling
- Project Management
- Long Term Project Viva

ELECTIVES

FINANCE (Trimester - IV)

- 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

MARKETING (Trimester - IV)

- Product and Brand Management
- Customer Relationship Management
- Digital Marketing
- B2B Marketing
- Integrated Marketing Communications
- Retail Management
- Sales and Distribution Management
- Services Marketing

HUMAN RESOURCE (Trimester - IV)

- Contemporary HRM
- Industrial Relations I
- HR Auditing
- Cross Cultural Management
- Talent Management
- Strategic Human Resource Management

OPERATIONS (Trimester - IV)

- Supply Chain Management
- Management of Service Operations
- Lean Management
- Optimization Models for Industry
- Operations Strategy

BUSINESS ANALYTICS (Trimester - IV)

- R Studio for Data Science and Machine Learning (ver.1.2.1335)
- Python for Data Science and Machine Learning (ver.3.7.3)
- Data Visualising using Tableau
- · Web and Social Media Analytics

SYSTEMS (Trimester - IV)

- Cloud Computing for Business
- Enterprise Resource Planning
- Data Modelling with R and Python
- Data Visualising using Advanced Excel Relational Database Management system

ECONOMICS (Trimester - IV) Industrial Economics

- Public Finance
- **Urban Economics**
- Agricultural Economics
- Environmental Economics
- International Economics
- Mathematical Economics

ENTREPRENEURSHIP (Trimester - IV)

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

FINANCE (Trimester - V)

- 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 (Trimester - V)

- Marketing Analytics
- Rural Marketing
- Agri-Business Marketing
- Global Marketing Management
- Social Marketing
- Media Management
- Consumer Behaviour

Strategic Marketing

- **HUMAN RESOURCE (Trimester V)**
- · Industrial Relations II
- Balanced Scorecard Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

OPERATIONS (Trimester - V)

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

BUSINESS ANALYTICS (Trimester - V)

- Deep Learning and Artificial Intelligence using Advanced Python (ver.3.7.3)
- Big Data Analytics
- SQL for Data Science Deep Learning and Artificial Intelligence using R Studio (ver.1.2.1335)

- SYSTEMS (Trimester V) Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce Data Mining and Business Intelligence
- Digital Governance Cyber Security and Cyber Laws

- **ECONOMICS (Trimester V)**
- Natural Resource Management
- **Energy Economics**
- Econometrics Contemporary Government Policies &
- **Business**
- Monetary Economics
- Economics of Infrastructure · Digital Economy

ENTREPRENEURSHIP (Trimester - V) Corporate Entrepreneurship

- Creativity, Innovation and Entrepreneurship Detailed Project Report (DPR) -Compulsory in nature
- ** The list of subjects is indicative. The Institute reserves the right to make modifications at any point during the programme as per the market needs.



PGDM-BFS Course Curriculum

FIRST YEAR

TRIMESTER-I

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

TRIMESTER-II

- Human Resource Management
- Operations Research Corporate Finance Macro Economics

- IT Applications and FinTech
- Principles and Practices of Life Insurance Financial Econometrics & Research Methodology
- Foreign Language French

TRIMESTER-III

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

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TRIMESTER-IV

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

TRIMESTER-V

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

- Elective 2 Subject 4

TRIMESTER-VI

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

ELECTIVES

FINANCE (Trimester-IV)

- 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

MARKETING (Trimester-IV)

- Product and Brand Management
- Customer Relationship Management
- Digital & Social Media Marketing
- Integrated Marketing Communications
- Sales and Distribution Management
- · Services Marketing

HUMAN RESOURCE (Trimester-IV)

- Contemporary HRMIndustrial Relations
- HR Auditing Cross Cultural Management
- Talent Management
- Strategic Human Resource Management

OPERATIONS (Trimester-IV)

- Supply Chain Management
- Management of Service Operations
- Lean Management
- Optimization Models for Industry
- Operations Strategy

BUSINESS ANALYTICS (Trimester-IV)

- R for Data Science and Machine Learning
- Python for Data Science and Machine Learning
- Web and Social Media Analytics
- Data Visualization using Tableau
- Business Intelligence using PowerBI

SYSTEMS (Trimester-IV)

- Cloud Computing for Business
- Enterprise Resource Planning
- Data Modelling with R and Python Data Visualising using Advanced Excel
- Relational Database Management system

ECONOMICS (Trimester-IV)

- Industrial Economics
- Public Finance Urban Economics
- Agricultural Economics
- **Environmental Economics**
- International Economics
- Mathematical Economics

ENTREPRENEURSHIP (Trimester-IV)

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

FINANCE (Trimester-V)

- 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 (Trimester-V)

- Marketing Analytics Rural & Agri Marketing
- Global Marketing Management l Marketing Management
- Social Marketing
- Consumer Behaviour
- Strategic Marketing

HUMAN RESOURCE (Trimester-V)

- Balanced Scorecard
- Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

OPERATIONS (Trimester-V)

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

BUSINESS ANALYTICS (Trimester-V)

- Deep Learning and Artificial Intelligence using Advanced Python
- Big Data Analytics
- SOL for Data Science Mastering Data Analytics using SAS

- SYSTEMS (Trimester-V) Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce Data Mining and Business Intelligence
- Digital Governance

ECONOMICS (Trimester-V)

- Natural Resource Management
- **Energy Economics**
- Econometrics Contemporary Government Policies &
- **Business**
- Monetary Economics Economics of Infrastructure
- Digital Economy

ENTREPRENEURSHIP (Trimester-V)

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

*** 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

TRIMESTER-I

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

TRIMESTER-II

- Operations Research
- Corporate Finance
- Macro Economics
- Computer Applications for Business
- Global Business Environment
- Foreign Language French Human Resource Management
- Export Marketing

TRIMESTER-III

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

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TRIMESTER-IV

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

TRIMESTER-V

- WTO and Regional Trading Agreements
- Crypto Currency and Block Chain
- International Business Laws
- Elective 1 Subject 3 Elective 1 Subject 4
- Elective 2 Subject 3
- Elective 2 Subject 4

TRIMESTER-VI

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

ELECTIVES

FINANCE (Trimester-IV)

- 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

MARKETING (Trimester-IV)

- Product & Brand Management
- Customer Relationship Management
- Digital & Social Media Management
- Sales & Distribution Management
- Services Marketing
- Integrated Marketing Communications

HUMAN RESOURCE (Trimester-IV)

- Contemporary HRM
- Industrial Relations-I
- HR Auditing
- Cross Cultural Management
- Talent Management
- Strategic Human Resource Management

OPERATIONS (Trimester-IV)

- Supply Chain Management Management of Service Operations
- Lean Management
- Optimization Models for Industry
- Operations Strategy

BUSINESS ANALYTICS (Trimester-IV)

- R for Data Science and Machine Learning
- Python for Data Science and Machine Learning
- SQL for Data Science
- Data Visualization using Tableau
- Business Intelligence using PowerBI

SYSTEMS (Trimester-IV)

- Cloud Computing for Business
- Enterprise Resource Planning
- Advanced Excel for Statistical Data Analysis
- Relational Database Management system

ECONOMICS (Trimester-IV)• Industrial Economics

- Public Finance
- **Urban Economics**
- Agricultural Economics
- **Environmental Economics**
- International Economics
- Mathematical Economics

ENTREPRENEURSHIP (Trimester-IV)

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

FINANCE (Trimester-V)

- 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 (Trimester-V)

- Marketing AnalyticsRural & Agri Marketing
- Societal Marketing
- Strategic Marketing
- Consumer Behaviour
- · Global Marketing

HUMAN RESOURCE (Trimester-V)

- Industrial Relations-II
- Balanced Scorecard
- Organization Development
- Learning and Development
- Leadership and Change Management
- HR Analytics

- **OPERATIONS (Trimester-V)** Total Quality Management
- Strategic Sourcing
- Warehouse Management
- Technology and Innovations Management
- Advanced Inventory Modelling
- Operations Analytics

- BUSINESS ANALYTICS (Trimester-V)

 Deep Learning and Artificial Intelligence using Advanced Python
- Big Data Analytics
- Web and Social Media Analytics
- IoT Data Management and Analytics Mastering Data Analytics using SAS

SYSTEMS (Trimester-V)

- Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce
- Data Mining and Business Intelligence Digital Governance

- ECONOMICS (Trimester-V)
- Natural Resource Management
- Energy Economics
- Econometrics Contemporary Government Policies &
- Business
- Monetary Economics Economics of Infrastructure
- · Digital Economy

ENTREPRENEURSHIP (Trimester-V)

• Corporate Entrepreneurship

Compulsory in Nature

- Creativity, Innovation, and Entrepreneurship • Detailed Project Report (DPR) -
- *** The list of subjects is indicative. The Institute reserves the right to make modifications at any point during the programme as per the market needs.



PGDM-HRM Course Curriculum

FIRST YEAR

TRIMESTER-I

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

- TRIMESTER-II

 Operations Research
 Financial Management

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

TRIMESTER-III

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

SUMMER INTERNSHIP PROJECT (SIP - 8 WEEKS)

SECOND YEAR

TRIMESTER-IV

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

TRIMESTER-V

- Corporate Governance, Business Ethics and Corporate Social Responsibility
- HR Analytics

- Labour Legislation
 Elective 1 Subject 3
 Elective 1 Subject 4
 HRM in Global Perspective

TRIMESTER-VI

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

ELECTIVES

FINANCE (Trimester-IV)

- 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

MARKETING (Trimester-IV)

- · Product and Brand Management
- Customer Relationship Management
- Digital Marketing
- B2B Marketing
- Integrated Marketing Communications
- Retail Management
- Sales and Distribution Management
- Services Marketing

OPERATIONS (Trimester-IV)

- Supply Chain Management
- Management of Service Operations
- Lean ManagementOptimization Models for Industry
- Operations Strategy

BUSINESS ANALYTICS (Trimester-IV)

- R Studio for Data Science and Machine Learning
- Python for Data Science and Machine Learning (ver.3.7.3)
- Data Visualising using Tableau
- Web and Social Media Analytics

SYSTEMS (Trimester-IV)

- Cloud Computing for Business
- Enterprise Resource Planning
- Data Modelling with R and Python
- Data Visualising using Advanced Excel
- Relational Database Management system

ECONOMICS (Trimester-IV)

- Industrial Economics
- Public Finance
- Urban Economics
- Agricultural Economics
- **Environmental Economics** International Economics
- Mathematical Economics

ENTREPRENEURSHIP (Trimester-IV)

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

FINANCE (Trimester-V)

- 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 (Trimester-V)

- Marketing Analytics Rural Marketing
- Agri-Business Marketing
- Global Marketing Management
- Social Marketing
- Media Management
- Consumer Behaviour
- Strategic Marketing

OPERATIONS (Trimester-V)

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

BUSINESS ANALYTICS (Trimester-V)

- Deep Learning and Artificial Intelligence using Advanced Python (ver.3.7.3)
- Big Data Analytics
- SQL for Data Science Deep Learning and Artificial Intelligence using R Studio (ver.1.2.1335)

- SYSTEMS (Trimester-V)
- Cyber Security and Cyber Laws
- IT Infrastructure
- e-Commerce Data Mining and Business Intelligence
- Digital Governance Cyber Security and Cyber Laws

ECONOMICS (Trimester-V)

- Natural Resource Management
- **Energy Economics**
- Econometrics Contemporary Government Policies &
- **Business**
- Monetary Economics
- Economics of Infrastructure Digital Economy

ENTREPRENEURSHIP (Trimester-V)

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

*** 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.





Prof S Sreenivasa Murthy
Director, IPE
ssmurthy@ipeindia.org



Prof V Srikanth
Professor – Marketing
Coordinator – Research
villsrikanth@ipeindia.org



Prof Ch Lakshmi Kumari Professor – Economics laxmi_k@ipeindia.org



Prof K Trivikram Rao Professor – Economics trivikramk@ipeindia.org



Prof MLN Rao
Professor – Marketing
Controller of Examinations
mlnrao@ipeindia.org



Prof R Venkateswar RaoProfessor – Finance
aarvee5969@ipeindia.org



Prof S Satish Kumar Professor – Operations & Quantitative Techniques Coordinator – Consultancy satishkumar@ipeindia.org



Prof Padmaker Jhadhav Professor – Marketing padmaker@ipeindia.org



Prof A Pawan Kumar
Professor – Finance
Joint Coordinator – Controller of Examinations
pawanavadhanam@ipeindia.org



Prof Y Rama Krishna Professor – Finance Programme Head – PGDM yramakrishna@ipeindia.org



Prof M Meher Karuna Professor – Marketing Coordinator – Placements meherkaruna@ipeindia.org



Prof KV Anantha Kumar Professor – Marketing Coordinator – Admissions Coordinator – Students Activities ananth@ipeindia.org



Prof A Sridhar Raj Professor – Organizational Behaviour Coordinator – Training sridharraj@ipeindia.org



Dr Ujjal Mukherjee Professor – OB & HRM ujjalmukherjee@ipeindia.org



Dr Abhay SrivastavaAssociate Professor – Operations abhay@ipeindia.org



Dr ShaheenAssociate Professor – Quantitative Techniques & IT, Coordinator – PR shaheen@ipeindia.org





Dr K V Ramesh Associate Professor – Finance Coordinator – Academic Administration kvramesh@ipeindia.org



Dr M Karthik Associate Professor – International Business & Foreign Trade Programme Head – PGDM-IB karthik@ipeindia.org



Dr P GeethaAssociate Professor –
Governance & Public Policy
pgeeta@ipeindia.org



Dr AS Kalyana Kumar Associate Professor – Information Technology Coordinator– SIP kalyan@ipeindia.org



Dr Rajesh Gangakhedkar Associate Professor – Economics Co-Programme Head – PGDM-IB rajesh@ipeindia.org



Dr Usha NoriAssociate Professor – Finance Social Sector and Industrial Economics ushanori@ipeindia.org



Dr P V Vijay Kumar Reddy Associate Professor-Marketing, CRM, E-Commerce, SCM, Retailing and Technology in Business Joint Coordinator-Placements vijay@ipeindia.org



Dr M Chandra Shekar Associate Professor – Finance Programme Head – PGDM-BFS m.chandrashekar@ipeindia.org



Dr S Vivek
Associate Professor –
Human Resource Management
Joint Coordinator – Placements
vivek@ipeindia.org



Ms J KiranmaiAssistant Professor – Finance kiranmai@ipeindia.org



Mr M J Rama Krishna Assistant Professor – Marketing mjramakrishna@ipeindia.org



Dr Anand Akundy
Assistant Professor –
Governance & Public Policy
anand@ipeindia.org



Dr P MaheshAssistant Professor – Retail
Joint Coordinator – Placements
maheshp@ipeindia.org



Dr Prarthana Kumar Assistant Professor – Marketing Programme Head – PGDM-MM prarthanakumar@ipeindia.org



Dr Deepti Chandra
Assistant Professor – HRM
Programme Head – PGDM-HRM
Chief Warden – Hostels
deeptichandra@ipeindia.org



Dr Harishankar Vidyarthi Assistant Professor – Security Analysis & Portfolio Management (SAPM) Co-Programme Head – PGDM-BFS harishankar@ipeindia.org





Dr Shweta Mehrotra
Assistant Professor – Financial Accounting
& Economics for Managers
Warden – Girls Hostel
shwetamehrotra@ipeindia.org



Dr Samarendra Kumar MohantyAssistant Professor – Human Resources
Co-Programme Head – PGDM
samar@ipeindia.org



Dr Sinju Sankar
Assistant Professor – HRM & OB
Co-Programme Head – PGDM-HRM
Joint Coordinator – Admissions
(Operations)
sinjusankar@ipeindia.org



Mr A Rakesh Phanindra
Assistant Professor –
Information Technology, IT Facilitator
rakesh@ipeindia.org



Dr Anupama Dubey MohantAssistant Professor –
Sustainable Development
anupama@ipeindia.org



Dr Muzamil Ahmad Baba Assistant Professor – Marketing Coordinator – Alumni Joint Coordinator – Admissions (Media and Marketing) Warden – Boys Hostel muzamil@ipeindia.org



Dr K Bhavana Raj Assistant Professor – Business Analytics, Fin Tech bhavana@ipeindia.org



Dr Anuradha Nayak Assistant Professor – Human Resource Management anuradha@ipeindia.org



Dr Syed Azher AliAssistant Professor – Marketing syed@ipeindia.org



Dr Mousumi Singha MahapatraAssistant Professor – Finance
mousumi@ipeindia.org



Dr Rajkumar PillayAssistant Professor – Analytics
Joint Coordinator – Student Activities
rajkumarpillay@ipeindia.org



Dr Vasanthi Donthi
Assistant Professor –
Human Resource Management and
Entrepreneurship
vasanthi@ipeindia.org



Dr Swati Mathur Assistant Professor – Business Administration and Business Communication swatimathur@ipeindia.org



Dr Maschendar GoudAssistant Professor – Finance
Co-Programme Head – PGDM-MM
maschendargoud@ipeindia.org



Mr K Srinivas

Assistant Professor –
Information Technology
srinivask@ipeindia.org



Dr Mohsin Khan Assistant Professor – HRM, OB & Analytics, Warden – Boys Hostel mohsin@ipeindia.org





Dr P KalyaniAssistant Professor - Finance kalyani@ipeindia.org



Dr R Shree Jyothi Koutha Assistant Professor – Finance jyothi@ipeindia.org



Dr M A Nayeem
Assistant Professor – Finance,
Quantitative Techniques and Analytics
nayeem@ipeindia.org



Dr Naresh BooraAssistant Professor – Information Technology & Analytics naresh@ipeindia.org



Dr Sagyan Sagarika Mohanty Assistant Professor – Marketing, Digital Marketing



Our Corporate Links

Consultancy

- Tata Consultancy
- Deloitte
- Triniti
- Arcesium
- PWC
- Stockviews
- GD Research
- The Hackett Group
- FactSet
- EPIQ Global
- Oracle
- Purnartha Investment Advisers
 Pvt Ltd
- S & P Global
- Randstad
- Cognizant
- Alliant Group
- TBRC
- Hitachi Vantara
- Rolling Arrays
- Transgraph Consulting Pvt Ltd
- Sarv HR
- Protiviti Global Business Consulting
- PragmaEdge
- Aptroid Consulting I Pvt Ltd
- DE Shaw

BFSI

- Federal Bank
- Sriram Financial Services
- 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
- Metrics4 Analytics
- HDFC Bank
- UTI AMC
- ICICI Lombard
- Ryan
- Equitas Bank
- One Insure
- TATA AMC
- Home First Finance
- GA Capital Management

E-Commerce

- 99 Acres.com
- Amazon
- Housing.com
- Naukri
- Swiggy
- OYO
- BYJUS
- Flipkart
- SquareYards
- Zomato
- Infoedge
- Simplotel
- AdonMo Pvt Ltd

Education

- T.I.M.E Pvt Ltd
- Talent Sprint Pvt Ltd
- Extramarks Education I Pvt Ltd
- Aspiring Minds
- Acumen Connect

FMCG

- Odrej & Boyce Ltd
- ITC
- Bajaj Corporation
- GCMMFL (Amul)
- Godrej Consumer Goods
- CavinKare
- The Hindustan Coca Cola
- Nestle
- Marico LTD
- Indigo Paints Pvt Ltd
- Perfetti Van Melle India
- Heritage Foods
- Hindustan UFresherever Ltd
- Mondelez
- Reliance Consumer Brands
- Kansai Nerolac Paints Ltd
- Haldirams

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

Our Corporate Links

- Optimus Pharma
- Doctor C
- Hetero Drugs
- Biogenex Life Sciences
- Ideyalabs
- MSN Labs
- Graviti Pharma
- Spinco Biotech

Infrastructure

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

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
- ValueMomentum
- Nalsoft

- Technovert
- Aspire Systems
- Innovax
- NTT Data
- Minfy Technologoies
- Goldstone Technologies Limited
- Cache Peripherals Pvt Ltd
- SmartServ
- Teltonika India
- Value Labs
- Tech Mahindra
- Brane Enterprises
- Genpact
- Westagile Labs
- Unykloud Technologies
- ekincare
- Bourntech Solution
- Nexgile Technologies
- Runo

Manufacturing

- Daimler Benz
- Hinshitsu Manufacturing Pvt Ltd
- Nagarjuna Fertilizers & Chemicals Ltd
- TCNS Clothing Co Pvt Ltd
- Hyderabad Industries Ltd (HIL)
- Sundaram Fasteners Ltd
- Prism Johnson Ltd

- Advance Auto
- Polycab
- Tata Power
- UltraTech Cement Ltd
- Coromandel
- Asian Paints

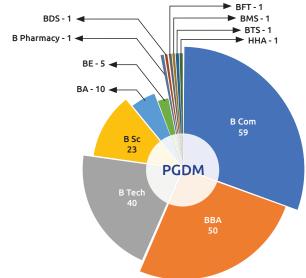
Telecom

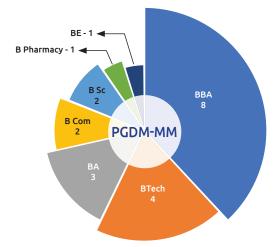
- Bharati Airtel
- Reliance Jio
- Vodafone

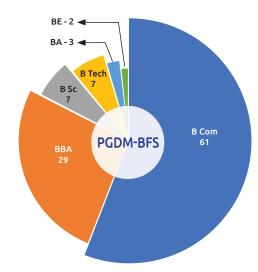
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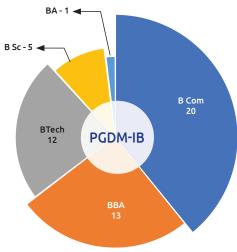
- Medplus
- Shoppers Stop
- Haldiram's
- 360ft
- Quixy
- Bharati Airtel
- Reliance Jio
- Vodafone
- INRY
- Egro Talent Solutions
- Moschip
- MoldTek Technologies

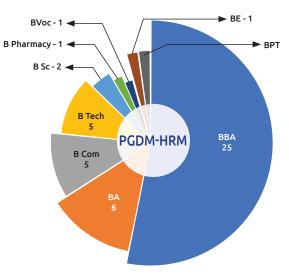
Students' Mix











Quick Index PGDM

S. No.	Roll No.	Name	Qualification	Page No.
MARKETING & OPERATIONS			(50)	
1	2201010	Amith Kumar Yadav	B Tech	50
2	2201015	Anish Janapareddy	B Tech	50
3	2201042	G Manideep	BBA	50
4	2201135	Sreekanth Reddy Akula	B Tech	50
5	2201146	Teja Kodary	B Tech	50
MARKE	TING & BU	SINESS ANALYTICS		(50)
6	2201090	Mudunuru Sai Mouli Varma	B Tech	50
7	2201093	N Sri Saily Siva Pujitha	B Tech	50
8	2201123	Sajida Sheik	ВА	50
9	2201162	Kurupathi Sannith	BE	50
10	2201218	N Kedaar Vijay	BBA	50
11	2201221	Narsipalli Kalyani Kousika	B Tech	50
MARKE	TING & HR			(50-52)
12	2201003	Shaik Adil Ansari	BBA	50
13	2201007	Alwal Grishma	BBA	50
14	2201031	Bommalata Ajay Naline Hemanth	B Tech	51
15	2201037	Cinu K J	B Tech	51
16	2201041	Elizabeth Chacko	B Tech	51
17	2201054	Kalluri Akash Shareef Naidu	B Com	51
18	2201058	Karad Ashish	B Sc	51
19	2201069	Udaiyan Bhattacharya	BTS	51
20	2201072	Macharla Venkata Lakshmi Sai Pravallika	BBA	51
21	2201077	Kumpatla Mamatha Naga Parvathi	BBA	51
22	2201094	Nanduri Sriram	B Com	51
23	2201100	Pabbathi Sai Sankeerth Reddy	B Tech	51
24	2201115	Rithiika Manda	B Com	51
25	2201121	Aluka Sai Samvarth Reddy	B Tech	51
26	2201125	Sasank S	BFT	51

S. No.	Roll No.	Name	Qualification	Page No.
27	2201126	Shaik Mohammed Raihan	BBA	51
28	2201127	Shashi Kanth T	BBA	51
29	2201143	S Shanthi Sharon	B Sc	51
30	2201147	Tejaswini Muthyapaga	B Sc	52
31	2201149	Bachu Vaishnavi	BBA	52
32	2201150	Katturi Vaishnavi	BBA	52
33	2201168	Gadiraju Santhoshi Kaushitha	BBA	52
34	2201170	Pittla Pooja	B Com	52
35	2201174	Thanneru Praveen Kumar	BBA	52
36	2201176	Villasai Pavan	BBA	52
37	2201181	K Sri Vaishnavi	B Com	52
38	2201183	K Koumudi Sri	BBA	52
39	2201189	Velimineti Lokesh Reddy	B Com	52
40	2201198	B Bhanu Durganjalee	ВА	52
41	2201219	Dharanikota Sai Varun	BBA	52
HR & OPERATIONS				(52)
42	2201018	G Appranji Krupa Rebecca	B Tech	52
FINANCE & MARKETING				(53-57)
43	2201001	Abhijith Anil	B Tech	53
44	2201008	Amberpet Arun Kumar Reddy	BBA	53
45	2201011	Ampayrayani Gowri Viswanath	ВА	53
46	2201013	Andi Harshvardhan	BBA	53
47	2201014	Angalla Udaya Anand	B Tech	53
48	2201019	Arjeet Gourav Patra	B Tech	53
49	2201025	Bandaru Vijaya Krishna	B Sc	53
50	2201026	Shravani Bera	B Tech	53
51	2201028	Bhagyasri Nath	BBA	53
52	2201032	Nikhil Boya	B Com	53
53	2201033	N Mahesh	B Com	53

Quick Index PGDM

S. No.	Roll No.	Name	Qualification	Page No.
54	2201035	Cheela Aniketh	B Com	53
55	2201036	Ch Shiva Prasad	BBA	53
56	2201039	Devender Saharan	B Com	53
57	2201040	Durgesh Loya	B Com	53
58	2201051	Jay Patel	BBA	53
59	2201057	Sai Vineeth	B Com	54
60	2201059	Karthikeshwar A	BE	54
61	2201063	Jayadeep Kochikanti	B Com	54
62	2201068	Kothapalli Nithin Chandra	B Com	54
63	2201074	Madhav Jhawar	B Com	54
64	2201076	Mallikharjuna Reddy Thontla	BBA	54
65	2201078	Mankala Nischith Kumar	BBA	54
66	2201079	Manogna Velagapudi	B Com	54
67	2201080	Manthapuram Deva Raj Goud	B Com	54
68	2201081	Maragani Saisandeep	B Tech	54
69	2201082	SV Mayur	B Tech	54
70	2201084	Ankitha Medishetty	B Com	54
71	2201086	Mogili Shruthi	BBA	54
72	2201087	Mohammed Bishar	B Com	54
73	2201091	Mudunuru Yagnesh Varma	BBA	54
74	2201095	Nandyala Gayathri	B Sc	54
75	2201096	Naveen Agarwal	BBA	55
76	2201097	Kathi Nehemiah Staines	B Com	55
77	2201099	Nitish Mishra	B Com	55
78	2201102	Potham Soundarya Rao	ВА	55
79	2201104	K Prashanth	B Sc	55
80	2201108	P Vinyswaroop	BBA	55
81	2201110	Rajat Das	BBA	55
82	2201111	N Rajesh Kumar	B Com	55

S. No.	Roll No.	Name	Qualification	Page No.
83	2201113	Rashmi Khawadiya	BBA	55
84	2201114	Rashmi	B Tech	55
85	2201120	Sai Pragnya P	B Com	55
86	2201124	Sarvesh Yerabojju	BBA	55
87	2201134	BNV Sree Sai Nitin Kumar	BBA	55
88	2201139	A Sri Priya	B Com	55
89	2201140	Suhas Deshpande	B Tech	55
90	2201141	Supreet A Vaidya	B Tech	55
91	2201144	Govind Kishore Swetha	BMS	56
92	2201145	Tangutoori Harika Reddy	B Sc	56
93	2201157	Chanda Nikitha	BBA	56
94	2201158	Priya Kumari	BBA	56
95	2201159	Pratheek Mutnuri	B Com	56
96	2201161	S Manish Kumar	B Com	56
97	2201175	Aala Vemana Venkatesh	ВА	56
98	2201182	Kurapati Sai Lakshay	BBA	56
99	2201188	Malasani Nikitha	B Sc	56
100	2201192	Tallada Veera Venkata Rammohan	B Com	56
101	2201194	P Bala Sai Saroj Ram	BBA	56
102	2201195	Aala Divya	BA	56
103	2201196	Dhanwada Deepthi	B Com	56
104	2201197	Uppari Harikrishna	B Sc	56
105	2201199	Ashrita Reddy Gudipally	B Sc	56
106	2201200	Abhijit Voruganti	B Com (Hons)	56
107	2201201	Visishta Kori	B Tech	57
108	2201202	Swetlina Mandal	B Com	57
109	2201203	Paladi Abhishek	B Com	57
110	2201205	Ummala Suresh	B Sc	57
111	2201206	R Yamini	B Com	57

Quick Index PGDM

S. No.	Roll No.	Name	Qualification	Page No.
112	2201207	Kishori Dhatrak	BBA	57
113	2201209	Kanala Sai Krishna Manasa	B Sc	57
114	2201210	Kovvuru Manohar Mani	B Com	57
115	2201212	Kurumella Rohit Venkat	BBA	57
116	2201214	G Srilekha	B Com	57
117	2201215	Sujana Oguri	BBA	57
118	2201216	B Swapnith	B Com	57
119	2201217	Kotla Shanker Yadav	B Com	57
120	2201220	Mrunalini Vanka	BSc	57
FINANC	E & HR			(58-59)
121	2201004	Aditi Bikram	BBA	58
122	2201006	Alind Sarjal	BBA	58
123	2201009	Amit Kumar Singh	B Tech	58
124	2201017	Anudita Lazarus	B Com	58
125	2201023	Aventhika S	BE	58
126	2201027	Bethi Nikitha Reddy	ВА	58
127	2201029	Bharathula Laasya	BBA	58
128	2201044	Jonnalagadda Gnayneshwar Ganesh Datta	B Pharmacy	58
129	2201045	Golkonda Shreya	ВА	58
130	2201047	P Hari Priya Ganga Sri	BBA	58
131	2201048	B Harika	B Com	58
132	2201049	Gullapalli Jahnavi	B Sc	58
133	2201052	Vivek KS	BBA	58
134	2201056	Kanishk K Menon	B Com	58
135	2201106	Preetha S	ВА	58
136	2201128	Shiara Anjum	B Com (Hons)	58
137	2201129	Shradha Das	B Sc	59
138	2201130	S Shreya Chowdary	B Com	59
139	2201153	G Vindhya Chandra	B Com	59

S. No.	Roll No.	Name	Qualification	Page No.
140	2201154	Vydehi Sripada	BBA	59
141	2201160	Thallapalli Venkata Rani Archana	B Com	59
142	2201166	Deshaboina Vaishnavi	B Com	59
143	2201171	Macharam Akshaya	ВА	59
144	2201173	Rampalli Sanjana	BBA	59
145	2201178	R Swathi	B Com	59
146	2201179	Yerrapragada Sudheeshna	B Com	59
147	2201180	Ankita Malik	BBA	59
148	2201190	Kota Naga Vaishnavi	B Com	59
149	2201204	R Satya Sudarshan Dattha	B Com	59
FINANC	E & OPERA	ATIONS		(60)
150	2201020	Arshi Taj	B Sc	60
151	2201024	Banda Wilson	B Tech	60
152	2201066	K Vaisali	B Tech	60
153	2201070	Chakinala Lahari	BBA	60
154	2201083	Medhassvi Kotharuu	B Tech	60
155	2201089	Butti Monica	B Tech	60
156	2201092	Nagula Vinay Kumar	B Tech	60
157	2201098	Nishanth Kumar Towdoju	B Com	60
158	2201112	Rajesh Pawar	B Sc	60
159	2201211	Shivam Gupta	BBA	60
FINANC	E & BUSIN	ESS ANALYTICS		(60-62)
160	2201002	Abhimanyu Jayth Rai Tejeswar	B Tech	60
161	2201021	Arundhati Mohanty	B Sc (Hons)	60
162	2201022	Ashwini Dable	BE	60
163	2201038	Deekshita Peechara	BBA	60
164	2201043	Geetika Naik	B Sc	61
165	2201046	Goragoundla Akhilandeswari	B Sc	61
166	2201053	Kalavala Siri Sumana	B Tech	61

Quick Index PGDM

S. No.	Roll No.	Name	Qualification	Page No.
167	2201055	Kandhala Venkata Sisira	B Tech	61
168	2201060	Kenneth A Jose	B Com	61
169	2201062	R Kishore	B Sc	61
170	2201064	Kolariya Dheeraj Kumar	B Tech	61
171	2201065	Kollimarla Venkata Rajiv	B Com	61
172	2201067	Kondeti Sowmya	B Tech	61
173	2201088	Mohit Rajeshwar Sahu	B Sc	61
174	2201105	Mulpuru Prathyusha	B Sc	61
175	2201109	B Raghavi Yadav	B Com	61
176	2201122	Devulapalli Sai Venkata Sastry	BDS	61
177	2201136	K Sridevi	B Com	61
178	2201137	S V N S Srikanth	B Com	61
179	2201138	Srinivas Vasupalli	B Com	61
180	2201152	D Venkat Sai	B Com	62
181	2201155	Yanakandla Venkata Sai Mounika Reddy	B Com	62
182	2201164	Kalpala Rohit	ВВА	62
183	2201165	Panduga Lahari	B Com	62
184	2201167	Chinta Rama Reddy	B Com	62
185	2201184	Mekala Vaishnavi	B Tech	62
186	2201185	K Akshitha Vasist	B Tech	62
187	2201186	Masannagari Sanjana Reddy	BE	62
188	2201208	Hemangee Bharti	ВВА	62
189	2201213	Konda Ramya Priya	B Sc	62
OPERA	TIONS & BU	JSINESS ANALYTICS		(62)
190	2201034	Chandana Surya Pinninti	B Tech	62
191	2201151	Kommineni Vaishnavi	B Tech	62
HR & BU	JSINESS AN	NALYTICS		(62)
192	2201142	SVD Bhavani	B Tech	62
193	2201169	Totapalli Richa swarnalatha	B Tech	62

Quick Index PGDM-MM

S. No.	Roll No	Name	Qualification	Page No.
MARKE	TING & BUS	SINESS ANALYTICS	·	(63)
1	2202001	Aashutosh Chandra	B Sc	63
2	2202022	Sreya Duvvuru	ВА	63
MARKE	TING & FIN	ANCE		(63)
3	2202006	Bobbili Hasika	B Pharmacy	63
4	2202008	Kartikey Rai	BBA	63
5	2202012	Racha Nithin	BBA	63
6	2202021	Visinigiri Siva Ram	B Tech	63
7	2202024	Alamuri Sumanth	BBA	63
8	2202025	Vamshi Krishna	B Tech	63
9	2202026	Vemuganti Sree Sindhu	ВА	63
10	2202029	Munishetty Vanshika	BBA	63
11	2202031	Gollada Karishma	BBA	63
12	2202032	Oujas Agarrwal	B Com	63
MARKE	TING & HR			(64)
13	2202009	Korikar S Moheetanksh	B Tech	64
14	2202010	Meghana Basavapuram	BBA	64
15	2202014	Pidishetty Praneeth Kumar	BBA	64
16	2202018	Ramagiri Saimik	B Com	64
17	2202019	Rushali Bhuyan	BBA	64
18	2202020	Shivaraj	BE	64
19	2202023	Sujit Chakraborty	B.Sc	64
MARKETING & OPERATIONS				(64)
20	2202005	Ashutosh Chowhan	ВА	64
21	2202013	Parimi Purnachandra Ramteja Spuran	B Tech	64

Quick Index PGDM-BFS

S. No.	Roll No	Name	Qualification	Page No.
FINANC	E & OPERA	ATIONS		(65)
1	2203047	Lakshmi Priya N	ВВА	65
2	2203073	Posimsetty Bhavani	B Tech	65
3	2203075	Praveen Kumar Manne	B Com (Hons)	65
4	2203124	Mondrety Siva Durga Rohit	B Com	65
FINANC	FINANCE & MARKETING			
5	2203004	Tadumudupula Akhil	B Com	65
6	2203007	Aneesh Sunil	B Com (Hons)	65
7	2203008	Ardhi Siddharth Varma	B Com	65
8	2203009	Arnab Sahu	B Com	65
9	2203010	Arvind Ujjwal Mehtha	BBA	65
10	2203011	Ashwik H	B Com	65
11	2203012	Ayesha	B Com	65
12	2203013	V Ayush Kumar Jain	B Com	65
13	2203015	Bharath Raj	BBA	65
14	2203016	T Bikash Patro	B Com	65
15	2203019	SK Deepshika	B Com (Hons)	66
16	2203021	Diyewar Kunal Prakash	B Com	66
17	2203023	Dyappa Vinesh Reddy	B Com	66
18	2203024	Epari Ashit	B Com (Hons)	66
19	2203033	Hrithik Jain	B Com	66
20	2203036	Jagdeep Kumar Mallah	B Com	66
21	2203037	Jandhyala rupesh	BE	66
22	2203038	Jyotirmaya Maharana	B Com (Hons)	66
23	2203039	Kajal Sharma	B Com (Hons)	66
24	2203045	Koushik Paul	B Tech	66
25	2203049	M Dileswar Rao	B Com (Hons)	66
26	2203050	M Saiesh Reddy	B Com	66
27	2203051	Machiraju Venkata Saicharan	B Com	66

S. No.	Roll No	Name	Qualification	Page No.
28	2203055	Mangal Singh	B Com (Hons)	66
29	2203060	Muhammed Shafeeque V	B Com	66
30	2203061	Bera Kiranmayi	B Com (Hons)	66
31	2203062	Naga Adithya	ВА	67
32	2203064	Nerella Mahender	BBA	67
33	2203066	R Niharika Sharma	B Com	67
34	2203067	Pagadala Nilesh	BBA	67
35	2203070	Parvathy S Mon	BBA	67
36	2203074	Koduri Prasanna Lakshmi	B Com (Hons)	67
37	2203077	Ramoju Devi Sri Prasad	BBA	67
38	2203078	Riki Rauto	B Sc	67
39	2203080	Pudari Rohith	BBA	67
40	2203081	Romil Panchal	B Com	67
41	2203082	Roshan Zameer Khan	BBA	67
42	2203083	Rupasri Manepalli	B Com (Hons)	67
43	2203084	Sahithi Divakaruni	B Com	67
44	2203087	Yerram Sai Chaithanya	ВА	67
45	2203088	Khambhampati Satyanarayana	B Sc	67
46	2203092	Shaurya Raj	B Com (Hons)	67
47	2203093	Shivangi Gupta	B Com	68
48	2203094	Shivani Akula	BBA	68
49	2203095	Shreyanshi Jain	BBA	68
50	2203097	Soundarya A	B Com	68
51	2203098	Sowmya Sri	B Com	68
52	2203101	Sumesh Nair	B Com	68
53	2203102	Sutej Mahapatra	ВВА	68
54	2203103	Tanishq Kumar	B Com	68
55	2203104	Tannidi Hemanth	B Tech	68
56	2203105	T Varsha	B Com	68

Quick Index BFS

S. No.	Roll No	Name	Qualification	Page No.
57	2203107	Trishna Saha	B Com (Hons)	68
58	2203109	V Sree Ram Sagar	B Tech	68
59	2203111	Vallepu Vikranth Reddy	BBA	68
60	2203113	Vankadara Anil Kumar	BBA	68
61	2203114	B Veeranjaneyulu	BBA	68
62	2203115	Vempally Rama Krishna Reddy	B Com	68
63	2203116	Vempally Sunny Reddy	BBA	69
64	2203117	Gaddam Vijay	BBA	69
65	2203118	Wridhijit Bhattacharjee	BBA	69
66	2203122	P Sai Sruthi	B Com	69
67	2203123	G Sai Charan	BBA	69
FINANC	E & HR			(69-70)
68	2203002	Abhivarsh Kududula	BBA	69
69	2203006	Alvy Susan Mathew	B Com	69
70	2203017	Bykani Nakshatra	B Com (Hons)	69
71	2203026	Gopathi Swetha	BBA	69
72	2203042	Thondalapally Kavya	B Com	69
73	2203048	Lakshmi Rajpurohit	B Com	69
74	2203054	Spandana Mamidi	B Com	69
75	2203071	Pinjerla Sumadwaraka	B Com	69
76	2203014	Abhisheka Viswanatha	B Tech	70
77	2203065	Nidiganti Siva Charitha	B Com	70
78	2203072	AL Poojitha	B Com	70
79	2203076	Ragula Ramya Sri	B Com (Hons)	70
80	2203100	Sumedha Chaurasia	B Com	70
81	2203112	Vangala R Shashank	B Com	70
FINANC	FINANCE & BUSINESS ANALYTICS			
82	2203001	Abhishek Gogoi	B Com (Hons)	70
83	2203003	Aditya Sharma	B Com	70

S. No.	Roll No	Name	Qualification	Page No.
84	2203005	Akshat Agrawal	B Com	70
85	2203020	Dheeraj Kumar	B Tech	70
86	2203022	D Eswar Reddy	ВА	70
87	2203025	Gampa Naga Satya Raju	B Com	70
88	2203028	Lakshmi Tejaswini	B Com (Hons)	70
89	2203029	Gullapalli Krishna Swathi Sri	B Sc	70
90	2203031	D Hari Prakash Reddy	B Sc (Hons)	70
91	2203032	Harshdeep Singh	B Tech	71
92	2203034	Ijjurothu Mahidhar	BBA	71
93	2203035	J Pavan Kumar	BBA	71
94	2203040	Kashi Preethivardhan	B Sc (Hons)	71
95	2203041	K Preethi	B Com	71
96	2203043	Konda Sarika	BBA	71
97	2203044	Kotte Sai Kumar	BBA	71
98	2203046	Krishna Kolariya	B Com	71
99	2203052	Myaka Sushanth Reddy	BBA	71
100	2203057	H Manoj Kumar	BE	71
101	2203059	Minka Bhargava	BBA	71
102	2203079	Riya Kumari	B Com	71
103	2203085	Sai Amritha Malladi	B Com	71
104	2203089	K Saurav	B Com	71
105	2203096	Shubham Nandanwar	B Sc	71
106	2203099	Spoorthi Chintala	B Com	72
107	2203106	Thota R V Siddhartha	BBA	72
108	2203119	Y Chandanesh Kumar Reddy	B Sc	72
109	2203121	Yenninti Bangar Raju	BBA	72

Quick Index PGDM-IB

S. No.	Roll No	Name	Qualification	Page No.
MARKE	TING & OP	ERATIONS		(73)
1	2204007	Amina Nazrin	B Com	73
2	2204012	Chetana Reddy L	BBA	73
3	2204035	Ojashwi Dubey	B Sc	73
4	2204052	Syed Abraar Quadri	B Com	73
5	2204055	Tarual Kumar	B Tech	73
6	2204056	Vannala Shrukesh Raja	B Sc	73
MARKE	TING & HR			(73)
7	2204001	Abhishek Verma	BBA	73
8	2204033	S Murali Krishna	BBA	73
9	2204036	PVND Supriya	B Tech	73
10	2204039	Patil Prathamesh Prakash	B Sc	73
11	2204053	Taak Mamatha	B Tech	73
12	2204054	Yogi	B Sc	73
MARKE	TING & BU	SINESS ANALYTICS		(74)
13	2204011	Chandana T	B Tech	74
14	2204022	Kajjayam Priya	B Tech	74
15	2204049	DVS Pallavi	B Com	74
FINANC	E & MARK	ETING		(74-75)
16	2204002	Aditya Asok	B Tech	74
17	2204005	Akhilesh Voruganti	BBA	74
18	2204009	Battula Vyshnavi	BBA	74
19	2204014	Chittempally Shivani	BBA	74
20	2204017	Deepak Kumar Shinde	B Tech	74
21	2204019	Gosala Sai Venkata Ramya	B Com	74
22	2204021	Jayesh	B Com	74
23	2204026	Krishna Vamshi Sanam	BBA	74
24	2204029	Medisetti Srinubabu	BSC	74
25	2204031	Mohd Arslaan	BBA	74
26	2204032	Jayanth Munichetty	B Com	75

S. No.	Roll No	Name	Qualification	Page No.
27	2204037	Pranav Kumar	BBA	75
28	2204047	A Sandeep Kumar	B Com	75
29	2204050	Shaik Mohammed Mansoor Hussain	B Tech	75
30	2204064	D Manish goud	B Com	75
FINANC	E & OPERA	ATIONS		(75)
31	2204024	Karthika Das K	B Tech	75
32	2204025	Laasya Sri Korandla	B Tech	75
33	2204027	P Lakshman	BBA	75
34	2204030	Meesala Manikanta	B Com	75
35	2204060	Siddharth Ogra	B Tech	75
FINANC	E & HR			(76)
36	2204006	A Divya Santosh	B Com	76
37	2204008	K Annie Priyanka	B Com	76
38	2204015	D Shrutha Keerthi Goud	B Com	76
39	2204043	Ramaram Supraja Goud	B Com	76
40	2204044	Sabbani Jaaswitha	ВА	76
41	2204048	Sara Keerthika	B Com	76
42	2204059	Kola Pavan Kumar Yadav	B Com	76
FINANC	E & BUSIN	ESS ANALYTICS		(76)
43	2204010	Burri Venkata Bhanusree	B Com	76
44	2204013	Thanmayee C	B Com	76
45	2204028	Vegesna Lakshmi Prasanna	B Com	76
46	2204041	Pinninti Ramya	BBA	76
47	2204051	Sumanth Gudipati	B Com	76
48	2204058	Vignesh H	B Com	76
HR & BUSINESS ANALYTICS				(77)
49	2204023	K Abhi Sri	BBA	77
HR & OPERATIONS				(77)
50	2204023	Akansha Saxena	BBA	77
OPERA	TIONS & BU	JSINESS ANALYTICS		(77)
51	2204023	Bhoopathi Venkat Dheeraj	B Tech	77

Quick Index PGDM-HRM

S. No.	Roll No	Name	Qualification	Page No.
HR & M	ARKETING			(77-79)
1	2204023	Bhoopathi Venkat Dheeraj	B Tech	77
2	2208006	Pritika Reddy	BBA	78
3	2208007	Bhanushree Tamhane	BBA-LLB	78
4	2208013	Gollapalli Varun Reddy	BBA	78
5	2208020	Kadamashritha	BBA	78
6	2208024	Kavva Siddu Ram Reddy	BBA	78
7	2208026	Kothwal Akshith Reddy	BBA	78
8	2208028	Lavanya Chavali	B Tech	78
9	2208032	M Meghan Reddy	BBA	78
10	2208037	Parveda Srichakra	BBA	78
11	2208039	Peesapati Devasena	вва	78
12	2208040	R Eashwar Chandra Pavan Kumar	B Com	78
13	2208044	Rohit Raipolwar	ВА	78
14	2208045	SS Sharanya	B Voc	78
15	2208046	Sagarika Mukherjee	ВА	78
16	2208047	Shivangi Tripathy	вва	78
17	2208050	Venishetty Sri Durga	BBA	78
18	2208053	Nareddy Manasa	ВА	79
19	2208054	Nareddy Mounika	ВА	79
20	2208055	Madhuja Reddy	ВА	79
21	2208056	Ronda Nandini Reddy	вва	79
22	2208060	D Praveen kumar	вва	79
HR & FI	NANCE			(79-80)
23	2208001	Abhishikta Nayak	BBA	79
24	2208002	Aishwarya Sai Linga	B Com (Hons)	79
25	2208003	Akshita Nahar	ВВА	79
26	2208005	Anushka	ВВА	79
27	2208008	Bodi Roshni	B Tech	79

S. No.	Roll No	Name	Qualification	Page No.
28	2208009	Bolisetty Rachana Kousalya Devi	B Pharmacy	79
29	2208012	Ganta Hashmita	BBA	79
30	2208014	Hruday Kumar Samala	BBA	79
31	2208017	Jayanthi Sai Surya	B Com	80
32	2208018	Jyotshna Priya Beshra	B Com	80
33	2208021	Kalisetty Navya Sri	BBA	80
34	2208022	Kannuru Ramya Jyothi	BPT	80
35	2208025	Korivi Sai Teja	BBA	80
36	2208027	Koushik Reddy	BBA	80
37	2208030	M Sowmya	BBA	80
38	2208034	Meghana Patnaik	BBA	80
39	2208035	Navyashree Battiprolu	B Com	80
40	2208036	P Naga Durga Sreeram	BBA	80
41	2208043	Rishita Karangi	ВА	80
42	2208052	D Sailaja	BBA	80
43	2208059	J Swathi Chandana	B Tech	80
HR & BUSINESS ANALYTICS				(81)
44	2208015	Jagana Vivek	B Sc	81
45	2208038	Manish Peddapalli	BE	81
46	2208042	Rebecca Ilene Murray	B Tech	81
HR & OPERATIONS				(81)
47	2208016	Jamie Dorcas Samantini Slessor Parshva	B Sc	81



MARKETING & OPERATIONS



Amith Kumar Yadav

: 22-03-1997 Qualification: B Tech (ME) Experience : 27 months

: 2201010@ipeindia.org



Sreekanth Reddy Akula

: 16-06-2001 Qualification: B Tech (CE) Experience : Fresher

: 2201135@ipeindia.org



Anish Janapareddy

: 06-08-1999 Qualification: B Tech (ECE) Experience : 13 months

E-mail : 2201015@ipeindia.org



Teja Kodary

: 04-06-1999 Qualification: B Tech (ECE) Experience : 13 months

E-mail : 2201146@ipeindia.org



G Manideep

: 13-09-1996 Qualification: BBA (HRM) Experience : Fresher

E-mail : 2201042@ipeindia.org



MARKETING & BUSINESS ANALYTICS



Mudunuru Sai Mouli Varma

: 20-08-2000 Qualification: B Tech (CSE) Experience: 14 months

: 2201090@ipeindia.org



Kurupathi Sannith

: 08-03-2000 Qualification : BE (CE) Experience : 13 months

: 2201162@ipeindia.org



N Sri Saily Siva Pujitha

: 15-05-1997 Qualification: B Tech (ME) Experience : Fresher

E-mail : 2201093@ipeindia.org



N Kedaar Vijay

DOB : 10-06-2002 Qualification: BBA (Marketing) Experience : Fresher

: 2201218@ipeindia.org



Sajida Sheik

DOB : 16-06-2000

Qualification: BA (History, Pub. Ad.,

Geography)

Experience : Fresher

: 2201123@ipeindia.org



Narsipalli Kalyani Kousika

: 22-10-2000 Qualification: BTech (CSE)

Experience : Fresher

: 2201221@ipeindia.org

MARKETING & HR



Shaik Adil Ansari

: 25-12-1999 Qualification : BBA Experience : Fresher

E-mail : 2201003@ipeindia.org



Alwal Grishma

: 17-08-2000 Qualification: BBA (HRM) Experience : Fresher

: 2201007@ipeindia.org

MARKETING & HR



Bommalata Ajay Naline Hemanth

: 19-11-1998 Qualification: B Tech (Chem Engg)

Experience : Fresher

: 2201031@ipeindia.org



Nanduri Sriram

: 02-04-2001 Qualification: B Com (Taxation) Experience : Fresher

: 2201094@ipeindia.org



Cinu K J

DOB : 08-04-1998 Qualification: B Tech (CSE) Experience : 10 months

: 2201037@ipeindia.org



Pabbathi Sai Sankeerth Reddy

: 09-10-2000 Qualification: B Tech (IT) Experience : Fresher

: 2201100@ipeindia.org



Elizabeth Chacko

DOB : 21-11-1998 Qualification: B Tech (CSE) Experience : 15 months

: 2201041@ipeindia.org



Rithiika Manda

: 30-01-2002 Qualification: B Com (General)

Experience : Fresher

: 2201115@ipeindia.org



Kalluri Akash Shareef Naidu

: 27-04-1999 DOB Qualification: B Com (Hons) Experience : 14 months

: 2201054@ipeindia.org



Aluka Sai Samvarth Reddy

: 31-01-2001 DOB Qualification: B Tech (ECE)

Experience : Fresher

: 2201121@ipeindia.org



Karad Ashish

: 10-02-1998 DOB Qualification: B Sc (Agriculture) Experience : Fresher

: 2201058@ipeindia.org



Sasank S

DOB : 26-03-1999

Qualification: BFT (Apparel Production)

Experience : Fresher

: 2201125@ipeindia.org



Udaiyan Bhattacharya

DOB : 20-09-2001

Qualification: BTS (Hotel Management)

Experience: 36 months

: 2201069@ipeindia.org



Shaik Mohammed Raihan

: 11-02-2002 Qualification: BBA (Marketing)

Experience : Fresher

: 2201126@ipeindia.org



Macharla Venkata Lakshmi Sai Pravallika

DOB : 10-12-2001 Qualification: BBA (HRM) Experience : Fresher

: 2201072@ipeindia.org



Shashi Kanth T

: 05-05-1999 Qualification: BBA (Finance)

Experience : Fresher

: 2201127@ipeindia.org



Kumpatla Mamatha Naga Parvathi

DOB : 25-09-2000 Qualification: BBA (HRM) Experience : 22 months

: 2201077@ipeindia.org



S Shanthi Sharon

: 19-04-2001 Qualification: B Sc (Agriculture)

Experience : Fresher

: 2201143@ipeindia.org



MARKETING & HR



Tejaswini Muthyapaga

DOB : 24-03-2000 Qualification : B Sc (Life Sciences) Experience : 11 months

E-mail : 2201147@ipeindia.org



Villasai Pavan

DOB : 22-03-2000 Qualification : BBA (General) Experience : Fresher

E-mail : 2201176@ipeindia.org



Bachu Vaishnavi

DOB : 05-12-2001 Qualification : BBA (Marketing) Experience : Fresher

E-mail : 2201149@ipeindia.org



K Sri Vaishnavi

DOB : 20-12-2000 Qualification : B Com Experience : Fresher

E-mail : 2201181@ipeindia.org



Katturi Vaishnavi

DOB : 05-07-2000 Qualification : BBA (HRM) Experience : Fresher

E-mail : 2201150@ipeindia.org



K Koumudi Sri

DOB : 25-01-2002 Qualification : BBA (General) Experience : Fresher

E-mail : 2201183@ipeindia.org



Gadiraju Santhoshi Kaushitha

DOB : 01-04-2001 Qualification : BBA (HRM) Experience : Fresher

E-mail : 2201168@ipeindia.org



Velimineti Lokesh Reddy

DOB : 22-08-2002 Qualification : B Com Experience : Fresher

E-mail : 2201189@ipeindia.org



Pittla Pooja

DOB : 21-09-2002 Qualification : B Com (Computers) Experience : Fresher

E-mail : 2201170@ipeindia.org



B Bhanu Durganjalee

DOB : 19-02-2001 Qualification : BA (Political Science)

Experience : Fresher

E-mail : 2201198@ipeindia.org



Thanneru Praveen Kumar

DOB : 11-10-1998 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2201174@ipeindia.org



Dharanikota Sai Varun

DOB : 26-10-2000 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2201219@ipeindia.org

HR & OPERATIONS



G Appranji Krupa Rebecca

DOB : 18-08-1999 Qualification : B Tech (CSE) Experience : 12 months

E-mail : 2201018@ipeindia.org

FINANCE & MARKETING



Abhijith Anil

DOB : 22-08-1998 Qualification : B Tech (ME) Experience : Fresher

E-mail : 2201001@ipeindia.org



Bhagyasri Nath

DOB : 15-10-1998 Qualification : BBA (General) Experience : 17 months

E-mail : 2201028@ipeindia.org



Amberpet Arun Kumar Reddy

DOB : 16-06-1994 Qualification : BBA (General) Experience : 60 months

E-mail : 2201008@ipeindia.org



Nikhil Boya

DOB : 15-09-2001

Qualification: B Com (Computer Applications)

Experience : Fresher

E-mail : 2201032@ipeindia.org



Ampayrayani Gowri Viswanath

DOB : 05-08-2000 Qualification : BBA (Marketing) Experience : Fresher

E-mail : 2201011@ipeindia.org



N Mahesh

DOB : 18-12-1999 Qualification : B Com (Finance) Experience : 15 months

E-mail : 2201033@ipeindia.org



Andi Harshvardhan

DOB : 15-08-2001 Qualification : BBA (Finance & Marketing)

Experience : Fresher

E-mail : 2201013@ipeindia.org



Cheela Aniketh

DOB : 10-03-2001

Qualification: B Com (Sales & Accounting)

Experience : Fresher

E-mail : 2201035@ipeindia.org



Angalla Udaya Anand

DOB : 12-02-1999 Qualification : B Tech (ME) Experience : Fresher

E-mail : 2201014@ipeindia.org



Ch Shiva Prasad

DOB : 16-12-2001 Qualification : BBA (Marketing)

Experience : Fresher
E-mail : 2201036@ipeindia.org



Arjeet Gourav Patra

DOB : 01-04-1995 Qualification : B Tech (CE) Experience : 32 months

E-mail : 2201019@ipeindia.org



Devender Saharan

DOB : 09-02-2000 Qualification : B Com Experience : Fresher

E-mail : 2201039@ipeindia.org



Bandaru Vijaya Krishna

DOB : 23-12-1996 Qualification : B Sc (Agriculture)

Experience : Fresher

E-mail : 2201025@ipeindia.org



Durgesh Loya

DOB : 16-01-2002 Qualification : B Com (Finance)

Experience : Fresher

E-mail : 2201040@ipeindia.org



Shravani Bera

DOB : 27-09-1996 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2201026@ipeindia.org



Jay Patel

DOB : 31-08-2001 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2201051@ipeindia.org



FINANCE & MARKETING



Sai Vineeth

DOB : 11-02-2001

Qualification: B Com (Banking & Insurance,

Computer Applications)

Experience : Fresher

E-mail : 2201057@ipeindia.org



Manthapuram Deva Raj Goud

DOB : 03-08-2001

Qualification: B Com (Computer Applications)

Experience : Fresher

E-mail : 2201080@ipeindia.org



Karthikeshwar A

DOB : 25-11-1999 Qualification : BE (EEE) Experience : 12 months

E-mail : 2201059@ipeindia.org



Maragani Saisandeep

DOB : 17-10-1998 Qualification : B Tech (CSE) Experience : 22 months

E-mail : 2201081@ipeindia.org



Jayadeep Kochikanti

DOB : 28-07-1999

Qualification: B Com (Computer Science)

Experience : Fresher

E-mail : 2201063@ipeindia.org



SV Mayur

DOB : 05-10-2000 Qualification : B Tech (ME) Experience : Fresher

E-mail : 2201082@ipeindia.org



Kothapalli Nithin Chandra

DOB : 11-04-2001 Qualification : B Com Experience : Fresher

E-mail : 2201068@ipeindia.org



Ankitha Medishetty

DOB : 02-03-2002

Qualification: B Com (Computer Applications)

Experience : Fresher

E-mail : 2201084@ipeindia.org



Madhav Jhawar

DOB : 11-04-2001 Qualification : B Com (General) Experience : Fresher

E-mail : 2201074@ipeindia.org



Mogili Shruthi

DOB : 31-07-2002 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2201086@ipeindia.org



Mallikharjuna Reddy Thontla

DOB : 04-06-2001 Qualification : BBA (Finance)

Experience : Fresher

E-mail : 2201076@ipeindia.org



Mohammed Bishar

DOB : 27-09-1998 Qualification : B Com Experience : 15 months

E-mail : 2201087@ipeindia.org



Mankala Nischith Kumar

DOB : 02-02-2002 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2201078@ipeindia.org



Mudunuru Yagnesh Varma

DOB : 22-11-1999

Qualification: BBA (Management Accounting)

Experience : Fresher

E-mail : 2201091@ipeindia.org



Manogna Velagapudi

DOB : 09-03-2001 Qualification : B Com (Hons) Experience : Fresher

E-mail : 2201079@ipeindia.org



Nandyala Gayathri

DOB : 28-09-2001 Qualification : B Sc (BZC)

Experience : Fresher

E-mail : 2201095@ipeindia.org

FINANCE & MARKETING



Naveen Agarwal

DOB : 28-08-2001 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2201096@ipeindia.org



Rashmi Khawadiya

DOB : 22-01-2000 Qualification : BBA (Marketing) Experience : Fresher

E-mail : 2201113@ipeindia.org



Kathi Nehemiah Staines

DOB : 17-05-2000

Qualification: B Com (Computer Applications)

Experience: 48 months

E-mail : 2201097@ipeindia.org



Rashmi

DOB : 12-01-2001 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2201114@ipeindia.org



Nitish Mishra

DOB : 14-01-2002 Qualification : B Com (Finance) Experience : Fresher

E-mail : 2201099@ipeindia.org



Sai Pragnya P

DOB : 25-03-2001 Qualification : B Com (General) Experience : Fresher

E-mail : 2201120@ipeindia.org



Potham Soundarya Rao

DOB : 13-01-2000

Qualification: BA (History, Pubad, Polit Sci)

Experience : Fresher

E-mail : 2201102@ipeindia.org



Sarvesh Yerabojju

DOB : 10-06-2000

Qualification: BBA (HR & Marketing)

Experience : 12 months

E-mail : 2201124@ipeindia.org



K Prashanth

DOB : 21-10-1996

Qualification: B Sc (Hotel Management)

Experience : 36 months

E-mail : 2201104@ipeindia.org



B N V Sree Sai Nitin Kumar

DOB : 10-01-2002 Qualification : BBA (Finance)

Experience : Fresher

E-mail : 2201134@ipeindia.org



P Vinyswaroop

DOB : 04-07-2000

Qualification: BBA (Finance & Marketing)

Experience : Fresher

E-mail : 2201108@ipeindia.org



A Sri Priya

DOB : 20-08-2001

Qualification: B Com (Computer Applications)

Experience : 7 months

E-mail : 2201139@ipeindia.org



Rajat Das

DOB : 24-05-2001 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2201110@ipeindia.org



Suhas Deshpande

DOB : 05-04-1998 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2201140@ipeindia.org



N Rajesh Kumar

DOB : 11-11-1995 Qualification : B Com Experience : 30 months

E-mail : 2201111@ipeindia.org



Supreet A Vaidya

DOB : 12-11-1997

Qualification: B Tech (Digital Techniques

for Design and Planning)

Experience : 17 months

E-mail : 2201141@ipeindia.org



FINANCE & MARKETING



Govind Kishore Swetha

: 30-10-2001 Qualification: BMS (RM & IT)

Experience : Fresher : 2201144@ipeindia.org



Malasani Nikitha

: 21-05-2000

Qualification: B Sc (Computer Science)

Experience : Fresher

: 2201188@ipeindia.org



Tangutoori Harika Reddy

Qualification: B Sc (Food science, Nutrition

and Dietetics)

Experience : Fresher

: 2201145@ipeindia.org

: 11-04-2000



Tallada Veera Venkata Ram Mohan

: 24-07-2002 Qualification: B Com (Computers)

Experience : Fresher

: 2201192@ipeindia.org



Chanda Nikitha

: 10-03-2002 Qualification: BBA (HR) Experience : Fresher

: 2201157@ipeindia.org



P Bala Sai Saroj Ram

: 11-08-2001 Qualification: BBA (Marketing)

Experience : Fresher

: 2201194@ipeindia.org



Priya Kumari

: 12-04-2001 Qualification: BBA (Marketing) Experience : Fresher

: 2201158@ipeindia.org



Aala Divya

: 11-08-2001 Qualification: BA (History)

Experience : Fresher

: 2201195@ipeindia.org



Pratheek Mutnuri

: 02-12-2000 Qualification: B Com (General)

Experience : Fresher

: 2201159@ipeindia.org



Dhanwada Deepthi

: 11-08-2001 Qualification: B Com (General) Experience : Fresher

: 2201196@ipeindia.org



S Manish Kumar

: 28-09-2001 Qualification: B Com (General)

Experience : Fresher

: 2201161@ipeindia.org



Uppari Harikrishna

: 14-03-2002 Qualification : B Sc (Stats)

Experience : Fresher

E-mail : 2201197@ipeindia.org



Aala Vemana Venkatesh

: 03-07-2001 Qualification: BA (History) Experience : Fresher

: 2201175@ipeindia.org



Ashrita Reddy Gudipally

: 31-01-2002 Qualification: B Sc (Biotechnology)

Experience : Fresher

: 2201199@ipeindia.org



Kurapati Sai Lakshay

: 06-12-2001 Oualification: BBA (Marketing)

Experience : Fresher

E-mail : 2201182@ipeindia.org



Abhijit Voruganti

: 24-08-2000 Qualification: B Com (Hons)

Experience : Fresher

E-mail : 2201200@ipeindia.org

FINANCE & MARKETING



Visishta Kori

: 29-03-2001 Qualification : B Tech (EEE) Experience : Fresher

: 2201201@ipeindia.org



Kovvuru Manohar Mani

: 01-03-2002 Qualification: B Com (Computers)

Experience : Fresher

: 2201210@ipeindia.org



Swetlina Mandal

DOB : 18-09-2000 Qualification: B Com (General) Experience : Fresher

: 2201202@ipeindia.org



Kurumella Rohit Venkat

: 18-01-2002 Qualification: BBA (Finance) Experience : Fresher

: 2201212@ipeindia.org



Paladi Abhishek

: 09-11-2001 DOB

Qualification: B Com (Computer Applications)

Experience : Fresher

: 2201203@ipeindia.org



G Srilekha

DOB : 01-01-2000 Qualification : B Com (Computer Applications)

Experience : Fresher

: 2201214@ipeindia.org



Ummala Suresh

DOB : 25-05-1998

Qualification: B Sc (Maths, Stats, Comp. sci)

Experience : Fresher

: 2201205@ipeindia.org



Sujana Oguri

: 10-05-2001 Qualification : BBA (Finance)

Experience : Fresher

: 2201215@ipeindia.org



R Yamini

DOB : 16-06-2000 Qualification: B Com (Finance)

Experience : Fresher

: 2201206@ipeindia.org



B Swapnith

: 16-08-2001 Qualification: B Com Experience : Fresher

: 2201216@ipeindia.org



Kishori Dhatrak

DOB : 29-07-2001

Qualification: BBA (Business Administration)

Experience : Fresher

: 2201207@ipeindia.org



Kotla Shanker Yadav

: 30-08-2001

Qualification: B Com (Computer Applications)

Experience : Fresher

: 2201217@ipeindia.org



Kanala Sai Krishna Manasa

: 13-11-1998 DOB Qualification: B Sc (CBZ)

Experience : Fresher

: 2201209@ipeindia.org



Mrunalini Vanka

: 02-08-2001

Qualification: B Sc (Forensic Science)

Experience : Fresher

: 2201220@ipeindia.org



FINANCE & HR



Aditi Bikram

: 27-09-2000 Qualification: BBA (Marketing)

Experience : Fresher

: 2201004@ipeindia.org



Golkonda Shreya

DOB : 12-11-2001 Qualification : BA (History & Polit. Sci.)

Experience : Fresher

: 2201045@ipeindia.org



Alind Sarjal

: 30-09-1997 Qualification: BBA (General) Experience : Fresher

: 2201006@ipeindia.org



P Hari Priya Ganga sri

: 22-09-2000 Qualification: BBA (HRM) Experience : Fresher

E-mail : 2201047@ipeindia.org



Amit Kumar Singh

: 20-03-1998

Qualification: B Tech (Biotechnology)

Experience : Fresher

: 2201009@ipeindia.org



B Harika

: 18-12-2001 Qualification : B Com

Experience : Fresher

: 2201048@ipeindia.org



: 26-02-2002 Qualification: B Com (General)

Experience : Fresher : 2201017@ipeindia.org



Gullapalli Jahnavi

: 12-12-1999

Qualification: B Sc (Food Technology)

Experience : Fresher

: 2201049@ipeindia.org



: 21-02-1999 Qualification: BE (CE) Experience : Fresher

: 2201023@ipeindia.org



Vivek KS

: 05-08-1999 Qualification: BBA (Marketing)

Experience : Fresher

: 2201052@ipeindia.org



Bethi Nikitha Reddy

DOB : 14-06-2000 Qualification: BA (Psychology, Polit Sci,

English Literature)

Experience : Fresher

: 2201027@ipeindia.org



Kanishk K Menon

: 12-06-2000 Qualification: B Com (Finance)

Experience : Fresher

: 2201056@ipeindia.org



Bharathula Laasya

: 15-05-2002 Qualification: BBA (HR) Experience : Fresher

: 2201029@ipeindia.org



Preetha S

: 04-11-1999 Qualification : BA Experience : Fresher

: 2201106@ipeindia.org



Jonnalagadda Gnayneshwar Ganesh Datta

: 23-12-1999 Qualification: B Pharmacy Experience : Fresher

: 2201044@ipeindia.org



Shiara Anjum

: 23-05-2002 Qualification: B Com (Hons) Experience : Fresher

E-mail : 2201128@ipeindia.org

FINANCE & HR



Shradha Das

: 30-01-2001

Qualification: B Sc (Microbiology, Genetics

& Chemistry)

Experience : Fresher

E-mail : 2201129@ipeindia.org



S Shreya Chowdary

: 22-12-2001 DOB Qualification: B Com (General)

Experience : Fresher

: 2201130@ipeindia.org



G Vindhya Chandra

: 23-08-2000

Qualification: B Com (International

Accounting and Finance) Experience : Fresher

: 2201153@ipeindia.org



Vydehi Sripada

: 16-07-2000

Qualification: BBA (HRM & Marketing)

Experience : 6 months

: 2201154@ipeindia.org



Thallapalli Venkata Rani Archana

: 24-09-2000 Qualification: B Com (Hons)

Experience : Fresher

: 2201160@ipeindia.org



Deshaboina Vaishnavi

DOB : 16-07-2001 Qualification: B Com (Computers)

Experience : Fresher

: 2201166@ipeindia.org



Macharam Akshaya

: 28-12-2000 DOB

Qualification: BA (Public Administration)

Experience : Fresher

: 2201171@ipeindia.org



Rampalli Sanjana

: 30-08-2002

Qualification: BBA (Computer Applications)

Experience : Fresher

: 2201173@ipeindia.org



R Swathi

DOB : 14-02-2001 Qualification: B Com (General)

Experience : Fresher

: 2201178@ipeindia.org



Yerrapragada Sudheeshna

: 23-01-2002 Qualification: B Com (General)

Experience : Fresher

: 2201179@ipeindia.org



Ankita Malik

: 01-05-2001 Qualification: BBA (General)

Experience : Fresher

: 2201180@ipeindia.org



Kota Naga Vaishnavi

: 26-01-2001

Qualification: B Com (Computer Applications)

Experience : 12 months

: 2201190@ipeindia.org



R Satya Sudarshan Dattha

: 15-03-2001

Qualification: B Com (Computer Applications)

Experience : Fresher

: 2201204@ipeindia.org



FINANCE & OPERATIONS



Arshi Taj

DOB : 13-04-1998 Qualification : B Sc (BZC) Experience : Fresher

E-mail : 2201020@ipeindia.org



Butti Monica

DOB : 15-06-1994 Qualification : B Tech (ECE) Experience : 19 months

E-mail : 2201089@ipeindia.org



Banda Wilson

DOB : 26-05-1993 Qualification : B Tech (ECE) Experience : 31 months

E-mail : 2201024@ipeindia.org



Nagula Vinay Kumar

DOB : 29-09-1996 Qualification : B Tech (ME) Experience : 18 months

E-mail : 2201092@ipeindia.org



K Vaisali

DOB : 16-07-1998 Qualification : B Tech (ECE) Experience : Fresher

E-mail : 2201066@ipeindia.org



Nishanth Kumar Towdoju

DOB : 17-12-1998 Qualification : B Com (Computers)

Experience : Fresher
E-mail : 2201098@ipeindia.org



Chakinala Lahari

DOB : 19-02-2002 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2201070@ipeindia.org



Rajesh Pawar

DOB : 04-06-2000 Qualification : B Sc (Geology)

Experience : Fresher

E-mail : 2201112@ipeindia.org



Medhassvi Kotharuu

DOB : 22-11-1997 Qualification : B Tech (Biotechnology)

Experience : 22 months

E-mail : 2201083@ipeindia.org



Shivam Gupta

DOB : 17-06-1998 Qualification : BBA (General) Experience : Fresher

E-mail : 2201211@ipeindia.org





Abhimanyu Jayth Rai Tejeswar

DOB : 23-03-1998 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2201002@ipeindia.org



Ashwini Dable

DOB : 22-09-1998 Qualification : BE (Power) Experience : 18 Months

E-mail : 2201022@ipeindia.org



Arundhati Mohanty

DOB : 18-04-1999 Qualification : B Sc (Hons) (Ag)

Experience : Fresher

E-mail : 2201021@ipeindia.org



Deekshita Peechara

DOB : 03-10-2001 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2201038@ipeindia.org

FINANCE & BUSINESS ANALYTICS



Geetika Naik

DOB : 23-12-1998 Qualification : B Sc (CBZ) Experience : Fresher

: 2201043@ipeindia.org



Kondeti Sowmya

DOB : 09-06-1999 Qualification : B Tech (CSE) Experience : Fresher

: 2201067@ipeindia.org



Goragoundla Akhilandeswari

DOB : 26-07-1999 Qualification: BSc Experience : Fresher

: 2201046@ipeindia.org



Mohit Rajeshwar Sahu

: 06-08-1999

Experience : 24 months

Qualification: B Sc (Hospitality and Hotel

Administration)

: 2201088@ipeindia.org



Kalavala Siri Sumana

: 10-08-1998 Qualification: B Tech (ECE)

Experience : 36 months : 2201053@ipeindia.org



Mulpuru Prathyusha

: 23-03-2001

Qualification: B Sc (Maths, Stats & Comp. Sci.)

Experience : Fresher

: 2201105@ipeindia.org



Kandhala Venkata Sisira

: 05-10-1998 Qualification: B Tech (CE) Experience : Fresher

: 2201055@ipeindia.org



B Raghavi Yadav

DOB : 27-10-2000 Qualification: B Com (General) Experience : Fresher

: 2201109@ipeindia.org



Kenneth A Jose

: 16-02-2001 DOB Qualification: B Com (Professional)

Experience : Fresher

: 2201060@ipeindia.org



Devulapalli Sai Venkata Sastry

: 08-08-1996 Qualification : BDS Experience : Fresher

: 2201122@ipeindia.org



R Kishore

: 29-03-1996

Qualification: B Sc (Hospitality and Hotel

Administration)

Experience : 12 months

: 2201062@ipeindia.org



K Sridevi

: 18-01-2002

Qualification: B Com (Computer Applications)

Experience : Fresher

: 2201136@ipeindia.org



Kolariya Dheeraj Kumar

: 15-12-1992 DOB Qualification: B Tech (ME) Experience: 60 months

: 2201064@ipeindia.org



S V N S Srikanth

: 18-10-2001

Qualification: B Com (Computer Applications)

Experience : Fresher

: 2201137@ipeindia.org



Kollimarla Venkata Rajiv

: 12-07-1992 DOB Qualification: B Com (General)

Experience : Fresher

: 2201065@ipeindia.org



Srinivas Vasupalli

: 06-08-1999

Qualification: B Com (Finance & Accounting)

Experience : Fresher

: 2201138@ipeindia.org



FINANCE & BUSINESS ANALYTICS



D Venkat Sai

DOB : 10-05-2001

Qualification: B Com (Computer Applications)

Experience : Fresher

E-mail : 2201152@ipeindia.org



Mekala Vaishnavi

DOB : 10-04-2000 Qualification : B Tech (ECE) Experience : Fresher

E-mail : 2201184@ipeindia.org



Yanakandla Venkata Sai Mounika Reddy

DOB : 30-03-2001

Qualification: B Com (Computer Applications)

Experience : Fresher

-mail : 2201155@ipeindia.org



K Akshitha Vasist

DOB : 25-02-1999 Qualification : B Tech (ECE) Experience : 15 months

E-mail : 2201185@ipeindia.org



Kalpala Rohit

DOB : 27-05-1999 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2201164@ipeindia.org



Masannagari Sanjana Reddy

DOB : 06-06-2000 Qualification : BE (IT)

Experience : Fresher

E-mail : 2201186@ipeindia.org



Panduga Lahari

DOB : 11-05-2002 Qualification : B Com Experience : Fresher

E-mail : 2201165@ipeindia.org



Hemangee Bharti

DOB : 24-06-2002 Qualification : BBA (Finance)

Experience: Fresher
E-mail: 2201208@ipeindia.org



Chinta Rama Reddy

DOB : 09-05-1999 Qualification : B Com (General)

Experience : Fresher

E-mail : 2201167@ipeindia.org



Konda Ramya Priya

OB : 20-06-2002

Qualification: B Sc (Maths, Stats, CS)

Experience : Fresher

E-mail : 2201213@ipeindia.org

OPERATIONS & BUSINESS ANALYTICS



Chandana Surya Pinninti

DOB : 10-06-1999 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2201034@ipeindia.org



Kommineni Vaishnavi

DOB : 09-08-1997 Qualification : B Tech (CSE) Experience : 48 months

E-mail : 2201151@ipeindia.org

HR & BUSINESS ANALYTICS



SVD Bhavani

DOB : 27-10-2001 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2201142@ipeindia.org



Totapalli Richa Swarnalatha

DOB : 20-12-2000 Qualification : B Tech (ECE)

Experience : Fresher

E-mail : 2201169@ipeindia.org



MARKETING & BUSINESS ANALYTICS



Aashutosh Chandra

DOB : 01-02-1999 Qualification : B Sc (700log)

Qualification: B Sc (Zoology) Experience: Fresher

E-mail : 2202001@ipeindia.org



Sreya Duvvuru

DOB : 01-02-2000

Qualification: BA Film + Media (Editing +

Direction)

Experience : Fresher

E-mail : 2202022@ipeindia.org

MARKETING & FINANCE



Bobbili Hasika

DOB : 30-10-1999

Qualification: B Pharmacy (Pharmacy)

Experience : Fresher

E-mail : 2202006@ipeindia.org



Vamshi Krishna

DOB : 16-12-2000 Qualification : B Tech (CE)

Experience : Fresher

E-mail : 2202025@ipeindia.org



Kartikey Rai

DOB : 11-06-2000

Qualification: BBA (General Studies)

Experience : Fresher

E-mail : 2202008@ipeindia.org



Vemuganti Sree Sindhu

DOB : 22-07-1999

Qualification: BA (Mass Communication)

Experience : Fresher

E-mail : 2202026@ipeindia.org



Racha Nithin

DOB : 19-03-2001

Qualification: BBA (Business Administration)

Experience : 24 months

E-mail : 2202012@ipeinida.org



Munishetty Vanshika

DOB : 03-11-2001 Qualification : BBA (Finance)

Experience : Fresher

E-mail : 2202029@ipeindia.org



Visinigiri Siva Ram

DOB : 26-06-2000 Qualification : B Tech (ME)

Experience : Fresher

E-mail : 2202021@ipeindia.org



Gollada Karishma

DOB : 04-09-1999 Qualification : BBA (HRM)

Experience : Fresher

E-mail : 2202031@ipeindia.org



Alamuri Sumanth

DOB : 29-04-2000 Qualification : BBA (General)

Experience : Fresher

E-mail : 2202024@ipeindia.org



Oujas Agarrwal

DOB : 13-08-2000

 $\mbox{Qualification} \ : \ \ \mbox{B Com (Sales Promotion \&}$

Brand Management)

Experience : Fresher

E-mail : 2202032@ipeindia.org



MARKETING & HR



Korikar S Moheetanksh

DOB : 12-11-1998

Qualification: B Tech (Computer Science)

Experience : Fresher

E-mail : 2202009@ipeindia.org



Rushali Bhuyan

DOB : 11-08-1999 Qualification : BBA (General)

Experience : Fresher

E-mail : 2202019@ipeindia.org



Meghana Basavapuram

DOB : 13-10-2001 Qualification : BBA (HRM) Experience : Fresher

E-mail : 2202010@ipeindia.org



Shivaraj

DOB : 14-10-1998 Qualification : BE (ME) Experience : 12 months

E-mail : 2202020@ipeindia.org



Pidishetty Praneeth Kumar

DOB : 04-06-2001 Qualification : BBA (General)

Experience : Fresher

E-mail : 2202014@ipeindia.org



Sujit Chakraborty

DOB : 25-12-1996

Qualification: B.Sc (Paramedical) (Hospital

Management)

Experience : 24 months

E-mail : 2202023@ipeindia.org



Ramagiri Saimik

DOB : 15-10-1999 Qualification : B Com Experience : Fresher

E-mail : 2202018@ipeindia.org

MARKETING & OPERATIONS



Ashutosh Chowhan

DOB : 27-03-1997

Qualification: BA (History and Polit. Sci.)

Experience : Fresher

E-mail : 2202005@ipeindia.org



Parimi Purnachandra Ramteja Spuran

DOB : 28-05-2001 Qualification : B Tech (ME) Experience : Fresher

E-mail : 2202013@ipeindia.org



FINANCE & OPERATIONS



Lakshmi Priya N

: 21-05-2001 Qualification : BBA Experience : Fresher

: 2203047@ipeindia.org E-mail



Praveen Kumar Manne

DOB : 18-11-1997 Qualification: B Com (Hons)

(Accounting & Finance)

Experience : Fresher

: 2203075@ipeindia.org



Posimsetty Bhavani

: 17-10-1999 Qualification: B Tech (CSE) Experience : Fresher

: 2203073@ipeindia.org



Mondrety Siva Durga Rohit

: 20-08-1996 Qualification: B Com (Computers)

Experience : Fresher

E-mail : 2203124@ipeindia.org

FINANCE & MARKETING



Tadumudupula Akhil

DOB : 09-10-2000

Qualification: B Com (Computers, Commerce and Accounting)

Experience : 10 Months

E-mail : 2203004@ipeindia.org



Ashwik H

DOB : 30-03-2000 Qualification: B Com (General)

Experience : Fresher

: 2203011@ipeindia.org



Aneesh Sunil

: 26-07-2000

Qualification: B Com Hons (Finance)

Experience : Fresher

: 2203007@ipeindia.org



Avesha

: 26-11-2001

Qualification: B Com (Computer Applications)

Experience : Fresher

: 2203012@ipeindia.org



Ardhi Siddharth Varma

: 12-06-1998 Qualification: B Com (Hons)

Experience : 37 months

: 2203008@ipeindia.org



V Ayush Kumar Jain

: 03-07-2002

Qualification: B Com (Professional) (Finance)

Experience : Fresher

: 2203013@ipeindia.org



Arnab Sahu

DOB : 02-12-1998

Qualification: B Com (Accountancy)

Experience : Fresher

: 2203009@ipeindia.org E-mail



Bharath Raj

DOB : 25-03-2000 Qualification: BBA (Finance)

Experience : Fresher

: 2203015@ipeindia.org



Arvind Ujjwal Mehtha

DOB : 29-09-1999 Qualification: BBA (Finance)

Experience : Fresher

E-mail : 2203010@ipeindia.org



T Bikash Patro

DOB : 03-12-2000

Qualification: B Com (Accountancy &

Finance)

Experience : Fresher

E-mail : 2203016@ipeindia.org



FINANCE & MARKETING



S K Deepshika

DOB : 20-04-2001

Qualification: B Com Hons (Finance &

Accounting)

Experience : Fresher

E-mail : 2203019@ipeindia.org



Kajal Sharma

DOB : 21-11-2001

Qualification: B Com(Hons) (Accounting)

Experience : Fresher

E-mail : 2203039@ipeindia.org



Diyewar Kunal Prakash

DOB : 19-06-2000 Qualification : B Com (Accounting &

Finance)

Experience : Fresher

E-mail : 2203021@ipeindia.org



Koushik Paul

DOB : 07-05-1998 Qualification : B Tech (ME) Experience : 29 months

E-mail : 2203045@ipeindia.org



Dyappa Vinesh Reddy

DOB : 26-05-2001

Qualification: B Com (Accounting &

Finance)

Experience : Fresher

E-mail : 2203023@ipeindia.org



M Dileswar Rao

DOB : 01-05-2001

Qualification: B Com (Hons) (Accountancy)

Experience : Fresher

E-mail : 2203049@ipeindia.org



Epari Ashit

DOB : 16-08-2001 Qualification : B Com (Hons) Experience : Fresher

E-mail : 2203024@ipeindia.org



M Saiesh Reddy

DOB : 23-12-2000 Qualification : B Com (Gen) Experience : 13 Months

E-mail : 2203050ipeindia.org



Hrithik Jain

OOB : 30-03-1998

Qualification: B Com (Commerce)

Experience : Fresher

E-mail : 2203033@ipeindia.org



Machiraju Venkata Saicharan

DOB : 08-01-1998

Qualification: B Com (Computer Applications)

Experience : 41 months

E-mail : 2203051@ipeindia.org



Jagdeep Kumar Mallah

DOB : 15-03-1998 Qualification : B Com (Commerce)

Experience : 10 months

E-mail : 2203036@ipeindia.org



Mangal Singh

DOB : 20-10-1999

Qualification: B Com Honours (Finance)

Experience : Fresher

E-mail : 2203055@ipeindia.org



Jandhyala Rupesh

DOB : 22-04-1999 Qualification : BE (CSE) Experience : 9 months

E-mail : 2203037@ipeindia.org



Muhammed Shafeeque V

DOB : 28-04-1999

Qualification : B Com (Computer Application)

Experience : 12 Months

E-mail : 2203060@ipeindia.org



Jyotirmaya Maharana

DOB : 20-06-1998 Qualification : B Com (Hons) Experience : 44 months

E-mail : 2203038@ipeindia.org



Bera Kiranmayi

DOB : 15-02-2002

Qualification: B Com Hons (Commerce+)

Experience : Fresher

E-mail : 2203061@ipeindia.org

FINANCE & MARKETING



Naga Adithya

DOB : 12-08-2001 Qualification : BA (HEP) Experience : Fresher

E-mail : 2203062@ipeindia.org



Pudari Rohith

DOB : 16-11-2001 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2203080@ipeindia.org



Nerella Mahender

DOB : 29-09-1999 Qualification : BBA (Finance) Experience : 12 months

E-mail : 2203064@ipeindia.org



Romil Panchal

DOB : 01-02-2000 Qualification : B Com Experience : Fresher

E-mail : 2203081@ipeindia.org



R Niharika Sharma

DOB : 06-09-2000

Qualification: B Com (Accounts and

Taxation)

Experience : Fresher

E-mail : 2203066@ipeindia.org



Roshan Zameer Khan

DOB : 14-03-1999 Qualification : BBA (Finance) Experience : 12 months

E-mail : 2203082@ipeindia.org



Pagadala Nilesh

DOB : 08-06-1999 Qualification : BBA (Finance) Experience : 16 months

E-mail : 2203067@ipeindia.org



Rupasri Manepalli

DOB : 01-12-2002

Qualification: B Com Hons (Finance)

Experience : Fresher

E-mail : 2203083@ipeindia.org



Parvathy S Mon

DOB : 12-01-2002

Qualification: BBA (Business Analytics) Experience: Fresher

Experience . Fresher

E-mail : 2203070@ipeindia.org



Sahithi Divakaruni

DOB : 31-08-2000 Qualification : B Com (General)

Experience : Fresher

E-mail : 2203084@ipeindia.org



Koduri Prasanna Lakshmi

DOB : 10-04-2000

Qualification: B Com (Hons) (Commerce)

Experience : 11 months

E-mail : 2203074@ipeindia.org



Yerram Sai chaithanya

DOB : 12-07-2001 Qualification : BA (Economics)

Experience : Fresher

E-mail : 2203087@ipeindia.org



Ramoju Devi Sri Prasad

DOB : 16-06-2002

Qualification: BBA (Finance and Marketing)

Experience : Fresher

E-mail : 2203077@ipeindia.org



Khambhampati Satyanarayana

OOB : 11-10-1999

Qualification: B Sc (Computer Science)

Experience : 24 months

E-mail : 2203088@ipeindia.org



Riki Rauto

DOB : 17-06-1999 Qualification : B Sc (Electronics)

Experience : Fresher

E-mail : 2203078@ipeindia.org



Shaurya Raj

DOB : 18-10-2000

Qualification: B Com (Hons. in Accounts)

(Accounts (Finance))

Experience : Fresher E-mail : 2203092@ipeindia.org



FINANCE & MARKETING



Shivangi Gupta

DOB : 20-04-1999 Qualification : B Com (Commerce)

Experience : Fresher

: 2203093@ipeindia.org



Tannidi Hemanth

: 12-04-2000 Qualification: B Tech (CSE) Experience : Fresher

: 2203104@ipeindia.org



Shivani Akula

DOB : 11-04-1999 Qualification: BBA (Finance) Experience : Fresher

: 2203094@ipeindia.org



T Varsha

DOB : 02-12-2001 Qualification : B Com (Hons) Experience : Fresher

: 2203105@ipeindia.org



Shreyanshi Jain

: 08-03-1999 Qualification: BBA (General) Experience : Fresher

: 2203095@ipeindia.org



Trishna Saha

: 12-07-2000

Qualification: B Com (Hons) (Accountancy)

Experience : Fresher

: 2203107@ipeindia.org



: 03-11-2000 Qualification: B Com (General) Experience : Fresher

: 2203097@ipeindia.org



V Sree Ram Sagar

DOB : 19-06-1997 Qualification: B Tech (CSE)

Experience : Fresher E-mail : 2203109@ipeindia.org



Sowmya Sri

: 09-06-2001 Qualification: B Com (Computers) Experience : Fresher

: 2203098@ipeindia.org



Vallepu Vikranth Reddy

: 11-01-2001 Qualification: BBA (Finance) Experience : Fresher

: 2203111@ipeindia.org



Sumesh Nair

DOB : 26-12-1997 Qualification: B Com (General)

Experience : Fresher

: 2203101@ipeindia.org



Vankadara Anil Kumar

DOB : 28-03-2001 Qualification: BBA (General) Experience : Fresher

: 2203113@ipeindia.org



Sutej Mahapatra

: 18-01-2001 Qualification: BBA (General) Experience : Fresher

: 2203102@ipeindia.org



B Veeranjaneyulu

: 26-10-2000 Qualification: BBA (General) Experience : Fresher

E-mail : 2203114@ipeindia.org



Tanishq Kumar

: 23-10-1999 Qualification: B Com

Experience : Fresher

E-mail : 2203103@ipeindia.org



Vempally Rama Krishna Reddy

: 19-03-2001 Oualification: B Com (Accounting)

Experience : Fresher

E-mail : 2203115@ipeindia.org

FINANCE & MARKETING



Vempally Sunny Reddy

DOB : 28-10-2000 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2203116@ipeindia.org



P Sai Sruthi

DOB : 20-09-2001 Qualification : B Com (General) Experience : Fresher

: 2203122@ipeindia.org



Gaddam Vijay

DOB : 24-05-2002 Qualification: BBA (Finance) Experience : Fresher

: 2203117@ipeindia.org



G Sai Charan

: 22-09-2000 Qualification: BBA (General) Experience : Fresher

E-mail : 2203123@ipeindia.org



Wridhijit Bhattacharjee

: 10-07-1998 Qualification : BBA (Finance) Experience : Fresher

: 2203118@ipeindia.org



FINANCE & HR



Abhivarsh kududula

: 21-09-2001 Qualification: BBA (Finance) Experience: 3 months as intern : 2203002@ipeindia.org



Thondalapally Kavya

: 26-07-2002

Qualification: B Com (Computer Applications)

Experience : Fresher

: 2203042@ipeindia.org



Alvy Susan Mathew

DOB : 11-09-2000 Qualification: B Com (General)

Experience : Fresher

: 2203006@ipeindia.org



Lakshmi Rajpurohit

: 10-12-1999 Qualification: B Com (General)

Experience : Fresher

: 2203048@ipeindia.org



Bykani Nakshatra

DOB : 09-02-2001

Qualification: B Com (Hons) (Finance)

Experience : 12 months

: 2203017@ipeindia.org



Spandana Mamidi

DOB : 06-10-1999

Qualification: B Com (Integrated

Professional Programme)

Experience: 10 months

: 2203054@ipeindia.org



Gopathi Swetha

DOB : 24-08-2002 Qualification: BBA (Finance) Experience : Fresher

: 2203026@ipeindia.org



Pinjerla Sumadwaraka

DOB : 10-05-1999 Qualification: B Com (Hons) Experience : 34 months

E-mail : 2203071@ipeindia.org



FINANCE & HR



Abhisheka Viswanatha

: 11-04-2000 Qualification: B Tech (CSE) Experience : Fresher

: 2013014@ipeindia.org



Ragula Ramya Sri

DOB : 02-07-1999 Qualification : B Com (Hons) (Finance)

Experience : 22 months

: 2203076@ipeindia.org



Nidiganti Siva Charitha

: 16-02-2002

Qualification: B Com (Computer Applications)

Experience : Fresher

: 2203065@ipeindia.org



Sumedha Chaurasia

: 08-06-2001 Qualification: B Com (Commerce)

Experience : Fresher

: 2203100@ipeindia.org



A L Poojitha

: 01-03-2002 Qualification: B Com (Commerce)

Experience : Fresher

: 2203072@ipeindia.org



Vangala R Shashank

: 11-09-2000 Qualification: B Com (General)

Experience : Fresher

: 2203112@ipeindia.org

FINANCE & BUSINESS ANALYTICS



Abhishek Gogoi

: 28-07-1999

Qualification: B Com (Hons) (Finance)

Experience : Fresher

: 2203001@ipeindia.org



D Eswar Reddy

: 11-01-2001

Qualification: B.A (History, Pub. Ad. and

Geography)

Experience : Fresher

: 2203022@ipeindia.org



Aditya Sharma

DOB : 08-01-2000 Qualification: B Com (General)

Experience : Fresher

: 2203003@ipeindia.org



Gampa Naga Satya Raju

: 28-03-1997 Qualification: B Com (General)

Experience : Fresher

E-mail : 2203025@ipeindia.org



Akshat Agrawal

: 29-12-1999 Qualification: B Com (Finance) Experience : 7 months

: 2203005@ipeindia.org



Lakshmi Tejaswini

: 09-03-2000

Qualification: B Com (Hons) (Finance)

Experience : 18 months

: 2203028@ipeindia.org



Dheeraj Kumar

: 04-08-1999 Qualification: B Tech (CSE)

Experience : Fresher : 2203020@ipeindia.org



Gullapalli Krishna Swathi Sri

: 30-03-2002

Qualification: B Sc (Maths, Physics, Electronics

& Computer Science)

Experience: 9 months : 2203029@ipeindia.org

FINANCE & BUSINESS ANALYTICS



D Hari Prakash Reddy

DOB : 17-08-1998 Qualification : B Sc (Hons) (Agriculture)

Experience : Fresher

: 2203031@ipeindia.org



Krishna Kolariya

DOB : 27-09-1999 Qualification : B Com (Hons) Experience : 22 months

: 2203046@ipeindia.org



Harshdeep Singh

: 05-02-2001 DOB Qualification : B Tech (CE) Experience : Fresher

: 2203032@ipeindia.org



Myaka Sushanth Reddy

: 19-05-1998 Qualification: BBA (Finance) Experience : Fresher

E-mail : 2203052@ipeindia.org



Ijjurothu Mahidhar

: 29-08-2000 Qualification: BBA (HRM) Experience : 10 months

: 2203034@ipeindia.org



H Manoj Kumar

: 21-01-1997 Qualification: BE (ME) Experience : 31 months

: 2203057@ipeindia.org



J Pavan Kumar

DOB : 18-07-2000 Qualification: BBA (Finance) Experience : Fresher

: 2203035@ipeindia.org



Minka Bhargava

DOB : 22-05-1999 Qualification: BBA (Marketing) Experience : 23 months

E-mail : 2203059@ipeindia.org



Kashi Preethivardhan

: 16-12-1997

Qualification: B Sc(Hons) (Agriculture)

Experience : Fresher

: 2203040@ipeindia.org



Riya Kumari

: 05-05-1996 Qualification : B Com

Experience: 8 months

: 2203079@ipeindia.org



K Preethi

: 30-07-1999

Qualification: B Com (International

Business)

Experience : Fresher

: 2203041@ipeindia.org



Sai Amritha Malladi

DOB : 05-11-2001 Qualification : B Com (Taxation)

Experience : Fresher

: 2203085@ipeindia.org



Konda Sarika

DOB : 17-02-1999 Qualification: BBA (Finance) Experience : 15 months

: 2203043@ipeindia.org



K Saurav

DOB : 08-12-1998

Qualification: B Com (Computers)

Experience: 7 months

: 2203089@ipeindia.org



Kotte Sai Kumar

DOB : 15-10-1998

Qualification: BBA (Financial markets)

Experience : Fresher

: 2203044@ipeindia.org



Shubham Nandanwar

DOB : 14-03-1997 Qualification: B.Sc (Maths, Physics,

Electronics)

Experience : Fresher E-mail : 2203096@ipeindia.org



FINANCE & BUSINESS ANALYTICS



Spoorthi Chintala

DOB : 21-12-2001 Qualification : B Com (Computers)

Experience : Fresher

E-mail : 2203099@ipeindia.org



Y Chandanesh Kumar Reddy

DOB : 11-11-1997 Qualification : B Sc (Agriculture) Experience : Fresher E-mail : 2203119@ipeindia.org



Thota R V Siddhartha

DOB : 10-07-2001

Qualification: BBA (Financial Markets) Experience: Fresher

: 2203106@ipeindia.org



Yenninti Bangar Raju

: 27-03-2001 Qualification: BBA (HRM)
Experience: 10 months
E-mail: 2203121@ipeindia.org



Student Profiles PGDM-IB

MARKETING & OPERATIONS



Amina Nazrin

DOB : 18-06-1996

Qualification: B Com (Finance and Taxation)

Experience : 36 months

E-mail : 2204007@ipeindia.org



Syed Abraar Quadri

DOB : 15-04-2001

Qualification: B Com (Sales, Advertising,

Marketing)

Experience : Fresher

E-mail : 2204052@ipeindia.org



Chetana Reddy L

DOB : 31-08-1999 Qualification : BBA (HRM) Experience : 20 months

E-mail : 2204012@ipeindia.org



Tarual Kumar

DOB : 29-03-1999 Qualification : B Tech (ECE) Experience : 10 months

E-mail : 2204055@ipeindia.org



Ojashwi Dubey

DOB : 07-08-2000

Qualification: B Sc (Microbiology, Genetics,

Chemistry)

Experience : Fresher

E-mail : 2204035@ipeindia.org



Vannala Shrukesh Raja

DOB : 25-07-2000

Qualification: B Sc (Hospitality & Hotel

Administration)

Experience : Fresher

E-mail : 2204056@ipeindia.org

MARKETING & HR



Abhishek Verma

DOB : 20-06-2000 Qualification : BBA (General) Experience : Fresher

E-mail : 2204001@ipeindia.org



Patil Prathamesh Prakash

DOB : 29-11-2000 Qualification : B Sc (Biotechnology)

Experience : 8 months
E-mail : 2204039@ipeindia.org



S Murali Krishna

DOB : 28-11-2001 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2204033@ipeindia.org



Taak Mamatha

DOB : 25-08-2000 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2204053@ipeindia.org



P V N D Supriya

DOB : 08-06-1999 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2204036@ipeindia.org



Yoqi

DOB : 13-04-2001

Qualification: B Sc (Hospitality & Hotel

Administration)

Experience : 5 months

E-mail : 2204054@ipeindia.org



Student Profiles PGDM-IB

MARKETING & BUSINESS ANALYTICS



Chandana T

DOB : 30-05-1999 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2204011@ipeindia.org



DVS Pallavi

DOB : 15-03-2001 Qualification : B Com (Hons) Experience : Fresher

E-mail : 2204049@ipeindia.org



Kajjayam Priya

DOB : 14-01-2001 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2204022@ipeindia.org

FINANCE & MARKETING



Aditya Asok

DOB : 04-11-1998 Qualification : B Tech (EC) Experience : Fresher

E-mail : 2204002@ipeindia.org



Gosala Sai Venkata Ramya

DOB : 07-09-2000

Qualification: B Com (Computer Applications)

Experience : Fresher

E-mail : 2204019@ipeindia.org



Akhilesh Voruganti

DOB : 31-07-2000 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2204005@ipeindia.org



Jayesh

DOB : 02-11-2000 Qualification : B Com (General) Experience : Fresher

E-mail : 2204021@ipeindia.org



Battula Vyshnavi

DOB : 18-07-2001

Qualification: BBA (Human Resource)

Experience : Fresher

E-mail : 2204009@ipeindia.org



Krishna Vamshi Sanam

DOB : 18-04-1999 Qualification : BBA (Marketing) Experience : Fresher

E-mail : 2204026@ipeindia.org



Chittempally Shivani

DOB : 01-01-2002 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2204014@ipeindia.org



Medisetti Srinubabu

DOB : 14-05-2001 Qualification : B Sc (Agriculture)

Experience : Fresher

E-mail : 2204029@ipeindia.org



Deepak Kumar Shinde

DOB : 11-08-1999 Qualification : B Tech (CE) Experience : Fresher

E-mail : 2204017@ipeindia.org



Mohd Arslaan

DOB : 05-10-1999 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2204031@ipeindia.org

FINANCE & MARKETING



Jayanth Munichetty

DOB : 27-09-2001

Qualification: B Com (Computer Applications) Experience: Fresher

: 2204032@ipeindia.org



Shaik Mohammed Mansoor Hussain

: 01-01-1998 Qualification: B Tech (EC) Experience: Fresher

: 2204050@ipeindia.org



Pranav Kumar

DOB : 24-05-1998 Qualification: BBA Experience : 48 months

: 2204037@ipeindia.org



D Manish Goud

: 23-12-2001 Qualification: B Com (Computers) Experience: Fresher

E-mail : 204064@ipeindia.org



A Sandeep Kumar

DOB : 09-01-2000 Qualification : B Com Experience : Fresher

: 2204047@ipeindia.org



FINANCE & OPERATIONS



Karthika Das K

: 26-01-1997 Qualification: B Tech (EEE) Experience : 17 Months

: 2204024@ipeindia.org



Meesala Manikanta

: 12-04-1994 Qualification: B Com (Computers) Experience : 60 months

: 2204030@ipeindia.org



Laasya Sri Korandla

: 01-09-1997 Qualification: B Tech (ECE) Experience : Fresher

: 2204025@ipeindia.org



Siddharth Ogra

DOB : 24-11-1996 Qualification: B Tech (ME) Experience : 45 months

: 2204060@ipeindia.org



P Lakshman

DOB : 17-04-2001 Qualification: BBA (HRM) Experience : Fresher

: 2204027@ipeindia.org



Student Profiles PGDM-IB

FINANCE & HRM



A Divya Santosh

: 30-04-2000 Qualification: B Com (General)

Experience : Fresher

: 2204006@ipeindia.org



Sabbani Jaaswitha

DOB : 30-06-1999

Qualification: BA (History, Pub. Ad. and

Geography)

Experience : Fresher

E-mail : 2204044@ipeindia.org



K Annie Priyanka

: 15-11-2001 Qualification: B Com (International

Business) Experience : Fresher

E-mail : 2204008@ipeindia.org



Sara Keerthika

: 16-11-2001 Qualification: B Com (Honrs) Experience : Fresher

: 2204048@ipeindia.org



D Shrutha Keerthi Goud

: 26-07-2001 Qualification: B Com (Hons) Experience : Fresher

: 2204015@ipeinda.org



Kola Pavan Kumar Yadav

: 27-06-2001 Qualification: B Com (Computers)

Experience : Fresher

: 2204059@ipeindia.org



Ramaram Supraja Goud

: 21-02-2001 Qualification: B Com (Hons) Experience : Fresher

: 2204043@ipeindia.org



FINANCE & BUSINESS ANALYTICS



Burri Venkata Bhanusree

: 08-09-2000 Qualification: B Com (Commerce)

Experience : Fresher E-mail : 2204010@ipeindia.org



Pinninti Ramya

DOB : 17-04-2001 Qualification: BBA (HRM)

Experience : Fresher E-mail : 2204041@ipeindia.org



Thanmayee C

: 14-02-2001 Qualification: B Com (General) Experience : Fresher

: 2204013@ipeindia.org



Sumanth Gudipati

DOB : 16-08-2000 Qualification: B Com (Hons) Experience : Fresher

: 2204051@ipeindia.org



Vegesna Lakshmi Prasanna

DOB : 10-11-2000 Qualification: B Com (Hons) Experience : Fresher

E-mail : 2204028@ipeindia.org



Vignesh H

DOB : 25-04-2001

Qualification: B Com (International

Economics)

Experience : Fresher

E-mail : 2204058@ipeindia.org

HR & BUSINESS ANALYTICS



K Abhi Sri

DOB : 17-04-2002 Qualification : BBA (General) Experience : Fresher E-mail : 2204023@ipeindia.org

HR & OPERATIONS



Akansha Saxena

DOB : 07-12-1998 Qualification: BBA (Commerce)

Experience : Fresher

: 2204004@ipeindia.org E-mail

OPERATIONS & BUSINESS ANALYTICS



Bhoopathi Venkat Dheeraj

: 25-07-1998 Qualification: B Tech (CSE) Experience: 18 Months

: 2204057@ipeindia.org



Student Profiles PGDM-HRM

HR & MARKETING



Pritika Reddy

DOB : 11-07-2001 Qualification : BBA (General) Experience : Fresher

E-mail : 2208006@ipeindia.org



Parveda Srichakra

DOB : 22-12-1999 Qualification : BBA (HRM) Experience : Fresher

E-mail : 2208037@ipeindia.org



Bhanushree Tamhane

DOB : 28-09-1998 Qualification : BBA-LLB Experience : Fresher

E-mail : 2208007@ipeindia.org



Peesapati Devasena

DOB : 30-07-2002 Qualification : BBA (Finance) Experience : Fresher

E-mail : 2208039@ipeindia.org



Gollapalli Varun Reddy

DOB : 01-05-2002 Qualification : BBA (General) Experience : Fresher

E-mail : 2208013@ipeindia.org



R Eashwar Chandra Pavan Kumar

DOB : 20-05-2002 Qualification : B Com (General) Experience : Fresher

E-mail : 2208040@ipeindia.org



Kadamashritha

DOB : 23-06-2001 Qualification : BBA (HRM) Experience : Fresher

E-mail : 2208020@ipeindia.org



Rohit Raipolwar

DOB : 24-06-1998

Qualification: BA (Psychology, English

Literature and Journalism)

Experience: 8 months

E-mail : 2208044@ipeindia.org



Kavva Siddu Ram Reddy

DOB : 11-05-2000 Qualification : BBA (Marketing)

Experience : Fresher

E-mail : 2208024@ipeindia.org



S S Sharany

DOB : 23-10-1998 Qualification : B.Voc (RM & IT) Experience : 1 year 5 months E-mail : 2208045@ipeindia.org



Kothwal Akshith Reddy

DOB : 26-11-2001 Qualification : BBA (General)

Experience : Fresher

E-mail : 2208026@ipeindia.org



Sagarika Mukherjee

DOB : 16-04-2001

Qualification: BA (English Honours)

Experience : Fresher

E-mail : 2208046@ipeindia.org



Lavanya Chavali

DOB : 20-02-1998 Qualification : B Tech (CSE) Experience : Fresher

E-mail : 2208028@ipeindia.org



Shivangi Tripathy

DOB : 02-02-2000 Qualification : BBA (HRM) Experience : Fresher

E-mail : 2208047@ipeindia.org



M Meghan Reddy

DOB : 17-12-2000 Qualification : BBA (General) Experience : Fresher

E-mail : 2208032@ipeindia.org



Venishetty Sri Durga

DOB : 21-12-2000 Qualification : BBA (HRM)

Experience : Fresher E-mail : 2208050@ipeindia.com

HR & MARKETING



Nareddy Manasa

DOB : 21-03-2002 Qualification : BA (HPG) Experience : Fresher

E-mail : 2208053@ipeindia.org



Ronda Nandini Reddy

DOB : 11-10-2001 Qualification : BBA (General) Experience : Fresher

E-mail : 2208056@ipeindia.org



Nareddy Mounika

DOB : 02-01-2000

Qualification: BA (Economics, Political

Science, Sociology)

Experience : Fresher
E-mail : 2208054@ipeindia.org



D Praveen Kumar

DOB : 07-08-2001 Qualification : BBA (Marketing) Experience : Fresher

E-mail : 2208060@ipeindia.org



Madhuja Reddy

DOB : 22-07-2002

Qualification: BA (Economics, Political

Science, Sociology)

Experience : Fresher

E-mail : 2208055@ipeindia.org



HR & FINANCE



Abhishikta Nayak

DOB : 27-08-2002 Qualification : BBA (General) Experience : Fresher

E-mail : 2208001@ipeindia.org



Bodi Roshni

DOB : 15-05-1998 Qualification : B Tech (Chem Engg)

Experience : Fresher
E-mail : 2208008@ipeindia.org

Aishwarya Sai Linga

DOB : 31-12-2001

Qualification : B Com (Hons) (Business

Analytics)
Experience : Fresher

E-mail : 2208002@ipeindia.org



Bolisetty Rachana Kousalya Devi

DOB : 10-10-1999 Qualification : B Pharmacy Experience : Fresher

E-mail : 2208009@ipeindia.org



Akshita Nahar

DOB : 13-10-2000 Qualification : BBA (IT) Experience : Fresher

E-mail : 2208003@ipeindia.org



Ganta Hashmita

DOB : 06-03-2001 Qualification : BBA (HR) Experience : Fresher

E-mail : 2208012@ipeindia.org



Anushka

DOB : 09-02-2001 Qualification : BBA (HR) Experience : Fresher

E-mail : 2208005@ipeindia.org



Hruday Kumar Samala

DOB : 23-06-2002 Qualification : BBA (HR) Experience : Fresher

E-mail : 2208014@ipeindia.org



Student Profiles PGDM-HRM

HR & FINANCE



Jayanthi Sai Surya

DOB : 03-02-1998 Qualification: B Com Experience : Fresher

: 2208017@ipeindia.org



Meghana Patnaik

DOB : 31-12-2000 Qualification: BBA (General) Experience : Fresher

: 2208034@ipeindia.org



Jyotshna Priya Beshra

: 30-11-2000 Qualification: B Com (Accounting)

Experience : Fresher

: 2208018@ipeindia.org



Navyashree Battiprolu

: 23-07-1999 Qualification: B Com (General) Experience : Fresher

: 2208035@ipeindia.org



Kalisetty Navya Sri

: 03-03-2000 Qualification: BBA (HRM) Experience : 11 months

: 2208021@ipeindia.org



P Naga Durga Sreeram

: 23-07-2000 Qualification: BBA (HRM) Experience : Fresher

: 2208036@ipeindia.org



Kannuru Ramya Jyothi

: 14-05-1998

Qualification: BPT (Physiotherapy)

Experience : Fresher

: 2208022@ipeindia.org



Rishita Karangi

DOB : 11-10-1999 Qualification : BA (Mass Co

BA (Mass Communication

and Journalism)

Experience

: Fresher : 2208043@ipeindia.org



Korivi Sai Teja

: 12-03-2000 Qualification: BBA (HRM) Experience : Fresher

: 2208025@ipeindia.org



D Sailaja

: 05-05-2001

Qualification: BBA (Human Resource)

Experience : Fresher

: 2208052@ipeindia.org



Koushik Reddy

DOB : 20-01-2002 Qualification: BBA (HRM)

Experience : Fresher

: 2208027@ipeindia.org



J Swathi Chandana

: 11-10-1999 Qualification: B Tech Experience : Fresher

E-mail : 2208059@ipeindia.org



M Sowmya

: 30-03-2002 Qualification: BBA (HRM) Experience : Fresher

E-mail : 2208030@ipeindia.org

HR & BUSINESS ANALYTICS



Jagana Vivek

DOB : 02-07-1997
Qualification : B Sc (MSCS)
Experience : 18 months
E-mail : 2208015@ipeindia.org



Rebecca Ilene Murray

DOB : 26-12-1994 Qualification : B Tech (EC) Experience : 57 months
E-mail : 2208042@ipeindia.org



Manish Peddapalli

DOB : 03-06-1998
Qualification : BE (CSE)
Experience : Fresher
E-mail : 2208038@ipeindia.org

HR & OPERATIONS



Jamie Dorcas Samantini Slessor Parshva

: 29-09-1998 Qualification: BTech (CSE) Experience : 18 months

: 2208016@ipeindia.org



























Placement Programme Class of 2024

Placement Committee

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

The students will be allowed to report to their duties from May 2024 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 2024. 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

Prof M Meher Karuna

Coordinator – Placements

Institute of Public Enterprise,

Survey No 1266, Shamirpet (V&M) Medchal-Malkajgiri District,

Hyderabad: 500101. Phone :+91-040-23490967 Fax: +91-040-23490999 Mobile: 9154254044

Email: placements@ipeindia.org

Placement Team

Prof S Sreenivasa Murthy

Director & Chairman Placements

Prof M Meher Karuna

Professor &

Dr S Vivek

Coordinator – Placements Phone: +91-040-23490967

Mobile: 9440344468

Associate Professor & Joint Coordinator – Placements Phone: +91-40-23490974

Mobile: 9177345788

Dr P Mahesh

Assistant Professor & Joint Coordinator – Placements Phone: +91-40-23490973

Mobile: 9704644044

Dr P Vijay Kumar Reddy

Associate Professor &
Joint Coordinator – Placements
Phone: +91-40-23490976
Mobile: 9491821394

Dr A S Kalyana Kumar

Associate Professor & Member Placements

Ms C R Kavitha

Secretary – Placements Phone: +91-40-23490972 Mobile: 9391932160

Mr Rampal Yadav

Marketing Executive

Mr B Ramulu

Office Sub-ordinate



(Under the aegis of ICSSR, MoE, GoI)

Shamirpet Campus, Hyderabad - 500101

RESPONSE SHEET

(To be filled in by the Recruiter)

Name of the Organization:		
Address:		
City:		
Telephone:	Fax:	Mobile:
Email:		
PLACEMENT DETAILS		
Position: No. of Vacancie	es:	
1		
2.		
AREA		
☐ Marketing ☐ Finance ☐ HR	Operations Managem	nent
☐ Retail ☐ Banking, Insurance & FS	☐ International Busines:	S
Date for Pre-Placement Talks at IPE		(or) Office
Date for Selections at IPE	(or) Of	ffice
FACILITIES REQUIRED		
Transportation:	_ LCD	No. of Rooms for PPT
Others, if any		
Signature:		
Name of the Person:	Organiz	zation:
Telephone:	Fax:	Mobile:
Email:		
From:		

Some of our Recruiters ——

























































































































































































Survey No. 1266, Shamirpet (V&M), Medchal-Malkajgiri District, Hyderabad - 500101. Phone: +91-40-23490900 Fax: +91-040-23490999 www.ipeindia.org