

Placement Brochure 2011-12

*define the difference*



**MDI**  
GURGAON

Management  
Development  
Institute

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# Change Masters and Thought Leaders

When we embark on a journey, we see many a roads from different angles that converge to the same destination. We decide to build a road, and that makes all the difference inevitable. At MDI, we do not merely build fine managers. We are here in order to enable the world to live more amply, with greater vision, with a finer spirit of hope and achievement. We have let every aspiring business leader know that the moment they arrive at MDI, they are ready to take off. Our strategy is to not merely have some stars, but a constellation of polestars every year. What is a polestar? It's a name that is the very best and shines the brightest and is fixated in its position under every situation. Every MDI student is given an individual rank that does not confer privilege or give power. It imposes responsibility.



# Director's Message

*Dear Recruiters,*

Management Development Institute, Gurgaon (MDI), is an institute of excellence in management education, high quality research, executive development, and value added consultancy. At the forefront of Post-Graduate management education in the country, it has the distinction of being the first in India to receive international accreditations from the Association of MBA's (AMBA), UK in 2006 and re-accreditation for all its courses in 2011, as well as from the South Asian Quality Systems (SAQS) in 2005.

MDI has consistently focussed on designing practice-oriented learning through a contemporary and contextual curriculum buttressed by our strong industry interface. Our distinguished faculty members are actively involved in the pursuit of creating and disseminating knowledge and are constantly making significant contributions to academia, industry and the economy.

We at MDI are particularly proud of the courses being run under the Post-Graduate umbrella. The Post-Graduate Programme in Management (PGPM), started in 1994 as the flagship programme, has allowed us to create a talent pool of extremely well honed management professionals who can hit the ground running and contribute not just to the organization they belong to, but also to the society as a whole. The Post-Graduate Programme in Human Resource Management (PGP-HRM), started in 2004 in collaboration with the NHRD Network, creates specialists in the field of Human Resources who have a holistic knowledge of business as well. The course lays special emphasis on constant industry interactions and live projects. The Post-Graduate Programme in International Management (PGP-IM), started in 2006, caters to the ever globalising world, with a unique curriculum, where the students complete their first year of education at the MDI campus, and move to partner institutes in Europe for the second year to hone their skills in an environment of the ever-shrinking world economy, thereby creating international managers.

The Class of 2012 comprises some of the brightest minds in the country, hailing from diverse educational backgrounds, selected after an extremely gruelling selection process, and honed by some of the brightest faculty in the country supplemented by their own academic rigours. These students shall be ideally positioned in using their managerial capabilities to serve as change masters and thought leaders in the current dynamic business environment.

I extend a hearty invitation to you to visit the MDI campus and interact with our graduating students and faculty members to learn more about the Institute, the Post-Graduate Programmes, and how we may work together in enhancing our nation's competitiveness.

**Vinod K. Gupta**

*Director  
MDI, Gurgaon*



## A Message from The Chairman, Placements

At MDI, we are constantly upgrading ourselves to meet the challenges of a fast-changing world and a dynamic business environment. Given the pace of change that we have witnessed in the recent past, it is a task that keeps us on our toes. We incessantly and continually strive to incorporate the best practices of the academic world into all our programmes. This makes MDI an institution of great repute and an obvious choice for the brightest young minds in the country and abroad.

The stay at MDI results in shaping of attitude and character, which makes our students stand out in the corporate world not just as managers but also as leaders. Further, the opportunity to interact with students from a variety of backgrounds inculcates a sense of cross-cultural sensitivity in all our students, making them suitable for the extremely dynamic global business environment.

MDI in its single-minded determination to nurture the leaders of tomorrow focuses on learning by practice and application. The intellectually stimulating environment coupled with academic rigor helps in the constructive and holistic growth of the students. Students are encouraged to assume positions of responsibility and hence most activities on campus are student-driven.

Over the years, thanks to the support and confidence that esteemed organizations like yours have shown in our students, faculty and pedagogy, the placements at MDI have grown tremendously. Once again we are presenting before you 330 change masters, who we believe will reinforce the faith that you have had in us.

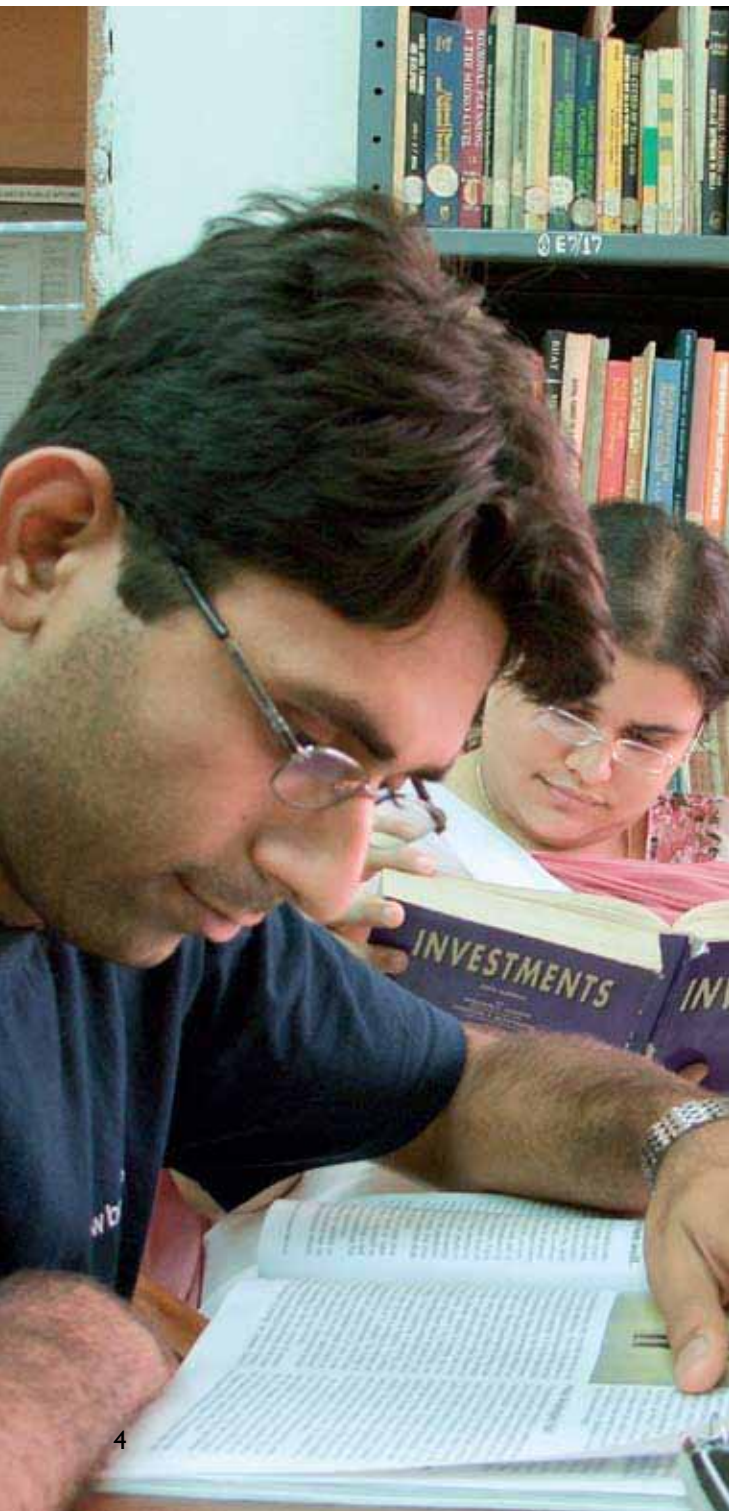
I therefore take this opportunity to invite you to MDI to recruit our students, who I assure you, will do your organization proud.

**Prof. Kanwal Kapil**  
*Chairman, Placements*  
*MDI, Gurgaon*

# The Genesis

Management Development Institute (MDI) was formed as an autonomous body in 1973, in collaboration with several reputed institutions like UNDP, UNIDO, World Bank and ILO. Since its inception, MDI has moved on the success path and is among the country's top B-Schools today.

MDI is recognized in the business and education community for the outstanding growth it has been able to achieve in a short time span. The PGPM programme, started in 1994 is already one of the best in the country. Over the years, students have joined well renowned corporations and have done their alma mater proud with their exceptional performance and professional approach.



## Courses Offered

- Post Graduate Programme in Management, PGPM
- Post Graduate Programme in Human Resource Management, PGP-HRM
- Post Graduate Programme in International Management, PGP-IM
- National Management Programme, NMP
- Executive Management Programme, EMP
- Fellow Programme in Management, FPM
- Executive Fellow Programme in Management
- School of Energy Management
- Post Graduate Programme in Public Policy and Management

Apart from these, MDI also offers various specialized programmes for practicing managers and management faculty. These include the following:

- Management Development Programmes, MDP
- Advance Management Programmes, AMP
- Quality Improvement Programmes, QIP
- In Company Programmes
- Armed Forces Program, AFP

Along with the above programmes, as part of its strong research focus, MDI also plays host to the following initiatives:

- Centre for Corporate Governance
- Centre for Energy Management
- Centre for Entrepreneurship
- Centre for Excellence in Information Management
- Centre for Supply Chain Management
- Centre for Transformational Leadership



## Intellectual Capital

The community of nationally and internationally acclaimed, full-time faculty members is one of the strongest assets of MDI. The faculty is actively involved in national and international academic activities like seminars, workshops, meets and conferences. MDI played host to the following conferences in the previous calendar year:

- **International Conference on Information Systems, Technology and Management**
- **International Conference on Sustainable Infrastructure in Emerging Markets**
- **International Conference on Digital Libraries and Knowledge Organization**
- **International Conference on Financial Innovations and Change for Survival and Growth**

Faculty members have been involved in disseminating their research outcomes through books, research articles published in reputed journals, and presentations in conferences at national and international levels. MDI has been consistently ranked very high in terms of Research Output among Indian Business Schools.

Careers 360 ranking: Ranking the Intellectual Capital of B-Schools

**Research Output : #1**

**Faculty Quality : #5**

**Pedagogy & Recognition : #6**

Apart from the nation's largest pool of full-time faculty, the institute also boasts of a large number of visiting faculty members, which include experienced and reputed members of the industry and academia. The academic community brings extensive research, training and industry experience and offers a comprehensive outlook and better education. Hardly does a day go by, without a guest lecture taking place in MDI.

**Full-time Faculty : 78**

**Visiting Faculty : 38**

**Guest Lectures : 238**

Being taught by such a diverse set of faculty sensitizes the students to the inner workings of the industry and prepares them to face the increasingly dynamic and competitive work environment. It gives them an edge, allowing them to emerge as the change masters and thought leaders of tomorrow.



## MDI Taking Global Strides

### Student Exchange

MDI Gurgaon boasts of one of the most distinguished student exchange programmes in the country. It has forged strategic partnerships with more than 80 international institutes and it is this extensive network which provides the students from the institute an excellent opportunity to complement their understanding of the Indian business scenario with cross-cultural management skills. Depending upon the association with the partner institute, a student may spend a term abroad or may also pursue a dual degree from the partner institute and MDI. Equipped with these experiences, the students of MDI are well positioned to perform in the globalized business scenario.

### Accreditation

MDI was the first Indian Business School and the second in Asia to be accredited by an International Institution – Association of MBA's (AMBA), London. In 2011, MDI became the only Indian B-School to have all its courses accredited by AMBA. In addition to this, MDI has also been granted the coveted South Asian Quality Assurance System (SAQS) accreditation.

### Academic Partnerships

MDI offers a host of programmes launched in association with its esteemed partner institutes. At the executive management level, MDI's partnership with the OneMBA consortium has contributed to the establishment of programmes in association with universities like ESCP – Europe. At the

post graduate level, MDI has launched the International Management programme wherein students spend their first year at MDI and second year in Europe. As a part of the second leg, the students pursue six month full-time internships with leading European companies.

### Achievements

In the past few years the students of MDI have been performing brilliantly in the international arena. Most recently, a team from MDI was Runners-up in the Schneider Electric Go Green Competition held in Paris, where they competed with teams from across the globe.

MDI's state-of-the-art facilities and reputed faculty continue to attract more and more students from its partner universities.

# Partner Institutes

## AFRICA

### South Africa

- University of the Free State, Bloemfontein

## ASIA-PACIFIC

### Australia

- Queensland University of Technology, Brisbane

### China

- Huazhong University of Science and Technology (HUST), School of Management

### New Zealand

- University of Otago, Dunedin

### Pakistan

- Lahore University of Management Sciences (LUMS)

### Thailand

- School of Management, Asian Institute of Technology, Thailand

## EUROPE

### Austria

- Vienna University of Economics and Business

### Belgium

- Solvay Business School, Brussels
- The Faculty of Applied Economics, University of Antwerp, Belgium

### Denmark

- Aarhus School of Business
- Copenhagen Business School

### England

- Middlesex University, London, UK

### Finland

- University of Tampere

### France

- EDHEC Business School, France
- ESCP Europe
- Grenoble Ecole de Management, Grenoble
- IAE Aix-en Provence, France
- The Institut d'Etudes Politiques de Paris (Sciences-Po)

### Germany

- Bergische Universität Wuppertal, Wuppertal
- European Business School - Oestrich-Winkel
- Frankfurt School of Finance & Management, Frankfurt
- HHL Leipzig Graduate School of Management, Leipzig
- International University in Germany, Bruchsal

### Greece

- Athens University of Economics and Business, Athens

### Israel

- LAHAV Executive Education Centre, Faculty of Management, Tel-Aviv University, Tel-Aviv
- Leon Recanati Graduate School of Business Administration, Tel-Aviv University, Israel

### Italy

- Bocconi University, Milano
- Università Carlo Cattaneo, (LIUC), Italy

### Netherlands

- RSM Erasmus University, Rotterdam

### Norway

- Norwegian School of Management BI, Sandvika

### Poland

- Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHiFM), Warsaw
- Warsaw School of Economics, Poland

### Russia

- Moscow International Higher Business School "MIRBIS", Moscow

## NORTH AMERICA

### Canada

- DeGroote School of Business, McMaster University
- McGill University
- University of Waterloo

### USA

- Bentley College, USA
- Cambridge College, Massachusetts, USA
- Marquette University, Wisconsin, USA
- North Carolina State University, Raleigh, North Carolina, USA
- Robert H. Smith School of Business, University of Maryland, USA
- School of Public Policy, George Mason University, USA
- The University of North Carolina, Kenan-Flagler Business School, Chapel Hill, USA
- University of Connecticut, USA

## Key Highlights

- ESCP Europe: Ranked #1 in FT Global Masters in Management Rankings, #7 in FT Best European Business Schools and #15 in FT Global EMBA Rankings
- The University of North Carolina, Kenan-Flagler Business School, Chapel Hill, USA: Ranked #19 in US Best Business School Rankings
- Grenoble Graduate School of Business: Ranked #5 in FT Global Masters in Management Rankings
- Rotterdam School of Management, Erasmus University: Ranked #6 in FT Best European Business Schools Rankings and #38 in FT Global MBA Rankings
- Università Bocconi: Ranked #28 in FT Global MBA Rankings and #17 in FT Best European Business Schools Rankings
- Aston Business School: Ranked #35 in FT Best European Business Schools and #50 in FT Global EMBA Rankings
- EDHEC Business School: Ranked #14 in FT Masters in Management and #25 in Best European Business Schools
- Robert H. Smith School of Business, University of Maryland: Ranked #45 in US Best Business School Rankings



## Research at MDI

Faculty members at MDI are involved in action centric research, and organizational problems are solved with academic rigour. Many faculty members have maintained their focus of research on certain key topics and have established their expertise and credibility in that area.

MDI encourages its faculty and doctoral candidates to publish their papers in quality journals classified in Class A, B, and C, based on ISI Thomson Scientific Journal Impact Factor and cases in Asia Case Research Centre, Hong Kong.

MDI faculty members are collaborating with leading institutions and societies for participating in international conferences and conducting research projects. They continually engage in publishing high quality research papers and reports.

MDI boasts of the highest research output among B-Schools in the country. To further research at the institute, MDI has signed an MoU with Asia Case Research Centre (ACRC), Hong Kong to promote the India Business Series. As part of this initiative, MDI faculty has published cases such as:

- **TECNOVATE:** Challenges of Business Process Outsourcing
- **Honda Motorcycles and Scooters India Ltd.**
- **Flaxo Exports:** Managing People in a Small to Medium-Sized Enterprise
- **Turning Copper into Gold:** Bharti Airtel's Fixed Line Service in India

MDI publishes its own quarterly journal 'Vision: The Journal of Business Perspective', that contains high-quality research papers. The editorial board of the journal consists of eminent scholars and various reputed Indian and foreign institutions. The journal is a scholastic platform for sharing of ideas, developing a culture of academic and industrial research, and beginning the trend of debates through publishing articles of varied genres. 'Vision' contains contributions from distinguished academicians and researchers of national and international repute.

The impact of the research-oriented environment, combined with valuable inputs and constant guidance from the faculty members, is evident in the numerous accolades received by MDI students. A plethora of awards at various national and international case study competitions is testament to the quality of academic research by the students and faculty members alike.



# International Conferences

## **International Conference on Information Systems, Technology and Management**

The International Conference on Information Systems, Technology and Management, which was founded in 2007, was held in New Delhi (India), Dubai (UAE), Ghaziabad (India) and Bangkok (Thailand) previously. The conference in 2011 was organized by the Management Development Institute (India), the University of Florida (USA) and Grenoble EU (France), from the 10th to the 12th of March, 2011.

The conference brought together developers, users and researchers from the academic and Business community for sharing and exploring new areas of research and development in the knowledge economy.

## **International Conference on Sustainable Infrastructure in Emerging Markets**

Management Development Institute (MDI) organized a conference on Sustainable Infrastructure in Emerging Markets in 2011. The conference brought together academicians, policy makers and practitioners to present papers on one of the most pressing economic challenges of emerging economies: The creation of infrastructure in an efficient, equitable and environmentally sustainable manner. The conference was a unique event, and contributed significantly towards bridging the gap between research, policy, and practice, which is stark especially in emerging economies.

## **International Conference on Digital Libraries and Knowledge Organization (ICDK)**

The ICDK was organized jointly by Management Development Institute (MDI), Indian Association of Special Libraries and Information Centers (IASLIC), and INDEST-AICTE Consortium from the 14th to the 16th of February, 2011.

The conference provided a forum for scholars from different fields and backgrounds to share their views and perspectives on how to advance research in the areas of digital libraries and knowledge organizations. The conference saw a major turnout this year and journals like Program: Electronic Library and Information Systems and International Journal of Computer Applications brought out special issues covering selected articles.

## **International Conference on Financial Innovations and Change for Survival and Growth (FINCON)**

The FINCON-2011 was organized and hosted by Management Development Institute, Gurgaon on the 7th and 8th of January, 2011, in collaboration with School of Business, Connecticut. The conference attracted a host of highly distinguished academicians and corporate organizations who, over the entire duration, shared their views on topics ranging from Valuation Modeling and Financial Risk Management to Inflation. The highlight of the conference was the valedictory address given by Dr. C. Rangarajan, the Chairman of the Prime Minister's Economic Advisory Council.



# Student Activities



The Alumni Committee is committed to strengthening the alumni connect. It has taken swift strides in this direction in the past year, with several events having been organized to achieve this purpose, the highlight being the National Alumni Meet, held in December 2010. The annual meet witnessed more than 400 alumni returning to campus to revel in the nostalgia of meeting their batch-mates, friends and professors. The campus also saw the post graduate batch of 1998-2000 return to campus for their tenth year re-union, the first of the many official reunions to come.

Regional Alumni Meets, held in Kolkata, Bengaluru and Mumbai in the month of May 2011 were immensely successful with MDI alumni getting a chance to relive the old times by interacting with their professors.

A number of alumni have also taken out time from their busy schedule to add immense value to the current batches through the Business Thought Leadership Lecture Series.



The Corporate Communications Cell performs its pivotal role of connecting the MDI community with multiple stakeholders through several media relations activities. It accomplishes this through its regular corporate newsletters, annual yearbooks and by being the custodian of the MDI blog which communicates to the exponentially increasing virtually connected communities. C-Cube as it is popularly known also addresses the needs of internal communication by reporting events, happenings and achievements to the student community.



DelphiQue, MDI's National Management Convention is hosted in the month of November each year. It is a unique platform for leading organizations, academicians, industry peers and students to interact and share thoughts on the critical issues faced by the corporate world.

DelphiQue strives for true value addition for its Partner Organizations through diligent and meticulous research backed by expert guidance from specialist professors. Over the years, organizations like PricewaterhouseCoopers, Deloitte, Hay Group, Procter & Gamble, PepsiCo, Citigroup, American Express, Aon Hewitt, Mercer, Aditya Birla Group, IBM, Cognizant, Dell, and others have put their trust in DelphiQue for value added research. The convention has been graced by the presence of industry leaders like:

**Dr. R.K. Pachauri** - Noble Laureate

**Dr. Ravi Ajmera** - CAO, Deutsche Bank

**Mr. Manoj Piplani** - MD and Site President, Citigroup

**Mr. Oscar DeMello** - Country Head, Hay Group

**Mr. Anil Sethi** - Vice President, TCS

**Mr. Sanjeev Agarwal** - Founder and CEO, Daksh and the Current Managing Director, Helion Ventures Pvt. Ltd.

**Mr. C.S. Mohapatra** - Director, Capital Markets, Ministry of Finance

The convention which plays a host to around 12-15 leading organizations and over 70 corporate leaders every year provides an ideal platform to network and explore research opportunities.



Imperium, MDI's annual-inter B-school management and cultural fest is a confluence of the finest brains from the top Indian B-schools. 72 hours of non-stop activity - case studies, business games, simulations based on contemporary business scenarios from various disciplines of management, cultural night performances by some of the biggest celebrities of India,

corporate quiz hosted by India's finest Quizmasters and interaction with eminent personalities from different walks of life through our Talk Series along with a cartload of informal events sum up the essence of Imperium.

The cultural events were star-studded with bands such as Indian Ocean, Euphoria, Parikrama and celebrities like Javed Ali, Palash Sen and Rahul Ram gracing the occasion. Imperium endeavors to provide a kaleidoscope of events to enrich and entertain. In its 11<sup>th</sup> edition, Imperium aims to live up to its glorious past and create an inspirational future.

We would like to take this opportunity to invite you to Imperium 2011. The event is scheduled to be held from **4<sup>th</sup> to 6<sup>th</sup> November, 2011**.



Samaritans, the social initiatives club of MDI, aims at inculcating a culture of social responsibility among aspiring managers through various sensitizing events and activities within and outside MDI. On-campus activities include blood donation camps, collection of reusable and recyclable material, literacy & welfare initiatives for the workers at the student mess, talks and socio-cultural events by NGOs and social organizations to increase awareness. Disha 2010, a national level B-plan competition was conducted in collaboration with the National Innovation Foundation last year where business management skills were put to practical use for grassroot level innovations.

Outside MDI, Samaritans members and volunteers regularly visit the Deepalaya school, Gusbethi, where they engage the children in experiential learning and cultural and career workshops to encourage self-reliance. The objective is to harness the management acumen of ManDevlans in making a difference to the society. Samaritans is driven by the volunteering spirit in the students of MDI.



Sanskriti, the cultural club at MDI, is a platform where musicians, dancers, actors, painters and writers come together to create euphoria. The club has several groups transcending the different arts – *Mukhaute*: the drama group, *Mandolins*: the music group and *Sole to Soul*: the dance group.

Be it conducting salsa workshops, celebrating different festivals, participating in national level competitions or associating with Spic Macay to provide a platform for nomadic orchestras of the world, Sanskriti has a singular dream – the quest to build a haven for novices and connoisseurs alike, where the ‘art’ of living takes on a new meaning.



The Sports Club at MDI has a vision of imbibing a healthy and competitive sporting spirit in the students of MDI amidst the intensive academic rigor. It takes the onus of organizing sporting activities and ensures a healthy and physically fit student and faculty community. Some of the most memorable moments at MDI are captured in the sporting arena.

The club conducts competitions featuring a myriad of sports – Cricket, Football, Volleyball, Badminton, Table Tennis, Lawn Tennis, Badminton, Basketball, Carrom, Chess, Snooker/Pool and Athletics. This November, for the first time in the history

of the institute, the Sports Club is planning to conduct “**AKSHAYAM**”, a Sports-cum-Cultural Fest with participation from the top Indian B-schools.

The major events organized by the club include *The Cup Of Life* – the Corporate Futsal tournament, *King of Kings* – the Inter-Sectional Rivalry, *War of Worlds* and *RanBhoomi* – the night cricket tournament. A host of other events every month keeps the spirit of sports alive and active at MDI.



The Web Committee is the technology club of MDI which brings technology to every aspect of a student’s life at MDI – be it academic or extra-curricular. The Web Committee is in charge of the development and maintenance of the student portal - *mandevian.com*. It engages with the co-ordinators of all the activities and events on campus to ensure that the site is updated with the latest content. The Web Committee works on creating and managing online forums for the incoming batch of students to ensure that they are well updated about MDI before joining the institute. The committee also undertakes the integration of websites/blogs of various clubs – making it a one stop solution for all club-related information. In all, the Web Committee ensures a rich and satisfying technology experience for all stakeholders of MDI which includes the past, present and future ManDevians.

# Student Awards: Making MDI Proud

A B-School is known by the quality of the students it produces. Time and again, MDI's students have proven themselves to be the best at both the national and international stages. Students have exuded professionalism and competitive spirit in the recent competitions and events conducted by companies and educational institutions alike.

<b>Award</b>	<b>Position</b>
2011 Cherie Blair Foundation for Women - National Entrepreneurship Network Fellowship	National Winner
Schneider Electric Go Green in the City Competition 2011	National Winner/ International First Runner-Up
1st Annual International Lufthansa Case Challenge, 2010	First Runner-Up
Go Green in the City International Case Challenge, 2011	Finalist
TCS JANUS Challenge, 2010 - International Business Strategy Competition	First Runner-Up
The Deal 2010 - J P Morgan Investment Banking Contest	National Winner
Airtel iCreate, 2010 - Business Plan Competition	National Winner
Brand Vista - National Brand Extension Competition by Madura Fashion & Lifestyle, 2011	National Winner
TATA HRDP Think Tank, 2010	National Winner
Religare Case Study Competition, 2010	National Winner
Schneider Electric Case Study Competition, 2010	First Runner-Up
L&T Finance Holdings' Project Finance Case Study, 2010	First Runner-Up
Citigroup, Global Decision Management - Analytics Case Study Competition, 2010	National Finalist
Nomura India Analytics Group - Case Study Competition, 2010	National Finalist
B-School Events in 2010-11	Position
Merger Inc., SP Jain	National Winner
Deal Devilry, FMS	National Winner
Markowitz, Great Lakes Institute of Management	National Winner
Conglomerate, IIT Delhi School of Management	National Winner
Discombobulation, IIM Calcutta - Online Treasure Hunt	National Winner
Curiosio, IIM Calcutta	National Winner
Parikrama, XIMB Bhubneshwar	National Winner
Junkyard Wars, IIM Ahmedabad	National Winner
Junkyard Art, IIM Ahmedabad	National Winner
Arthasutra - Economics Quiz, NMIMS	National Winner
MouseTrap, IIM Ahmedabad	First Runner-Up

# Life @ MDI



## 7:00 AM

Early-risers (or for that matter, late-sleepers) are greeted by the twittering of birds

## 8:30 AM

Lakshya and Gurukul become the nerve-centers of all activity



## 4:30 PM

Learn and unlearn through Live Projects and other interactions

## 5:30 PM

Time to discuss and interpret classroom fundamentals



## 9:30 PM

Engage oneself in club activities that are a microcosm of corporate life but with all the fun one could ever want

## 10:30 PM

Innovative business solutions and ever-lasting friendships are forged over visits to Arcus – the all-night food joint on campus



### 12:15 PM

A flurry of lectures, case discussions, quizzes, role plays and presentations bombard one's intellect

### 2:00PM

Power lunch takes away the pent-up fatigue



### 6:15 PM

Unwind with a game of football at the MDI greens, a workout at the gymnasium, or a walk around the campus

### 7:30 PM

Time to walk into the cool confines of the cavernous library



### Midnight

A frenzy of submissions using the management fundamentals of Just-In-Time at the dreaded 11:59:59 deadline

### 2:00 AM

Nitpicking on pre-readings, cases, presentations and assignments to transcend the gap between first-rate and sublime

# FINANCE

*“Literature was formerly an art and finance a trade; today it is the reverse” – Joseph Roux*



*write the  
future*

*MDI students have supreme competency in financial and economic conceptual frameworks as well as their applications, thereby enhancing their ability to handle ambiguous qualitative relationships that dominate one's day-to-day decision-making.*

At MDI, Finance is one of the most sought after specializations. The course is designed to allow students to investigate and scrutinize the nuances of finance and at the same time appreciate its role as the fuel for business organizations. This knowledge is complemented with a thorough understanding of the financial decision-making process in the corporate world through regular industry interactions, case studies and competitions.

Keenly involved in providing the students with this wide pool of knowledge is a team of renowned faculty. Over the years, finance has been one of the biggest attractions at MDI. *Unnati*, India's first and largest student-run mutual fund, provides students a great platform to constructively use the theoretical knowledge gained through classroom instruction. The student club *Monetrix* has been influential in reaching out and nurturing interest and enthusiasm through its wide range of activities and events, and has helped make finance an integral part of student life.



## Courses

### Finance

- Advanced Financial Statement Analysis
- Analytical Methods and its Applications in Finance
- Behavioral Finance and Business Valuation
- Corporate Finance
- Financial Markets
- Financial Risk Management
- Financial Shenanigans and Governance
- International Corporate Finance
- Investment Management
- Management Accounting
- Management of Banks and Financial Institutions
- Project Appraisal and Structured Finance
- Strategic Cost Management
- Taxation for Business Planning
- Treasury and Assets-Liabilities Management

### Economics

- Application of Game Theory to Business
- Demand Forecasting
- Economic Environment & Policy
- Financing and Managing Infrastructure Development
- Industrial Economics
- International Macroeconomics and Forex Management
- Micro Economics

## Faculty

### Economics

#### **ATMANAND**

*Professor*

#### **Rohit PRASAD**

*Associate Professor & Chairperson  
(Centre for Entrepreneurship)*

#### **Rupamanjari Sinha RAY**

*Professor & Area Chairperson*

#### **Sajal GHOSH**

*Assistant Professor*

#### **Subhalakshmi SIRCAR**

*Faculty Member*

#### **Sunil ASHRA**

*Associate Professor & Chairperson  
(Energy Management)*

### Finance

#### **Anand Kumar SHARMA**

*Professor*

#### **Anil MISHRA**

*Associate Professor & Chairperson  
(IIC Prog. for Govt. and Public Sector)*

#### **Ashutosh DASH**

*Assistant Professor*

#### **C.P. GUPTA**

*Professor*

#### **K.N. BADHANI**

*Associate Professor*

#### **N.R. BHUSNURMATH**

*Professor & Area Chairperson*

#### **Pratap Chandra BISWAL**

*Associate Professor*

#### **Sandeep GOEL**

*Assistant Professor*

#### **Sanjay BAKSHI**

*Professor*

#### **Shailender Kumar RAI**

*Assistant Professor*

## Student Initiatives



Monetrix, The Finance and Economics club of MDI, exists to provide opportunities for broad-based practical learning that complements theory. This club endeavours to provide MDI students an edge by demonstrating superior knowledge and grasp of concepts and issues in Finance and Economics.

Some of the activities of the club include *Finstreet*, a comprehensive Summers and Finals preparation series involving topic presentations and compendiums of essential information, and the *Big Bargain*, the forum of finance focused competitions and simulation games. Further, financial workshops on modeling, valuations, etc are conducted to help build skills relevant to the industry.

The club also publishes MDI's annual Finance and Economics Journal, *Fine Tune*, which includes research articles contributed by students from top B-schools across the country.



Unnati, India's first ever student-run mutual fund was conceptualized in June 2001 with the objective of providing future managers a launch pad to enhance their learning through the experience of managing a real investment portfolio. In August 2003, a Mid-Cap fund was added to the existing Diversified fund to expand the universe of stocks researched by the team.

Unnati's investment philosophy is of value investing through fundamental analysis. The 'analysts-in-training' generate quality research to aid investment decisions. The stock analysis meetings stimulate debate and a culture of forming opinions and questioning assumptions which leaves the team richer in experience.

A high degree of focus is on investor education and not just providing excellent returns on investment. The Investor Education Series helps impart basics of investment while industry interactions and valuation workshops help cater to more advanced investor education needs.

## Our Illustrious Alumni

<b>Ajay Atreya</b>	COO - Wealth Advisory & Investment Services, Edelweiss Securities Ltd.
<b>Archana Gopinath</b>	Associate, The Blackstone Group
<b>Ashish Agarwal</b>	Vice-President, Centrum Capital Ltd.
<b>Gaurav Gupta</b>	Associate Director, Societe Generale
<b>Gautam Vishwanathan</b>	Vice-President, International Business Development, HSBC
<b>Girish Aivalli</b>	Country Head - Food & Agri-Business Consultancy & Research, Yes Bank
<b>Ishan Garga</b>	Director, Business Development, Omniyat Investment & Management LLC
<b>Jasmeeth Chadha</b>	Director (Alternate Investment Solutions), UBS
<b>Manish Gupta</b>	Deputy Head: Energy & Commodities Structured Debt, BNP Paribas
<b>Pradeep Malhotra</b>	Senior Vice President - S&D, ICICI Prudential Life Insurance Co. Ltd.
<b>Prakash Prabhu</b>	Vice-President, Markets GBM, RBS
<b>R. Rajagopal</b>	Vice-President, Citibank N.A.
<b>R. Vijay Kumar</b>	Director, Credit Agricole Corporate and Investment Bank
<b>Rohit Mittal</b>	Senior Energy Specialist, The World Bank
<b>Sandeep Thapliyal</b>	Managing Director, Religare Capital Markets Ltd.
<b>Sharat Goyal</b>	Investment Director, AMP Capital Investors
<b>Siddharth Pardesi</b>	Senior Vice-President, HSBC
<b>Vijay Tangirala</b>	Director - Relationship Advisory, ANZ Capital

## Past Recruiters

4S	Franklin Templeton	RBS
Airtel	Goldman Sachs	REC
American Express	HDFC Bank	Reliance
Axis Bank	HSBC	Religare
Bajaj Finserv	ICICI Bank	Reserve Bank of India
Bank of Baroda	ICRA	SBI Bank
Bank of India	IDBI	SBI Caps
Barclays	IFCI	Scotia Capital
Berkshire Insurance	ING Vysya	SEBI
Bharti Realty	JP Morgan Chase	SIDBI
BNP Paribas	Juniper Capital	SMC
Citigroup	Langham Capital	Standard Chartered
Corporation Bank	Mahindra	Tata AIG
Deloitte	Nomura	Tata Capital
DFCL	PNB	UCO Bank
FINO	Punj Lloyd	Yes Bank



# Marketing

*“A market is never saturated with a good product, but it is very quickly saturated with a bad one.” - Henry Ford*

In line with Mr. Ford's assertion, marketers have been the coveted 'good products' of MDI. Over the years, MDI has been known for churning out a talented pool of managers who have consistently proven themselves by carving a niche in the exciting domain of Marketing.

The curriculum and pedagogy have been structured with flexibility and adaptability to meet the demands of the corporate world. This includes incorporating the latest concepts, such as Social Media and its effects, in the curriculum. The focus is on practical learning through case studies, innovative activities and events conducted by *Marquity*, the Marketing club at MDI, and internships with the best marketing firms in the industry. MDI also prides itself on *Illumina* – a unique annually held event that serves as an innovative way for companies to solve marketing research problems.

This coming together of a great talent pool and globally renowned faculty has seen a series of distinguished alumni emerge in this domain, leaving their and their alma-mater's footprints across the world.

*think  
different*

*Through a balanced blend of case-based pedagogy and real-life market exposure, budding marketers at MDI equip themselves with the requisite skills to intuitively understand the nuances of the local as well as global markets.*





## Faculty

**Ashok P. ARORA**

*Professor*

**Avinash KAPOOR**

*Assistant Professor & Chairperson  
(PGPIM)*

**Chinmaya KULSHRESTHA**

*Assistant Professor*

**Jass Nathaniel GODINHO**

*Associate Professor & Chairperson  
(NMP)*

**Jaydeep MUKHERJEE**

*Associate Professor & Area  
Chairperson*

**Kanwal KAPIL**

*Associate Professor & Chairman  
(Placements)*

**Mukul GUPTA**

*Professor*

**Neelu BHULLAR**

*Associate Professor*

**Sanjay CHANDWANI**

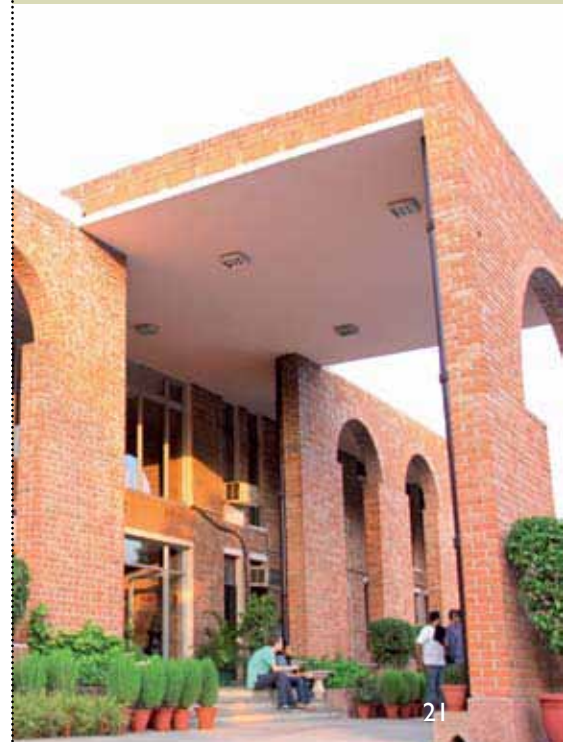
*Assistant Professor*

**Vinod KALIA**

*Professor*

## Courses

- Advertising Management
- Brand Management
- Business Marketing
- Consumer Behavior
- Customer Relationship Management
- International Marketing
- Issues in Rural Marketing
- Marketing for Virtual World
- Marketing of Consumer Financial Products
- Marketing of Services
- Marketing Planning
- Marketing Practices and Implementation
- Product Management
- Retailing and Franchising
- Sales & Distribution Management



## Student Initiatives



At MDI, when you think Marketing, you think MarQuity! Team MarQuity strives to keep the student fraternity abreast with all the latest happenings in the area of Marketing. MarQuity aims to create an atmosphere in which academic concepts can be discussed and practically applied so that the students have a thorough understanding of marketing fundamentals. This objective is achieved through a series of activities organized throughout the year.

These activities include knowledge sharing forums, guest lectures, case study competitions, branding and advertising events, and marketing symposiums. These events are organized in close association with the industry.

MarQuity has recently been roped in as the knowledge partner of brandandme.com, sharing space with the likes of eBay and exchange4media.

The club actively engages in social media through its website [www.mdi-marquity.com](http://www.mdi-marquity.com) and the MarQuity Facebook page.



Illumina is the disguised market research festival of MDI Gurgaon. MDI will celebrate the 15th edition of this unique event in October 2011 wherein students and some of the leading companies across sectors will collaborate to understand the consumer. What makes this research unique is the fact that the respondents are made to play games and take part in activities designed in line with the company's research objectives. Since the respondents are unaware of the process, the responses are genuine and unbiased.

Illumina is conducted in two formats - Rural Illumina is held at village Pataudi in Haryana, and Urban Illumina is held in the form of a Diwali Mela organized by the students at the MDI campus. The Urban format will also feature disguised research done for companies with children as the target group.

Illumina has had associates like Airtel, Tata BP Solar, Akzo Nobel, Marico, Kellogg's, Britannia, Dabur, Aviva and Bank of Baroda. We are present on the web at [www.illumina.mandevian.com](http://www.illumina.mandevian.com).



## Our Illustrious Alumni

<b>Amit Didolkar</b>	Partner Sales Manager, Cisco
<b>Amit Pande</b>	Retail Director, Louis Philippe
<b>Anand Narang</b>	Marketing & Solutions Director, Huawei
<b>Anubhav Krishna</b>	Sr. Key Account Manager, P&G
<b>Arvind Mathur</b>	Asia GBS Portfolio Planning Leader & BI Service Leader, P&G
<b>Ashish Kumar Asati</b>	Sr. Brand Manager, Diageo
<b>Chanakya Misra</b>	Vice-President - International Business, Glenmark Pharmaceuticals
<b>Gaurav Pant</b>	Director - Retail Solutions, TCS
<b>Gaurav Sabharwal</b>	AVP (International Brands), Pernod Ricard India
<b>Gurpreet Singh Sandhu</b>	Zonal Head - Punjab & Haryana, Aditya Birla Retail
<b>Karthik Balagopalan</b>	Head - Business Development, Projects & New Initiatives, Puma Sports India Pvt. Ltd.
<b>Nitin Nigam</b>	Regional Lead - NPR and SAMB Packaging Material, Akzo Nobel
<b>Sandeep Anand</b>	Brand Manager - Veet & Clearasil, Reckitt Benckiser
<b>Shruti Sutwala</b>	Brand Manager for Kaya, Marico
<b>Vikas Bajaj</b>	Joint MD, Bajaj Motors Limited
<b>Vishal Bhatia</b>	Marketing Director, Reckitt Benckiser
<b>Vishal Kumar Golchha</b>	Vice-President - Revenue Management, PepsiCo.



## Past Recruiters

Abbott	Biocon	HCCB	Maruti Suzuki	Religare
Agro Tech Foods Ltd.	Britannia	HT Media	Microsoft	Tata Motors
Airtel	Cadbury	Idea Cellular	Nestle	Tata Steel
Akzo Nobel	Castrol	ITC Limited	Panasonic	Tata-McGraw Hill
American Express	Coke	Johnson & Johnson	Pepsi	Technopak
Amway	Colgate-Palmolive	JSPL	Perfetti	The Times of India
Arcelor Mittal	Dabur	JSW Steel	Philips	Thomas Cook
Ashok Leyland	Dolcera	Kellogg's	Pidilite	Trident
Asian Paints	Dr. Reddy's Laboratories	Kohler	Procter & Gamble	UB Group
Aspiring Minds	Eli Lilly	Madura Garments	PVR Cinemas	Videocon
Axis Bank	Godrej	Mahindra	Ranbaxy	Vodafone
Baxter	Google	MakeMyTrip	Reckitt Benckiser	Wipro
Benetton		Marico	Reliance	Wrigley's

# Operations

*“Our business is about technology, yes. But it’s also about operations and customer relationships.”  
– Michael Dell*



## *define your move*

*Industry today functions like clockwork. Students at MDI mesh their intellectual gear teeth under the right amount of torque from the esteemed faculty to be churned out as efficient and effective operations experts.*

MDI offers a distinct curriculum and pedagogy in the field of Operations, focusing on an insightful and practical mode of study for students who embark upon it. Courses offered are tuned to the demands of the industry. Through regular interactions with eminent operations experts, students learn to give due importance to both planning and day-to-day operations. The distinguished professors provide the students with a holistic view of the field, igniting young minds in the process.

With the student-run club *Obsession* providing opportunities for live projects and helping students in industry interactions, students are well-attuned to the needs of the market. Companies across the globe recruit students from this specialization for various roles to manage their operational requirements.



## Courses

- Business Process Management
- Management of Quality
- Management Science Models
- Manufacturing Process Management
- Operations Management
- Operations Strategy
- Project Management
- Service Operations Management
- Statistics for Management
- Supply Chain Management
- Systems Approach to Materials Management
- Time Series Analysis & Forecasting

## Faculty

### **Ashok PANJWANI**

*Professor & Dean & Chairperson (PGP-PT)*

### **Bhimaraya A. METRI**

*Professor*

### **Joydip MITRA**

*Associate Professor*

### **Manoj SRIVASTAVA**

*Assistant Professor*

### **Prem VRAT**

*Professor of Eminence*

### **S. CHATTERJEE**

*Professor & Dean & Chairperson  
(AMP & SMP and Students Affairs)*

### **Sanjay KUMAR**

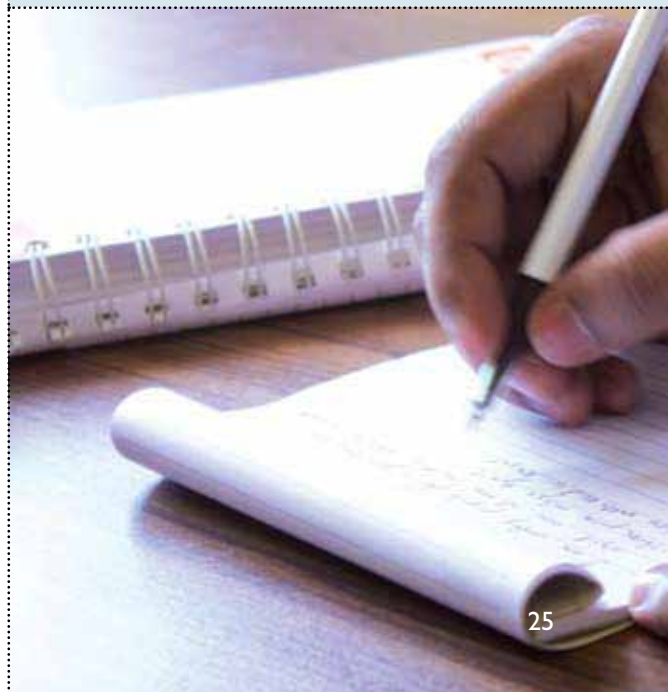
*Professor*

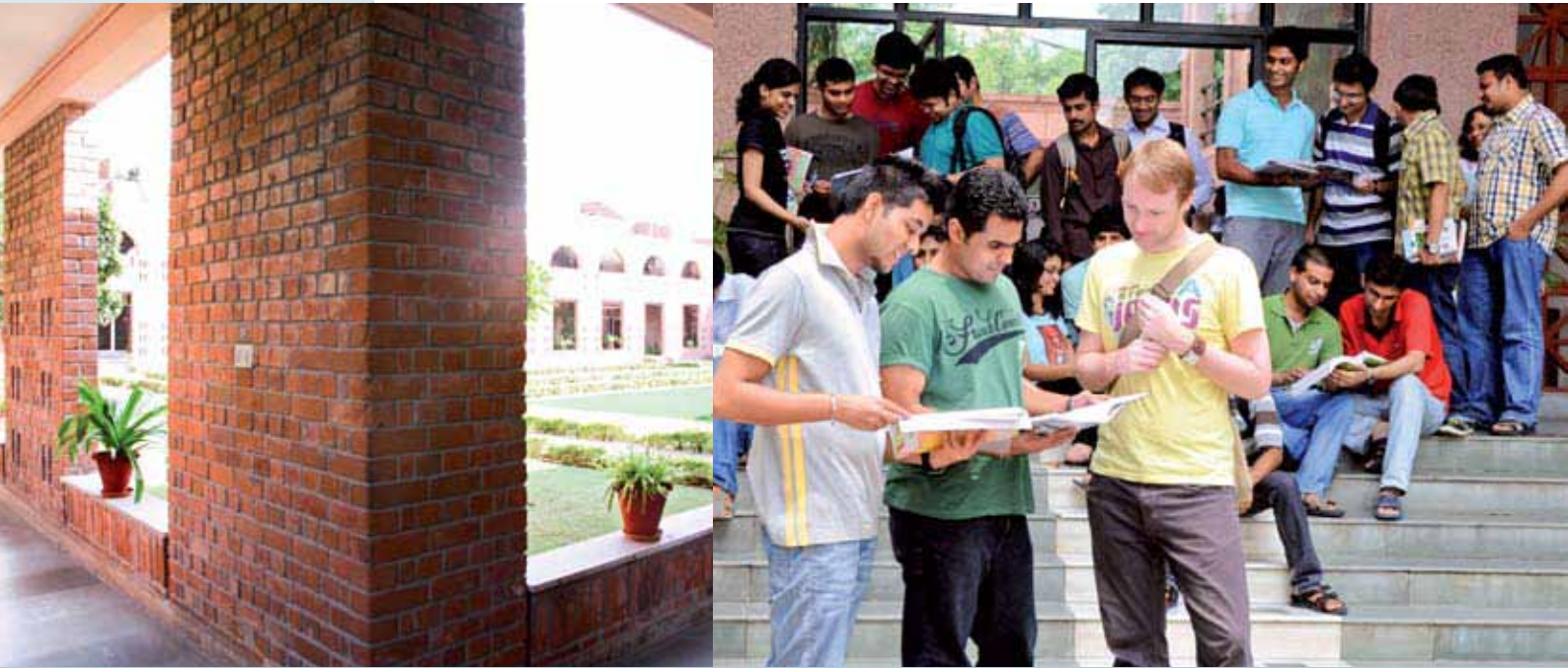
### **Sidhartha S. PADHI**

*Sr. Lecturer*

### **Vijay AGGARWAL**

*Professor & Area Chairperson*





## Student Initiatives

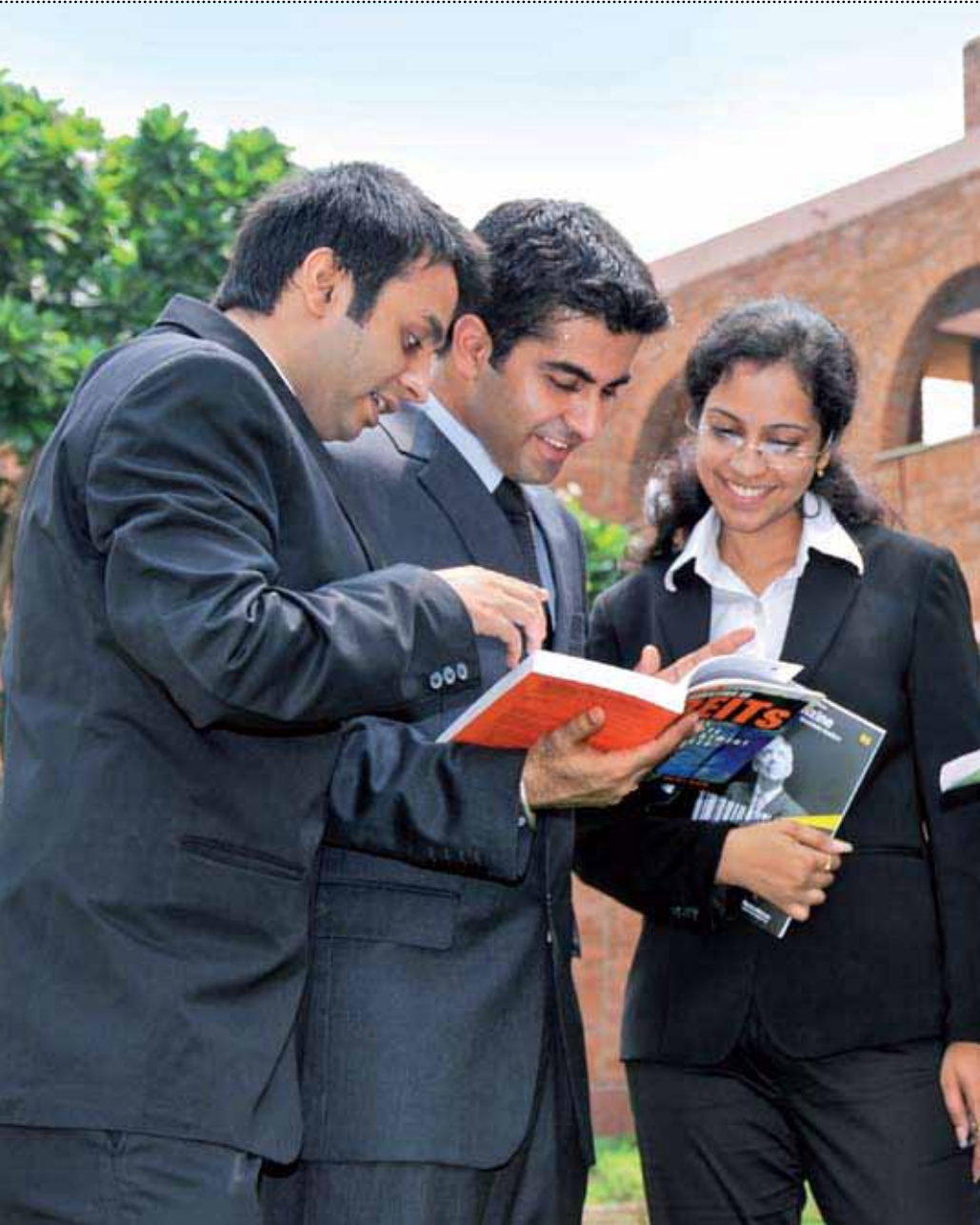


OpSession, the Operations club at MDI has been the unifying platform for the students interested in pursuing a career in the field. The members of team OpSession work towards creating awareness and interest about a career in Operations Management – highlighting the opportunities and the challenges involved.

OpSession comes up with a monthly journal, Ops-Scene, which covers the relevant happenings in the world of Operations Management. The entire student community at MDI contributes to the articles. Various sessions like Excel-lens, a workshop on ExcelTools, are also conducted. The team also prepares case studies based on real-time challenges faced during the daily campus activities. Verve is OpSession's digital foot print. It is a blog which is regularly updated with all the happenings in the field. Apart from these activities, the OpSession team also develops simulation exercises to be conducted during *Imperium*, the flagship management and cultural festival of MDI.

## Our Illustrious Alumni

<b>Ajeet Inderjeet Singh Boparai</b>	Director, India operations, Gabcast.tv
<b>Amit Gupta</b>	Engagement Manager (Supply Chain Management Consulting), Accenture
<b>Ankur Huria</b>	Private Sector Development Specialist - Trade Logistics & Supply Chain, World Bank
<b>Arvind Khanduri</b>	Operations Manager - UAE (KAYA), Marico
<b>Ashish Gupta</b>	Global Planning Manager, TATA BP Solar
<b>Ashish Sood</b>	VP - Vendor Management & Supply Chain, PepsiCo.
<b>Joseph Chacko</b>	Manager - Powertrain Program Purchasing, Ford India
<b>Manas Kamal Nijhawan</b>	National Supply Chain Manager, Pernod Ricard
<b>Sudeep Hota</b>	Sector Manager - Packaging Procurement, Cadbury



## Past Recruiters

Arcelor Mittal  
Ashok Leyland  
Caterpillar  
Cummins  
DSCL  
Enterpriseforce  
Eperium  
Exide  
Gati  
Hector Beverages  
HSBC  
IOCL  
L&T  
Maruti Suzuki  
Philips  
Procter & Gamble  
PXIL  
QAI Consulting  
Ranbaxy  
RBS  
SAP  
Tata Steel  
UB Group

# INFORMATION MANAGEMENT

*“Information technology and business are becoming inextricably interwoven. I don’t think anybody can talk meaningfully about one without talking about the other.” – Bill Gates*



## *leading edge*

*Information is the currency of today’s world. At MDI, the students realize that organizations that can’t leverage their information assets underperform and eventually fail. The innovative teaching methodology employed by leading luminaries from the IT industry further fabricate the thorough understanding of information systems among students, making them invaluable assets to any organization.*

Information Management is a domain that has come into prominence in the past few years, given the increase in transfer of information across the globe. With rapidly changing business needs, the institute has constantly worked towards incorporating these changes in the Information Management curriculum.

The courses offered in this area have practical relevance and aim at making the students aware of the various facets of this domain. The curriculum is further reinforced by the faculty that includes some of the most eminent names from the industry. Backed by this approach of a well-rounded curriculum and experienced faculty, the students understand that the focus is not only to have information but also to process and manage it. Aided by the constant endeavours of the student body *ThinC*, the students bring to the table a unique combination of knowledge and competency.

## Courses

- Business Process Management
- Business Intelligence
- Business of Telecommunications
- Enterprise Systems
- Information Security Management
- IT Business Development
- Strategic Management of IT
- Management Information Systems



## Faculty

**Anjali KAUSHIK**

*Assistant Professor*

**D.P. GOYAL**

*Professor & Chairperson (PGPM)*

**Dhruva NATH**

*Professor & Area Chairperson*

**Mahadeo P. JAISWAL**

*Professor*

**N.P. SINGH**

*Professor & Chairperson (Admission & International Relations)*

**Sangeeta Shah BHARADWAJ**

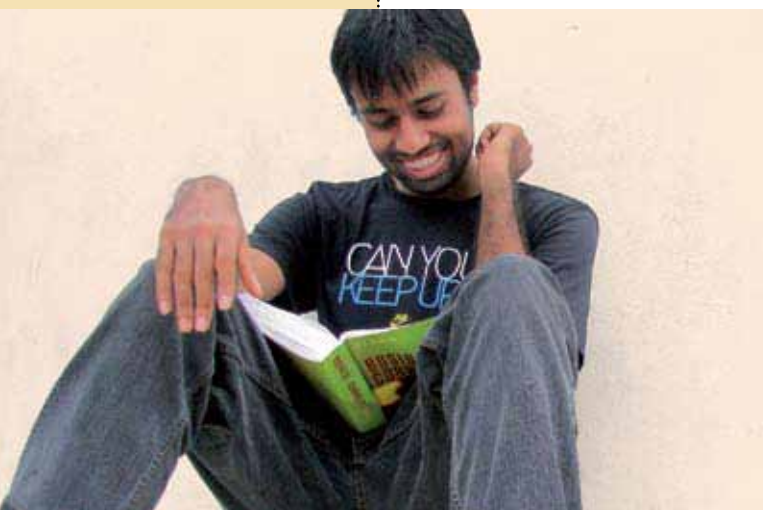
*Associate Professor & Chairperson (Computer Centre)*

## Student Initiatives



ThinC, the Information Consulting and Management Club of MDI is the youngest academic club at the institute. It was formed keeping in mind the growing demand for IT Managers and has been instrumental in promoting a deeper understanding of the business of IT Consulting among the student community. The club strives to provide a platform for students to develop a practical understanding in the field of IT consulting. ThinC especially focuses on enhancing the domain knowledge from an IT perspective in order to give students a feel of the practical applications of IT in management. This is achieved through the medium of case study preparation, presentation and discussions as well as through industry interactions and expert talk series. The regular activities of the club include 'ThinCTimes' - the monthly magazine, which covers the major IT themes of the month in detail; the fortnightly newsletter - 'Techno Babble'; the monthly technology update newsletter; and domain specific information newsletters.

This year, the club is working to integrate the knowledge pool available within the college, in the form of faculty and part-time MBA students, to enhance the learning experience of the student fraternity.





## Our Illustrious Alumni

<b>Arvind Sharma</b>	Portfolio Manager, IBM USA
<b>Maninder Mohan</b>	Advisor, Dell
<b>Puneet Aggarwal</b>	Chief Consultant, Atos Origin
<b>Purusharth Tripathi</b>	Service Delivery Executive for Asia & AMET, HP
<b>Saurabh Ray</b>	Director – Business Development, Oracle India
<b>Vivek Raina</b>	Director – Asia Pacific, Oracle

## Past Recruiters

Accenture  
Aricent  
Atos Origin  
Cognizant  
Genpact  
Google  
HCL  
HP  
Infosys Technologies  
Microsoft  
Ranbaxy  
SAP  
Sapient  
TCS  
Wipro



# Strategic Management

*“A strategy delineates a territory in which a company seeks to be unique.” – Michael Porter*

Due to the energetic and the vibrant nature of businesses and factors that influence it, the strategy and consulting courses at MDI are designed to progress as per market requirements. Club Strategist provides students with opportunities to put themselves in the shoes of the consultants through live projects with the most reputed consulting firms both in India and across the globe.

The faculty, highly respected by companies around the globe, is involved with several consulting projects in the private and public sectors and brings to the students a plethora of knowledge enriched by their experience in the field – thereby providing students with a fundamental understanding of being trusted advisors to organizations.

## *change the game*

*Students at MDI are bred in an intellectually stimulating environment that pushes them to think both holistically and beyond the obvious. The focus on honing the ability to think laterally provides them the edge while taking on strategic roles in their stint in the corporate world.*





## Faculty

**Amit KAPOOR**

*Associate Professor & Area Chairperson & Chairperson (Open MDP)*

**G. K. AGARWAL**

*Professor*

**Harsh Wardhan MISHRA**

*Associate Professor*

**K. RAMAKRISHNAN**

*Associate Professor*

**Rajesh K. PILLANIA**

*Assistant Professor*

**S. N. RAINA**

*Associate Professor*

## Courses

- Application of Game Theory to Business
- Corporate Governance & CSR
- Entrepreneurship
- International Business
- Mergers and Acquisitions
- Microeconomics of Competition
- Strategic Alliances & Joint Ventures
- Strategic Management



## Student Initiatives



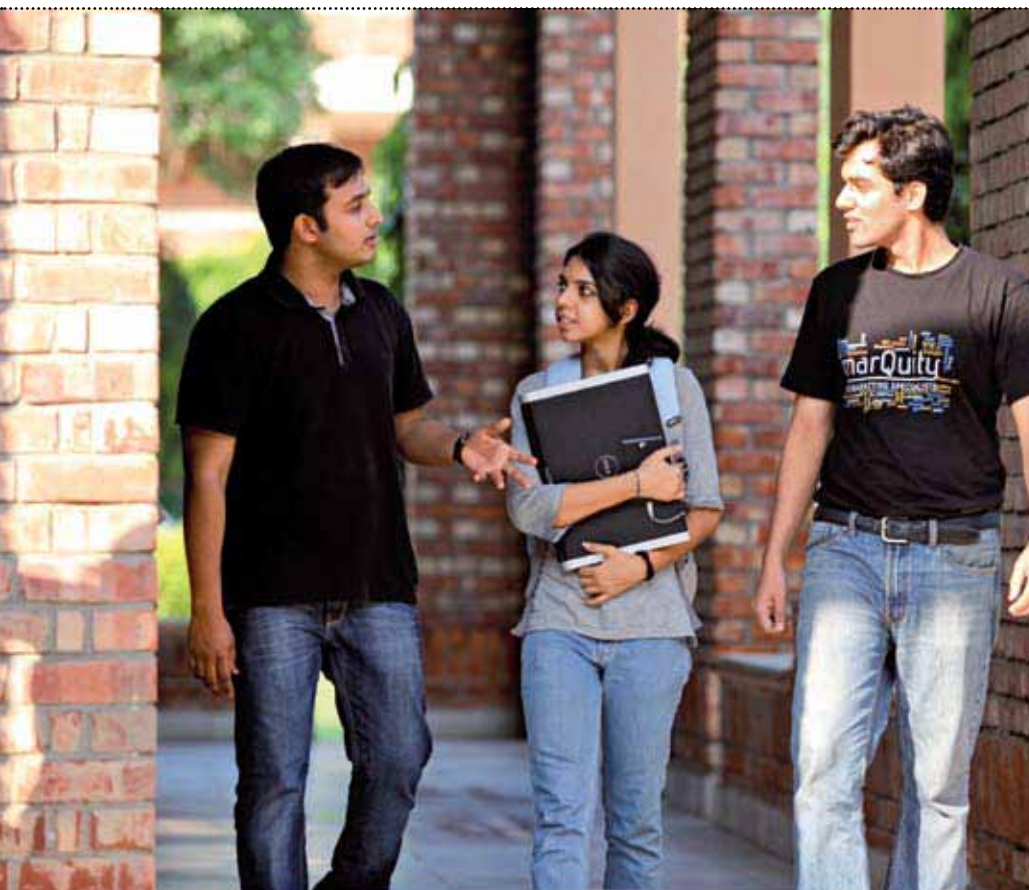
Strategist, “The Consulting Club” of MDI is primarily a student driven organization. It aims to provide consulting services to business enterprises, entrepreneurs and voluntary organizations. We have been successful in delivering results since inception which has brought in more and more live projects. We have been continually achieving our objective to provide students of MDI with live consulting experience. The medium provides firms the opportunity to leverage the intellectual capital on campus and utilize the diverse talented pool of students to gain fresh perspective on real-time issues.

The Strategist team offers capabilities and expertise across domains, drawn from our diverse and vibrant student community. Our derived knowledge from the case based pedagogy in the field of Marketing, Operations, Finance, Organisation Behaviour, HR, etc. and prior work experience help us in providing cutting edge solutions that meet business needs of organisations.



## Our Illustrious Alumni

<b>Amit Parmar</b>	Director, Strategic Planning and Innovation, American Express
<b>Hursh Shrivastava</b>	AVP - Strategy & New Business Development, STAR India
<b>Mayank Wadhwa</b>	Deal Shaper, Accenture Management Consulting
<b>Nikhil Jain</b>	CEO, Value Catalyst
<b>Nitin Govila</b>	Managing Director - Asia Pacific, Onduline Groupe
<b>Rahul Mahajan</b>	Head, Business Strategy & Analysis, Bharti Teletech Ltd.
<b>Rohan Chandra R</b>	Regional Manager - South, Reebok India
<b>S B Khare</b>	Deputy Director General, BSNL
<b>Sanjay Verma</b>	CEO - Asia Pacific, Cushman & Wakefield
<b>Shubashish Dubey</b>	Associate Director, Pipal Research
<b>Sourish Mitra</b>	Director, Standard Chartered Bank
<b>Sreedhar Prasad</b>	Director, KPMG
<b>Subramanian Nurani Neelakantan</b>	Director, Maveric Systems Ltd.
<b>Utpal Bakshi</b>	Senior Director - Sales & Strategic Accounts, Aricent
<b>Vermeen Kaur Kapoor</b>	Vice-President - Planning, Shinsei Bank
<b>Vijay Tangirala</b>	Director, ANZ Capital
<b>Yatin Pahwa</b>	Head of Strategy, Nokia



## Past Recruiters

Accenture  
Avalon Consulting  
Cognizant  
Corning  
Deloitte  
Essar  
GE Corporate  
Interglobe  
JSPL  
Keane  
KPMG Consulting  
QAI Consulting  
RPG  
Schneider Electric

# Human Resources

*“The best HR people are a kind of hybrid: one part pastor, and one part parent.” – Jack Welch*

The Human Resource course, established in 2004 with the help of the National HRD Network, is one of the leading HR/IR courses in the country. The programme prepares candidates for HR careers in industry and services. The programme is designed to develop HR professionals with a well-rounded business perspective and nurtures and augments capabilities in all the three domains – knowledge, attitude and competency.

Students specialize in HR and focus on inputs in both HR and OB with a mix of core courses and electives. Courses from mainstream management are also an integral part of the curriculum.

The student run body called *HR Direction* provides students with an opportunity to take part in a number of live projects. All students are also members of the National HRD Network.

Fierce competition and the need for reverse innovation have created a need for pivotal, strategic, innovator role for HR professionals in business organizations. This programme makes sure that students are sensitized to the dynamic business environment as much as they get HR knowledge.

## *make space*

*Human Resource being the growth engine of companies and economies, their management becomes the most vital component for any business. Creating an environment that promotes stretching beyond the basic business imperatives is the key objective of knowledge dissemination among future HR managers at MDI.*





## Courses

- Business Ethics and Corporate Governance
- Business Strategy Formulation
- Business Strategy Implementation
- Coaching, Counseling and Mentoring
- Compensation Management
- Consulting Skills and Change Management
- Corporate Law
- Diversity and Inclusion
- Employee Relations – Emerging Contours
- Employer Branding
- Employment Law
- HR Systems and Processes
- Human Resource Information Systems
- Human Resource Planning
- International HRM
- Journey to Self
- Leadership and Managerial Effectiveness
- Learning and Development
- Management of Creativity and Innovation in Organizations
- Managing Across Cultures
- Mergers and Acquisitions
- Negotiation Skills and Collective Bargaining
- Oral Communication and Presentation Skills
- Organizational Behavior
- Organizational Planning and Design
- Organizational Transformation
- Performance Management
- Psychometric Testing and Measurement
- Recruitment and Selection
- Social Conscientization
- Strategic HRM
- Strategic Management in Marketing for HR Professionals
- Talent Management and Competency Framework
- Team Building for High Performance
- What a Manager Does
- Written Analysis and Communication

## Faculty

### **Anjane SETHI**

*Assistant Professor & Area Chairperson*

### **Ajay K. JAIN**

*Associate Professor & Area Chairperson*

### **Anil Anand PATHAK**

*Assistant Professor & Coordinator (Admission & International Relations)*

### **Asha BHANDARKER**

*Professor & Dean (Research and Continuing Education)*

### **Ashok KAPOOR**

*Professor*

### **Chandra P. SHRIMALI**

*Professor*

### **Daisy CHAUHAN**

*Assistant Professor & Coordinator (Corporate Communications & Printing)*

### **Debi S. SAINI**

*Professor & Area Chairperson & Editor VISION*

### **Gita BAJAJ**

*Associate Professor*

### **J. L. GUPTA**

*Professor*

### **Janender K. JAIN**

*Associate Professor*

### **Jyotsna BHATNAGAR**

*Associate Professor*

### **Madhushree Nanda AGARWAL**

*Assistant Professor*

### **Neera JAIN**

*Assistant Professor & Chairperson (Corporate Communications & Printing)*

### **R. K. GUPTA**

*Professor*

### **Radha R. SHARMA**

*Professor*

### **Soumendu BISWAS**

*Assistant Professor & Chairperson (PGP-HR)*

### **Sumita RAI**

*Associate Professor & Chairperson (Students Counseling)*

### **Tanuja SHARMA**

*Associate Professor*

## Student Initiatives

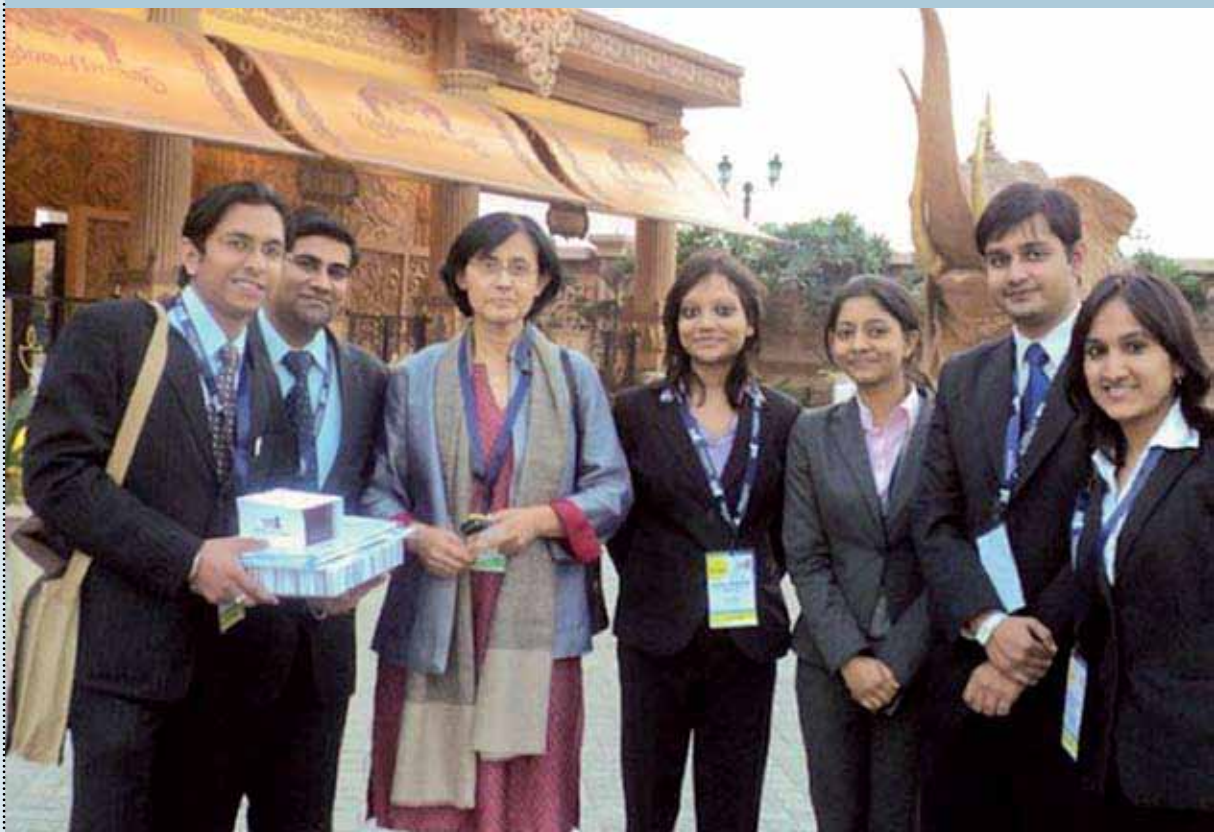


The HR club at MDI was launched by the Class of 2005 under the leadership of the then Director, Dr. Pritam Singh. The launch of the club was just one year after the introduction of the unique full-time PGP-HRM programme developed by the institute.

All members of the club are also the student members of the National HRD Network, an association of professionals committed to promoting the HRD movement in the country. The club has been christened “HR Direction @ MDI”. In keeping with the spirit of the name, HR Direction conducts regular industry sessions, and organizes competitions for management students across the country.

*Human Reflection* is the annual magazine of the club, that has inputs from students, faculty and industry experts. *Eleusis* is the annual event organized by HR Direction under the umbrella of *Imperium* – the annual B-School fest of MDI Gurgaon. *Eleusis* is a grueling multi-stage competition involving case study contests, outbound activities, and other competitions.

The members of the club invite corporate heads in HR, as well as leading academicians, to help students gain insights into the latest developments in the HR practice. HR Direction also facilitates live projects, and works on increasing corporate interaction and brain-storming on current issues in the area of Human Resources.





## Our Illustrious Alumni

<b>Achina Sharma</b>	HR -Talent Acquisition, Deloitte Consulting
<b>Anubhav Agarwal</b>	Assistant Manager - HR & Training, Sharaf DG
<b>Nidhi Trehan Mahajan</b>	HR Consultant, Volvo India
<b>Nikhil Arora</b>	Senior Consultant, Aon-Hewitt
<b>Pallavi K</b>	Senior Manager - HR, Axis Sales
<b>Sheetal Pawar</b>	National Lead - Rewards Consulting, Hewitt Associates
<b>Srinivasan K.J.</b>	HR Manager, Indus Towers
<b>Summet Verma</b>	HR Manager - Marketing Capability (South Asia), Hindustan Unilever Ltd.

## Past Recruiters

Aditya Birla Group	Marg Group
Aon-Hewitt	Mercer
Asian Paints	PepsiCo
Axis Bank	Philips
Biocon	Procter & Gamble
Caterpillar	Ranbaxy
Dr. Reddy's Laboratories	Raymond
Ernst & Young	Religare
Franklin Templeton	RPG Group
GlaxoSmithKline	Schneider Electric
Godrej	Tata Motors
ICICI Bank	Tata Sons
Intel	Tata Steel
Louis Dreyfus	The Times of India
Madura Garments	Trident
Maersk Line	Yamaha
Mahindra	



# INTERNATIONAL MANAGEMENT

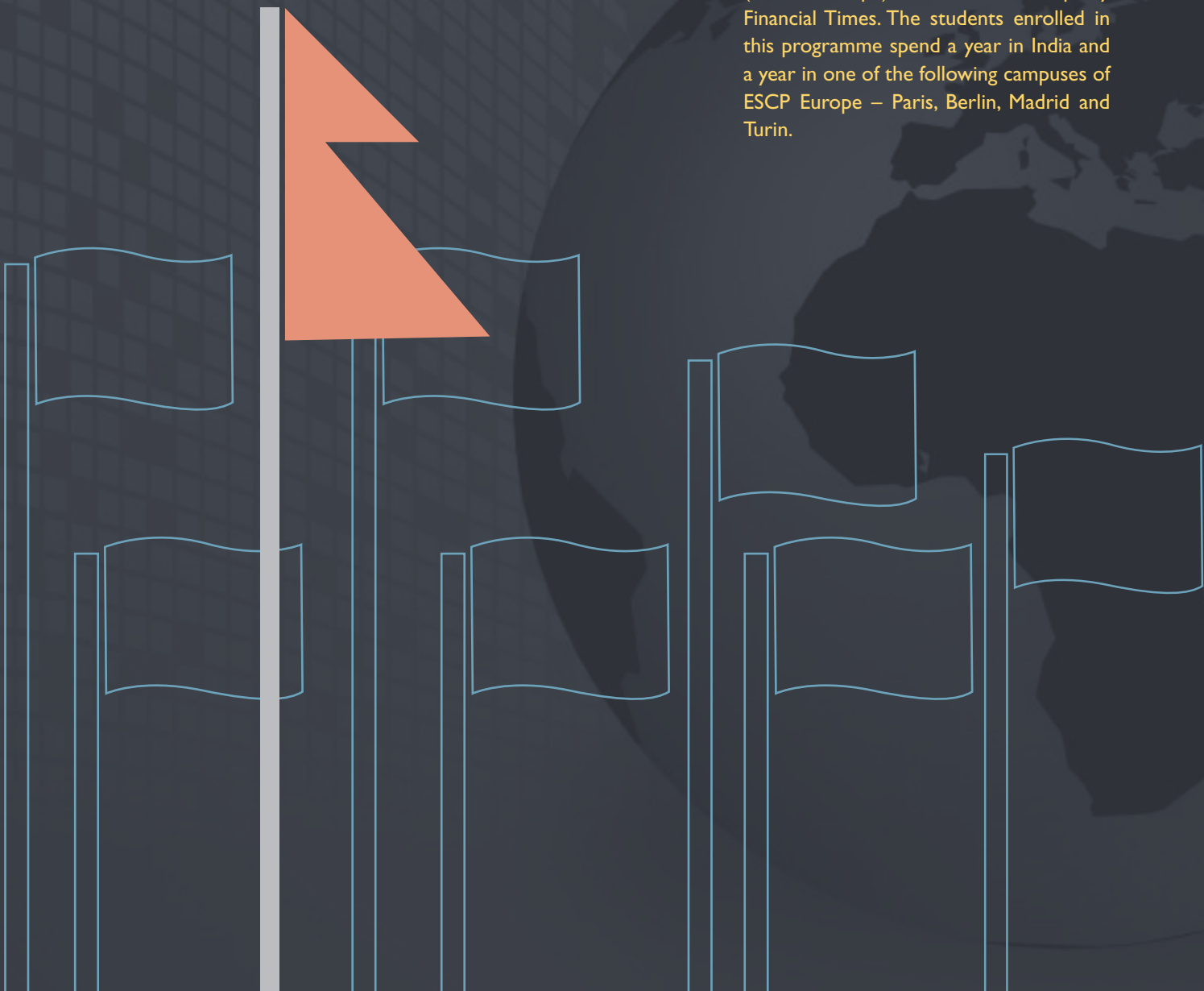
*“Globalization requires us to reinvent everything - to think of ourselves as compared to others.” - Nicolas Sarkozy*

## *touch the skies*

*Globalization is a deep and ubiquitous trend that has left none untouched. Our curriculum focuses on the significance of consensus between an urgency to create market economies, and sustainable development, as the growth driver for prosperity across the globe.*

The emerging business scenario makes global and inter-cultural work an imminent reality. MDI prepares managers and future leaders with a global mindset - managers who can build networks across geographies, and appreciate, work, and live across cultures.

In 2006, MDI Gurgaon launched a unique, first-of-its-kind programme in India – the Post Graduate Programme in International Management (PGP-IM). This was one of the efforts made by MDI to develop managers with appropriate mind set and ability to work in global markets. The programme was launched in collaboration with the European School of Management (ESCP – Europe), ranked 2nd in Europe by Financial Times. The students enrolled in this programme spend a year in India and a year in one of the following campuses of ESCP Europe – Paris, Berlin, Madrid and Turin.





## Courses

### First year (MDI, Gurgaon)

- Brand Management
- Business Communication
- Business Society and Government
- Business Strategy
- Decision Science
- Economic Issues and Policies in International Business
- Ethics and Corporate Governance
- Financial Accounting
- French/German/Spanish/Italian Language
- Global Supply Chain Management
- Introduction to Indian Business
- Introduction to Management
- IT for Managers
- Legal Aspects of Business
- Managerial Economics in a Global Context
- Marketing Management
- Marketing Planning
- OB and Inter-cultural Management
- Operations Management
- Organizational Planning and Design
- Statistics for Management
- Consultancy Project
- Dissertation Work

### Second Year (ESCP, Europe)

- Buying Behaviour & New Product Development
- European Business Environment
- European Business Law
- Financial Strategy
- Human Resource Management
- International Management
- Management Accounting
- Company Consultancy Project
- Company Internship (4-6 Months)
- Dissertation Work (to commence along with internship)





## Faculty

### **Ajay K. JAIN**

*Associate Professor & Area Chairperson*

### **Anand Kumar SHARMA**

*Professor*

### **Anil MISHRA**

*Associate Professor & Chairperson (I/C Prog. for Govt. and Public Sector)*

### **Asha BHANDARKER**

*Professor & Dean*

### **Ashok KAPOOR**

*Professor*

### **Avinash KAPOOR**

*Assistant Professor & Chairperson (PGPIM)*

### **Dhruva NATH**

*Professor & Area Chairperson*

### **Harsh Wardhan MISHRA**

*Associate Professor*

### **J. L. GUPTA**

*Professor*

### **Kanwal KAPIL**

*Associate Professor & Chairman (Placement)*

### **Madhushree Nanda AGARWAL**

*Assistant Professor*

### **Manoj SRIVASTAVA**

*Assistant Professor*

### **Prem VRAT**

*Professor of Eminence*

### **Sanjay CHANDWANI**

*Assistant Professor*

### **Vinod K GUPTA**

*Professor & Director (MDI, Gurgaon)*

### **Vishal NARAIN**

*Associate Professor*

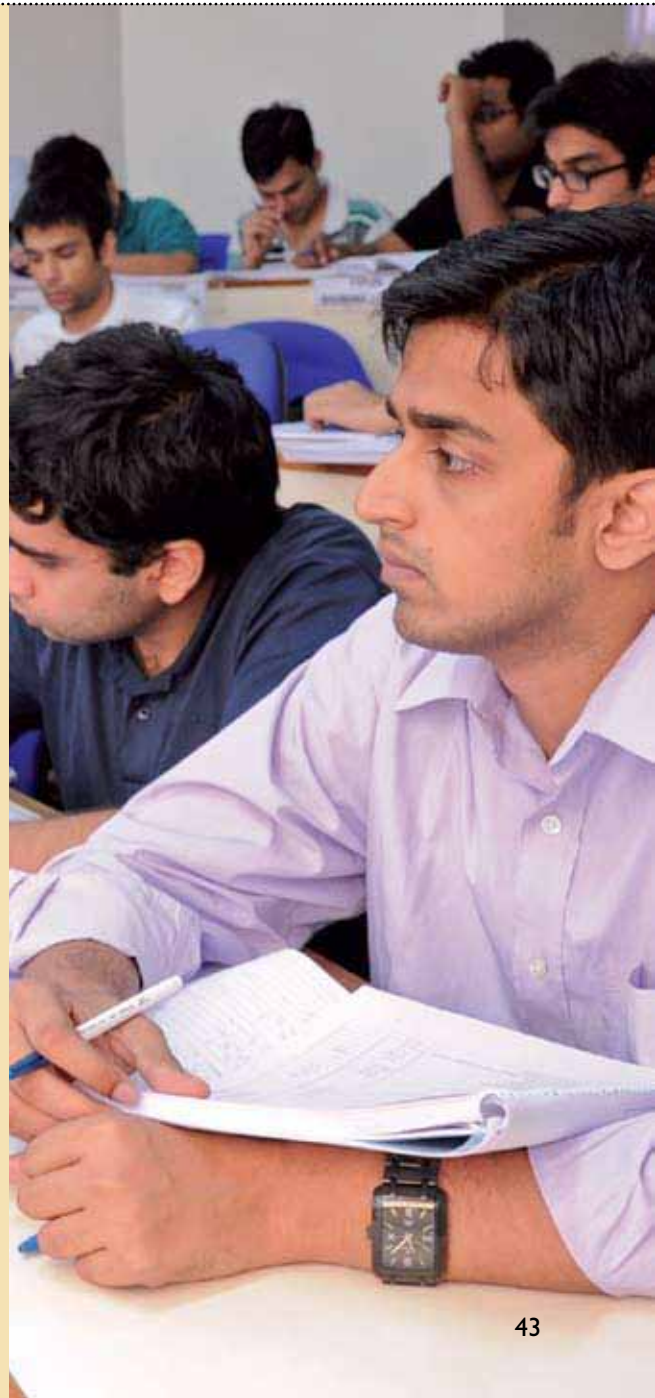


## Our Illustrious Alumni

<b>Adarsh</b>	Director, SoulAce Consulting
<b>Gajendra Patil</b>	Head - Business Development, iMarketing Advantage
<b>Ishita Aggarwal</b>	Corporate Auditor, Bombardier Transportation GmbH
<b>Rahul Gupta</b>	Import Head, Forex Division, Bank of Maharashtra
<b>Rohit Grover</b>	Bombardier Global Graduate Programme

## Past Recruiters

Credit Agricole	Handygo
Adventity Global Services	i-Marketing Advantage
Allianz	i3 Consulting
Analysys Mason India	IBM
Areva T&D	Intern Faurecia
Asian Paints	Jefferies
Atheneum Partners	JJW Hotels & Resorts
AXA	Lafarge
Bank of Maharashtra	Orange Business Services
Barclays Bank PLC	Philips
Bayer	PTC India Ltd.
BNP Paribas	QAI India Ltd.
Bombardier	ReGlobe
British American Tobacco	S.S. Flexipack Pvt Ltd.
Carlson Wagonlit Travel Solutions	Sanofi-Aventis Groupe
Citibank	Schneider Electric
Cognosis Consulting, London	SET Select Energy
Deutsche Bank	Societe Generale, Paris
DMV Business and Market Research	SoulAce Consulting
Efficio Consulting	Sungard Global Trading
Faurecia Automotive	Tarkett Grp
GE	Tata Steel
Groupe SEB Moulinex	Zodiac



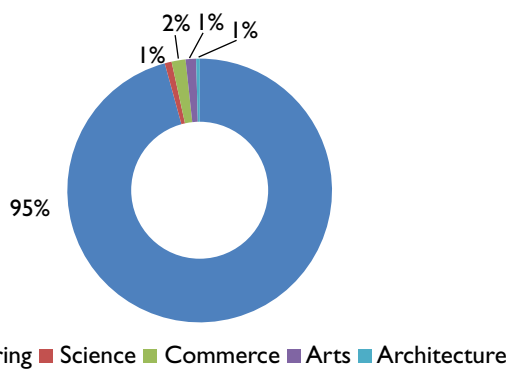
# PGPM

Students have prior work experience in some of the most reputed companies from varied sectors. Some of these include CRISIL India, E&Y, Deloitte, Accenture, McKinsey, HSBC, Symantec, Freescale, Bain and Company, Nomura, HUL, Hewitt, JP Morgan Chase, Nestle, Microsoft and Morgan Stanley, among others.

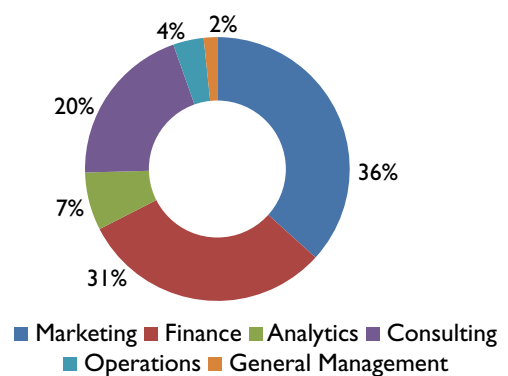


## Batch Profile - PGPM - Class of 2012

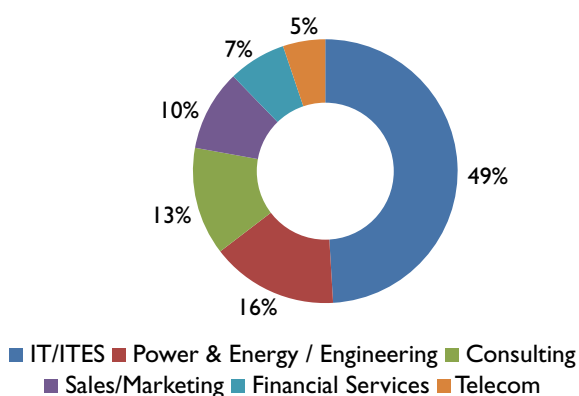
### Academic Background



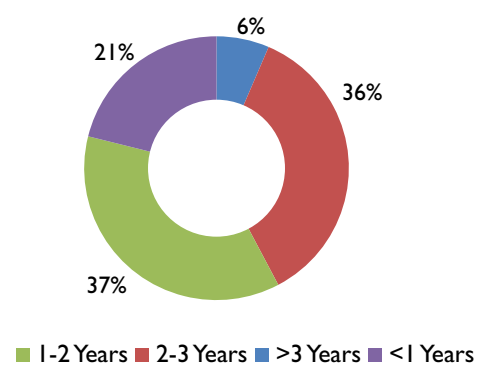
### Internship Domains



### Work Experience - Sector Wise



### Work Experience in Years





**Debmalya Chakrabarti**

**Marketing, Operations**  
*B.Tech. (Computer Science and Engineering)*  
 College of Ceramic Technology, West Bengal University of Technology

**Summer Internship Company:**  
 GE India Industrial Pvt. Ltd.  
*"Planning Bill of Material optimization project"*

**Work Exp.:** 47 months  
**IBM Global Services India Pvt. Ltd.**



**Sandeep Mohanty**

**Marketing, Information Management**  
*B.Tech. (Information Technology)*  
 Indian Institute of Information Technology, Allahabad

**Summer Internship Company:**  
 Hector Beverages Pvt. Ltd.  
*"Design and Implementation of 'Daily Execution Process' of Tzinga Energy Drink"*

**Work Exp.:** 47 months  
**Amdocs**



**Jalad Mukerjee**

**Marketing,**  
*B.Tech. (Electronics and Communication Engineering)*  
 Jaypee University of Information Technology

**Summer Internship Company:**  
 Genpact  
*"Develop and Standardize MIS in UK B2B"*

**Work Exp.:** 46 months  
**Accenture India (35)**  
**IBM India (11)**



**Saumya Sinha**

**Marketing, Strategic Management**  
*B.A (Economics (H))*  
 Daulatram College, Delhi University

**Summer Internship Company:**  
 Godrej Consumer Products Ltd.  
*"Godrej Expert Line Extension Study"*

**Work Exp.:** 37 months  
**McKinsey Knowledge Centre**



**Mohit Tyagi**

**Marketing, Finance**  
*B.Tech. (Electronics Engineering)*  
 Bharati Vidyapeeth University College of Engineering, Pune

**Summer Internship Company:**  
 Vodafone Essar Ltd.  
*"Understand customer behavior with respect to new channels of revenue enhancement"*

**Work Exp.:** 46 months  
**Computer Sciences Corporation India Pvt. Ltd. (25)**  
**CapGemini (21)**



**Sounak Debnath**

**Finance, Information Management**  
*B.E. (Computer Science and Engineering)*  
 The National Institute of Engineering, Visveswaraiah Technological University

**Summer Internship Company:**  
 Religare  
*"Recommending appropriate mobile applications for the different Lines of Businesses (Insurance, Brokerage, etc.) of Religare group"*

**Work Exp.:** 56 months  
**IBM India Pvt. Ltd. (38)**  
**Nokia India Pvt. Ltd. (18)**



**Nitin Mahajan**

**Marketing, Finance**  
*B.Tech. (Computer Science and Engineering)*  
 Thapar University

**Summer Internship Company:**  
 Abbott Vascular  
*"Launch a new Interventional Cardiology company in East India"*

**Work Exp.:** 59 months  
**Tata Consultancy Services**



**Vikas Upadhyaya**

**Marketing, Strategic Management**  
*B.Tech. (Electronics and Communication Engineering)*  
 School of Engineering, Cochin University

**Summer Internship Company:**  
 Johnson and Johnson Medical India  
*"Develop and implement the retail activation strategy for the new product launch"*

**Work Exp.:** 47 months  
**Bain and Company (15)**  
**Computer Sciences Corporation (32)**



**Abhinav Singh**

**Marketing, Finance**

B.E. (Computer Science and Engineering)  
Sardar Patel College of Engineering,  
Mumbai University

**Summer Internship Company:**  
Vodafone Essar Ltd.

*“Benchmark Customer facing processes relating to Acquisition and Fulfillment practices”*

**Work Exp.:** 34 months

**Tata Consultancy Services**



**Abin Joy**

**Information Management, Operations**

B.Tech. (Electronics and Communication Engineering)

TKM College of Engineering, Kerala University

**Summer Internship Company:**  
Mphasis

*“Data and process analysis of an Enterprise Tracking System”*

**Work Exp.:** 30 months

**Infosys Technologies Ltd.**



**Abhishek Pathak**

**Marketing, Information Management**

B.Tech. (Electronics and Communication Engineering)

National Institute of Technology, Surathkal

**Summer Internship Company:**  
Discover Life

*“Driving business growth by leveraging existing and exploring new market channels”*

**Work Exp.:** 36 months

**Airvana Networks India Pvt. Ltd., Bangalore**



**Agarwal Rohit Sitaram**

**Marketing, Operations**

B.Tech. (Mechanical Engineering)

Institute of Technology, Nirma University

**Summer Internship Company:**  
MakeMyTrip India Pvt. Ltd.

*“Design Social Media Marketing Strategy for U.S., U.A.E and Singapore market”*

**Work Exp.:** 30 months

**Essar Projects India Ltd. (10)**

**NOISE (self venture) (20)**



**Abhishek Singh**

**Finance, Marketing**

B.E. (Polymer Science and Chemical Technology)

Delhi College of Engineering, Delhi University

**Summer Internship Company:**  
SMC Pneumatics India Pvt. Ltd.

*“1. Formulating company strategy for 2013, 2. Improving packaging of products, 3. Improving CRM tools”*

**Work Exp.:** 35 months

**Evalueserve**



**Akashdeep Gupta**

**Marketing**

B.Tech. (Electrical and Electronics Engineering)

Birla Institute of Technology and Science, Pilani

**Summer Internship Company:**  
Google India Pvt. Ltd.

*“Process Optimization for ISO leads flow”*

**Work Exp.:** 31 months

**Agya Auto Ltd.**



**Abhishek Singh**

**Finance, Marketing**

B.Tech. (Electrical Engineering)

Harcourt Butler Technological Institute, Uttar Pradesh Technical University

**Summer Internship Company:**  
HCL Infoystem Ltd.

*“Conceptualization and Rollout Plan for HCL Innovator Program. Finding Positioning for HCL E-Commerce store using DVP. Recommending greater ROI for online marketing spent. Drafting Social Media Strategy for HCL B2C Division. Business Requirement for Partner Portal.”*

**Work Exp.:** 33 months

**Aricent Technologies**



**Akshay Malhotra**

**Marketing, Finance**

B.Tech. (Electronics and Communication Engineering)

Lala Lajpat Rai Institute of Engg. and Technology, Panjab University

**Summer Internship Company:**  
Hewlett-Packard

*“Create an Industry Framework for Pharma and Healthcare with specific focus on the Sales and Marketing function”*

**Work Exp.:** 30 months

**Infosys Technologies Ltd.**



**Amar Rajagopal**

**Marketing, Operations**

B.Tech. (Electronics and Communication Engineering)

National Institute of Technology, Nagpur

**Summer Internship Company:**

Mahindra & Mahindra Ltd.

*“The 3G opportunity for MHRIL – Applications in Marketing, Sales and Service”*

**Work Exp.:** 32 months

**Ericsson India Private Ltd.**



**Arunabha Mukherjee**

**Finance, Marketing**

B.Tech. (Mechanical Engineering)

KGEC, West Bengal University Of Technology

**Summer Internship Company:**

Wipro Technologies

*“Identifying new solution opportunities in Industrial Manufacturing Space for Wipro Technologies”*

**Work Exp.:** 36 months

**Wipro Technologies**



**Anket Kumar Gupta**

**Finance, Marketing**

B.Tech. (Mechanical Engineering)

IIT, BHU

**Summer Internship Company:**

JSW Steel Ltd.

*“To determine current market of steel among major vendors and determine current and potential market for trapezoidal blank”*

**Work Exp.:** 35 months

**Computer Sciences Corporation India Pvt. Ltd.**



**Atul Kumar Bucha**

**Marketing, Operations**

B.Tech. (Electronics and Communication Engineering)

R.V. College of Engineering, Visvesvaraya Technological University

**Summer Internship Company:**

MakeMyTrip India Pvt. Ltd.

*“Selling Holidays through call centre to improve sales conversion and efficiency”*

**Work Exp.:** 36 months

**Aricent Technologies (33)  
Manas International (3)**



**Ankur Bhardwaj**

**Finance, Operations**

B.E. (Electrical Engineering)

Punjab Engineering College, Chandigarh

**Summer Internship Company:**

SAP India Pvt. Ltd.

*“Value Management using benchmarking technique and aggregate analysis of benchmarking data”*

**Work Exp.:** 35 months

**Reliance Infrastructure Ltd.**



**Balakaushal Damaraju**

**Finance,**

B.Tech./ M.Tech. (Computer Science and Engineering)

Terna Engineering College, Mumbai University / IIT Bombay

**Summer Internship Company:**

Times Group

*“Analysing the Unlisted Equity Portfolio of BCCL and Drafting the Information Memorandum and determining their Value”*

**Work Exp.:** 35 months

**Symantec Software India**



**Anuja Chander**

**Finance, Marketing**

B.Tech. (Electronics Engineering)

RAIT, Mumbai University

**Summer Internship Company:**

JP Morgan India Services Pvt. Ltd.

*“CAU- Credit Rating Rationale for Financial Institutions”*

**Work Exp.:** 28 months

**CRISIL India (9)  
Infosys Technologies Ltd. (19)**



**Debajyoti Mitra**

**Finance**

B.Tech. (Electrical Engineering)

Jadavpur University

**Summer Internship Company:**

Exide Industries Ltd.

*“Supply chain management, Re-order point model for trade sales”*

**Work Exp.:** 34 months

**Infosys Technologies Ltd.**



**Deepa R**

**Marketing, Information Management**

*B.Tech. (Electrical Engineering)*  
National Institute of Technology, Nagpur

**Summer Internship Company:**  
Eduvisors

*“Mergers and Acquisitions and private deals in the Indian Education Sector”*

**Work Exp.:** 35 months  
**Tata Consultancy Services**



**Gaurav Gupta**

**Marketing, Operations**

*B.E. (Polymer Science and Chemical Technology)*

Delhi College of Engineering, Delhi University

**Summer Internship Company:**  
Religare

*“Sizing the market opportunity and benchmarking best industry practice for ‘high yield segments’ of commercial assets lending business”*

**Work Exp.:** 35 months  
**Evalueserve**



**Deepak Malpani**

**Finance, Information Management**

*B.Tech. (Metallurgical Engineering)*  
Malaviya National Institute of Technology, Jaipur

**Summer Internship Company:**  
Bank of Baroda

*“Studying and Analyzing the challenges faced in Financing the Telecom Sector”*

**Work Exp.:** 33 months  
**United Health Group Information Services (12)**  
**IBM India (21)**



**Gaurav Pathak**

**Finance, Marketing**

*B.E. (Electronics and Communication Engineering)*

Sathyabama University

**Summer Internship Company:**  
JSW Steel Ltd.

*“Applications of wear-resistant and high strength HR coils and HR plates.”*

**Work Exp.:** 35 months  
**Wipro Technologies**



**Edwin Thomas**

**Marketing, Information Management**

*B.Tech. (Electronics and Communication Engineering)*

Rajiv Gandhi Institute of Technology  
Government Engineering College,  
Mahatma Gandhi University

**Summer Internship Company:**  
Mphasis

*“Whitepaper on Government Welfare and Benefits application landscape and emerging trends”*

**Work Exp.:** 35 months  
**Infosys Technologies Ltd.**



**Gothoskar Saurabh Nishikant**

**Finance, Strategic Management**

*B.Tech. (Computer Science and Engineering)*

Fr. Conceicao Rodrigues Institute of Technology, Mumbai University

**Summer Internship Company:**  
Corporate Executive Board India Pvt. Ltd.

*“Strategies of Global Companies through new media in Emerging markets”*

**Work Exp.:** 31 months  
**Infosys Technologies Ltd.**



**Eklavya Malik**

**Finance**

*B.Tech. (Manufacturing Process & Automation Engineering)*

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**  
Standard Chartered

*“Identification of New Business Opportunities and Business Development for Transaction Banking Division”*

**Work Exp.:** 35 months  
**The Smart Cube (23)**  
**Evalueserve (12)**



**Harsh Maru**

**Finance, Marketing**

*B.E. (Electrical and Electronics Engineering)*

University College of Engineering, Osmania University

**Summer Internship Company:**  
Keane India Ltd.

*“Review of U.S Investment Management Industry by New IT business opportunities from the impact of wall street reforms under Dodd Frank Act.”*

**Work Exp.:** 35 months  
**Infosys Technologies Ltd.**



### Jasjeet Singh

#### Marketing

B.Tech. (Computer Science and Engineering)  
National Institute of Technology,  
Kurukshetra

#### Summer Internship Company:

Axis Bank

*"To study the existing patterns in sourcing of cross sell products like credit cards and home loans etc and design appropriate marketing strategies for the growth of these services"*

**Work Exp.:** 35 months

**Computer Sciences Corporation  
India Pvt. Ltd.**



### Karthik V

#### Strategic Management, Marketing

B.Tech. (Electrical and Electronics  
Engineering)

Pondicherry Engineering College,  
Pondicherry University

#### Summer Internship Company:

Honeywell International India Pvt. Ltd.

*"Study on competitive benchmarking on pricing, infrastructure, and service portfolio for marketing support services / Operations Support."*

**Work Exp.:** 31 months

**Mahindra Satyam**



### Kalika Jain

#### Finance

B.E. (Computer Science and Engineering)  
Engineering College Kota, Rajasthan  
University

#### Summer Internship Company:

Wizcraft Entertainment International Pvt. Ltd

*"Valuation of Wizcraft Entertainment International Pvt. Ltd"*

**Work Exp.:** 35 months

**Tata Consultancy Services (25)  
PT Education (10)**



### Kayarat Ajit Krishnan

#### Marketing, Strategic Management

B.Tech. (Information Technology)

Motilal Nehru National Institute of  
Technology, Allahabad

#### Summer Internship Company:

Hector Beverages Pvt. Ltd.

*"Optimization of sales and distribution infrastructure"*

**Work Exp.:** 35 months

**Wipro Technologies**



### Kamal Pandey

#### Finance, Marketing

B.E. (Electronics and Communication  
Engineering)

DCRUST, Maharshi Dayanand University

#### Summer Internship Company:

Punjab National Bank

*"Analysis of Credit Administration Process and appraisal of term loan and working capital financing proposals"*

**Work Exp.:** 35 months

**Tata Consultancy Services**



### Krishna Chaitanya Thangeda

#### Finance, Operations

B.Tech. (Chemical Engineering)

University Institute of Chemical  
Technology, Mumbai University

#### Summer Internship Company:

SMC Pneumatics India Pvt. Ltd.

*"Improving the Operations of Sales Order Fulfillment Process & Identifying gaps in the existing CRM Module in ERP and Preparing a Process Map to fill the gaps"*

**Work Exp.:** 36 months

**Fluor Daniel India Pvt. Ltd.**



### Kanyaka Basu

#### Finance

B.Tech. (Computer Science and Engineering)

Institute of Engineering and Management,  
West Bengal University of Technology

#### Summer Internship Company:

GE India Industrial Pvt. Ltd.

*"Aero Data Quality Scorecard"*

**Work Exp.:** 31 months

**Infosys Technologies Ltd.**



### Manu Suresh Kulkarni

#### Finance, Strategic Management

B.Tech. (Electronics Instrumentation and  
Control Engineering)

Maharshi Dayanand University, Rohtak

#### Summer Internship Company:

Punjab National Bank

*"Credit Monitoring, Appraisal, Security Attachment and Pricing for TL/WC, FB/NFB and other categories of loans and advances funding major projects in industrial sectors"*

**Work Exp.:** 32 months

**Tata Consultancy Services**



**Mehta Darshan Jayendra**  
**Finance, Strategic Management**  
*B.E. (Electronics Engineering)*  
Shah And Anchor Enginnering College,  
Mumbai University  
**Summer Internship Company:**  
Corporate Executive Board India Pvt. Ltd.  
*"Competitive Intelligence(CI) Strategies"*  
**Work Exp.:** 33 months  
**Mastek Ltd.**



**Patel Jigishkumar Ghanshyambhai**  
**Finance, Strategic Management**  
*B.Tech. (Electronics and Communication Engineering)*  
Faculty of Technology, Dharmsinh Desai University  
**Summer Internship Company:**  
L&T Power  
*"To develop a financial model for determining acceptable EPC cost for a power developer given a particular tariff"*  
**Work Exp.:** 33 months  
**Syntel India Ltd. (5)**  
**Tata Consultancy Services (28)**



**Mohit Ahuja**  
**Marketing**  
*B.Tech. (Computer Engineering)*  
Bharati Vidyapeeth University College of Engineering, Pune  
**Summer Internship Company:**  
Hector Beverages Pvt. Ltd.  
*"Channel Management and Business Development for the new Energy drink 'Tzinga'"*  
**Work Exp.:** 31 months  
**HCL Technologies Ltd.**



**Pratik Gandhi**  
**Marketing, Strategic Management**  
*B.E. (Mechanical Engineering)*  
Delhi College of Engineering, Delhi University  
**Summer Internship Company:**  
Mahindra & Mahindra Ltd.  
*"Based on competition and customer analysis recommend strategy for positioning Mahindra EPC"*  
**Work Exp.:** 35 months  
**Fluor India Pvt. Ltd.**



**Neha Agarwal**  
**Finance**  
*B.Tech. (Information Technology)*  
Govind Ballabh Pant University of Agriculture and Technology, Pantnagar University  
**Summer Internship Company:**  
SBI Capital Markets Ltd. (M&A)  
*"Research and origination of potential M&A deals in the Analytics space in India"*  
**Work Exp.:** 30 months  
**Dell Perot Systems**



**Pulkit Saxena**  
**Finance**  
*B.E. (Mechanical Engineering)*  
Army Institute of Technology, University of Pune  
**Summer Internship Company:**  
Corporate Executive Board India Private Ltd.  
*"Corporate Branding & New Product Strategies at Corporate Executive Board, India"*  
**Work Exp.:** 35 months  
**Kirloskar Oil Engines Ltd.**



**P. Raghuvver**  
**Marketing, Operations**  
*B.E. (Production Engineering)*  
Maturi Venkata Subba Rao Engineering College, Osmania University  
**Summer Internship Company:**  
MakeMyTrip India Pvt. Ltd.  
*"To enhance the sale of international tickets through MMYT website"*  
**Work Exp.:** 26 months  
**Satyam Computer Services Ltd.**



**R. Karthik**  
**Finance, Strategic Management**  
*B.Tech. (Electronics and Telecommunication Engineering)*  
Fr. Conceicao Rodrigues Institute of Technology, Mumbai University  
**Summer Internship Company:**  
Corning Incorporated  
*"Evaluation of certain acquisition target"*  
**Work Exp.:** 31 months  
**Infosys Technologies Ltd.**



**Rahul Kaushal**

**Marketing, Strategic Management**

*B.E. (Mechanical Engineering)*

Delhi College of Engineering, Delhi University

**Summer Internship Company:**

L&T Power

*“Analysis of power sector of india – estimation of future demand, supply and opportunity in the sector, comparative analysis with US and China”*

**Work Exp.:** 36 months

**Grail Research**



**Rahul Sharma**

**Marketing, Operations**

*B.Tech. (Information Technology)*

University School of Information Technology, Guru Gobind Singh

Indraprastha University

**Summer Internship Company:**

Wipro Technologies

*“Gaining traction in new and underpenetrated global utilities markets”*

**Work Exp.:** 25 months

**HCL Technologies Ltd.**



**Rahul Kumar**

**Marketing, Strategic Management**

*B.E. (Electrical Engineering)*

Delhi College of Engineering, Delhi University

**Summer Internship Company:**

Raychem RPG Private Ltd. (RRPL), RPG Enterprises

*“Customer identification and requirement analysis through market research in telecom passive products domain – North India”*

**Work Exp.:** 35 months

**Evalueserve**



**Rajat Gururaj**

**Marketing, Information Management**

*B.Tech. (Electronics and Communication Engineering)*

Bangalore Institute of Technology, Visveswaraya Technological University

**Summer Internship Company:**

Metlife

*“Business process improvement in Special Handling Unit using six sigma”*

**Work Exp.:** 34 months

**Nokia Siemens Networks**



**Rahul Mittal**

**Marketing, Operations**

*B.Tech. (Electronics and Communication Engineering)*

Thapar University

**Summer Internship Company:**

Berkshire India Ltd.

*“Study of Alternate Distribution and Lead Generation Channels for selling Motor Insurance”*

**Work Exp.:** 35 months

**Samsung India Software Operations Pvt. Ltd.**



**Rajesh Arora**

**Finance, Marketing**

*B.Tech. (Information and Communication Technology)*

Dhirubhai Ambani Institute of Information and Communication Technology

**Summer Internship Company:**

Honeywell International India (Pvt) Ltd.

*“A study on competitive benchmarking on pricing, infrastructure, and service portfolio for marketing support services / Operations Support”*

**Work Exp.:** 32 months

**Infosys Technologies Ltd.**



**Rahul Sharma**

**Marketing, Operations**

*B.E. (Electrical and Electronics Engineering)*

Birla Institute of Technology, Mesra

**Summer Internship Company:**

HSBC

*“Creating business opportunity by generating LEADS for HSBC Payments and Cash Management India”*

**Work Exp.:** 32 months

**Indian Oil Corporation Ltd.**



**Ravi Gupta**

**Finance, Operations**

*B.Tech. (Chemical Engineering)*

IIT-BHU

**Summer Internship Company:**

Avalon Consulting

*“Assessing Growth Opportunities for a Propeller Shaft Manufacturer (Automotive Applications) in India and Supporting the Regional Growth Dialogue Process for a Multinational Health and Materials Science Player in India”*

**Work Exp.:** 31 months

**Evalueserve**



**Romit Saigal**

**Finance**

*B.Tech. (Computer Engineering)*

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**

Deepak Fertilizers and Petrochemicals Ltd.

*"REITs - Models and Opportunities for DFPCL"*

**Work Exp.:** 35 months

**Samsung India Software Operations Pvt. Ltd.**



**Sharad Deep**

**Marketing, Finance**

*B.Tech. (Information Technology)*

St. Francis Institute of Technology, Mumbai University

**Summer Internship Company:**

Eduvisors

*"Preparing Monographs on topics relevant to Education in India"*

**Work Exp.:** 31 months

**Infosys Technologies Ltd.**



**Saaransh Malani**

**Marketing**

*B.Tech. (Electrical and Electronics Engineering)*

National Institute of Technology, Trichy

**Summer Internship Company:**

Philips

*"Identifying drivers for consumer LED purchase"*

**Work Exp.:** 28 months

**Fountainhead Communications (12)**

**Oracle SSI (16)**



**Shashank Shekhar**

**Finance, Operations**

*B.Tech. (Electronics and Communication Engineering)*

Manipal Institute of Technology, Manipal University

**Summer Internship Company:**

NetApp

*"Improving risk mitigation planning by designing a predictive model to provide the probability of a shelf failure in a given time frame"*

**Work Exp.:** 33 months

**Tata Consultancy Services**



**Sagar Sitaram**

**Finance, Strategic Management**

*B.Tech. (Electronics and Telecommunication Engineering)*

Fr. Conceicao Rodrigues Institute of Technology, Mumbai University

**Summer Internship Company:**

Standard Chartered

*"Identification of financing opportunities across the supply chain for a particular commodity"*

**Work Exp.:** 31 months

**Infosys Technologies Ltd.**



**Shauvik Chakraborty**

**Marketing, Information Management**

*B.Tech. (Electrical Engineering)*

College of Engineering and Management, Kolaghat, West Bengal University of Technology

**Summer Internship Company:**

Eli Lilly and Company (India) Pvt. Ltd.

*"Customer Perception about Lilly's Scientific Engagement Activities vis-à-vis competition"*

**Work Exp.:** 30 months

**Tata Consultancy Services**



**Shantanu Dwivedi**

**Finance, Strategic Management**

*B.Tech. (Civil Engineering)*

Harcourt Butler Technological Institute, Uttar Pradesh Technical University

**Summer Internship Company:**

Punjab National Bank

*"Demo Equity Portfolio Management"*

**Work Exp.:** 33 months

**Infosys Technologies Ltd.**



**Shobhit Jaiswal**

**Finance, Operations**

*B.E. (Electronics and Communication Engineering)*

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**

Deepak Fertilizers and Petrochemicals Ltd.

*"Designing a financial control system; Proposing measures to reduce distribution wastage"*

**Work Exp.:** 29 months

**IBM India Pvt. Ltd.**



**Shrey Sehgal**

**Finance**  
*B.E. (Instrumentation and Control Engineering)*  
 Netaji Subhas Institute of Technology, Delhi University  
**Summer Internship Company:**  
 FlowerAura  
*"Marketing at FlowerAura"*  
**Work Exp.:** 36 months  
**Aricent Technologies (9)**  
**Quetzal (21)**  
**FlowerAura (6)**



**Sumit Bhagat**

**Finance**  
*B.Tech. (Electronics and Communication Engineering)*  
 Jaypee University of Information Technology  
**Summer Internship Company:**  
 Wipro Ltd.  
*"Productivity Measurement Framework for Managed IT services"*  
**Work Exp.:** 34 months  
**HCL Comnet**



**Siddhartha Deo**

**Finance**  
*B.Tech. (Electronics and Communication Engineering)*  
 YMCA Institute Of Engineering, Maharshi Dayanand University  
**Summer Internship Company:**  
 Tata Consultancy Services Ltd.  
*"Major bid preparation"*  
**Work Exp.:** 35 months  
**HCL Technologies Ltd.**



**Surendra Sanaye**

**Finance, Strategic Management**  
*B.E. (Information Technology)*  
 St. Francis Institute of Technology, Mumbai University  
**Summer Internship Company:**  
 Bank of India  
*"Study of Star Home Loan Scheme to improve the processing and turnaround time"*  
**Work Exp.:** 26 months  
**Godrej Infotech Ltd.**



**Simron Sharma**

**Marketing, Operations**  
*B.Tech. (Electronics and Electrical Communication)*  
 Punjab Engineering College, Chandigarh  
**Summer Internship Company:**  
 NetApp  
*"1. OnCommand Insight Reporting (OCIR) Positioning & Features 2. Framework for forecasting using Operations Manager related data"*  
**Work Exp.:** 34 months  
**Deloitte Consulting India Pvt. Ltd. (20)**  
**Fidelity Business Services India Pvt. Ltd (14)**



**Surya Shikha**

**Marketing, Information Management**  
*B.Tech. (Electrical and Electronics Engineering)*  
 Manipal Institute of Technology, Manipal University  
**Summer Internship Company:**  
 Britannia Industries Ltd.  
*"Maximizing Britannia proprietary brand in Modern trade channel"*  
**Work Exp.:** 35 months  
**EMC Software And Services India Pvt. Ltd. (13)**  
**Tavant Technologies (22)**



**Sneha Vaidyanathan**

**Marketing, Finance**  
*B.Tech. (Electrical and Electronics Engineering)*  
 R.V. College of Engineering, Visvesvaraya Technological University  
**Summer Internship Company:**  
 Coca Cola India Inc.  
*"Launch of Coke Studio in India"*  
**Work Exp.:** 34 months  
**Ittiam Systems Pvt. Ltd.**



**Sushant Goyal**

**Finance, Strategic Management**  
*B.Tech. (Mechanical and Automation Engineering)*  
 Maharaja Agarsen Institute of Technology, Guru Gobind Singh Indraprastha University  
**Summer Internship Company:**  
 Exide Industries Ltd.  
*"Market Research on procurement of UPS batteries by health care and educational institutes"*  
**Work Exp.:** 34 months  
**Sapient Technology**



**Swati Bhadada**

**Finance, Marketing**

*B.Tech. (Electronics Engineering)*

Sardar Patel College of Engineering,  
Mumbai University

**Summer Internship Company:**  
HSBC

*"Launch of Personal Loan - Classical and  
Overdraft Product - Credit Risk Design"*

**Work Exp.:** 35 months  
**Siemens Ltd.**



**Vijaya Suryavanshi**

**Marketing**

*B.Tech. (Electronics and Communication  
Engineering)*

GNIT, Uttar Pradesh Technology  
University

**Summer Internship Company:**  
MakeMyTrip India Pvt. Ltd.

*"Designing Online Video for FPH homepage"*

**Work Exp.:** 35 months  
**NIIT Ltd. (5)**

**Infosys Technologies Ltd. (30)**



**Utkarsh Vikram Singh**

**Finance, Strategic Management**

*B.Tech. (Electronics Engineering)*

K.K.Wagh College of Engineering, Pune  
University

**Summer Internship Company:**  
Genpact

*"Best Time to Call for Mahindra Holidays  
using Analytics"*

**Work Exp.:** 36 months  
**3i - Infotech**



**Vishal Shah**

**Marketing**

*B.E. (Electronics and Telecommunication  
Engineering)*

Vishwakarma Institute of Technology,  
Pune University

**Summer Internship Company:**  
MakeMyTrip India Pvt. Ltd.

*"Alliances Marketing"*

**Work Exp.:** 33 months

**Infosys Technologies Ltd.**



**Abhishek Arora**

**Marketing, Information Management**

*B.Tech. (Mechanical Engineering)*  
IIT, BHU

**Summer Internship Company:**  
Procter & Gamble

*“Best Total Value Option for Raw/Pack Material Supply Chain”*

**Work Exp.:** 20 months  
**Tata Consultancy Services**



**Adithya Shankar**

**Marketing, Finance**

*B.Tech. (Chemical Engineering)*  
National Institute of Technology, Trichy

**Summer Internship Company:**  
Dolcera ITES Private Ltd.

*“Marketing plan for Dolcera Patent Dashboard”*

**Work Exp.:** 23 months  
**Essar Steel Ltd**



**Abhishek Goyal**

**Finance**

*B.B.A.*  
Jadavpur University

**Summer Internship Company:**  
Howrah Mills Company Ltd.

*“Impact of plastics on jute industry and the future ahead”*

**Work Exp.:** 20 months  
**Bengal Steel and Industries**



**Aman Narang**

**Marketing, Operations**

*B.Tech. (Instrumentation and Control Engineering)*

Bharati Vidyapeeth College of Engineering, Guru Gobind Singh Indraprastha University

**Summer Internship Company:**  
Tata Motors

*“Product Launch of Tata Nano in Nepal”*

**Work Exp.:** 24 months  
**Computer Sciences Corporation India Pvt. Ltd**



**Abhishek Jain**

**Marketing**

*B.Tech. (Polymer Science and Chemical Technology)*

Delhi College of Engineering, Delhi University

**Summer Internship Company:**  
Amway India Enterprises Pvt. Ltd.

*“To understand the market for Amway healthy-ageing products in India and prepare a launch plan for the same”*

**Work Exp.:** 20 months  
**Tata Consultancy Services**



**Amit Matani**

**Finance, Operations**

*B.Tech. (Electronics and Communication Engineering)*

Engineering College Kota, Rajasthan University

**Summer Internship Company:**  
HSBC EDPI

*“Valuation of a Portugal telecom company”*

**Work Exp.:** 21 months  
**Idea Cellular Ltd. (4)**  
**Infosys Technologies Ltd. (17)**



**Abhishek Singhi**

**Marketing**

*B.A. (Mathematics (H))*  
Hans Raj College, Delhi University

**Summer Internship Company:**  
Vodafone Essar Ltd.

*“Evaluation of performance of current product differentiators - Chota Credit, Prepaid Balance Transfer, Zero Balance Call Back”*

**Work Exp.:** 13 months  
**Arham Knitwear**



**Amrita Nadkarni**

**Finance**

*B.Tech. (Computer Science and Engineering)*  
Manipal Institute of Technology, Manipal University

**Summer Internship Company:**  
Nomura Services India Private Ltd.

*“Sell-Side Pitch Book for Q-Cells”*

**Work Exp.:** 13 months  
**Isomatrix Management**



**Amruteswar Mahapatra**  
**Finance, Marketing**  
*B.Tech. (Metallurgical Engineering)*  
National Institute of Technology, Nagpur  
**Summer Internship Company:**  
Exide Industries Ltd.  
*“Warranty claim handling-Improving service levels to ensure customer satisfaction”*  
**Work Exp.:** 24 months  
**Tata Consultancy Services**



**Anshul Sehgal**  
**Marketing, Operations**  
*B.Tech. (Information Technology)*  
National Institute of Technology, Bhopal  
**Summer Internship Company:**  
Eli Lilly and Company (India) Pvt. Ltd.  
*“To measure brand perception & sales force effectiveness of BYETTA in 2011 vis a vis previous year and gauge current perception of doctors on future GLP-I pipeline”*  
**Work Exp.:** 23 months  
**Tata Consultancy Services**



**Anil Choudhury**  
**Marketing, Information Management**  
*B.Tech. (Computer Science and Engineering)*  
National Institute of Technology, Rourkela  
**Summer Internship Company:**  
Four-S Services Pvt. Ltd.  
*“Designing and implementing a business idea of providing music education and exploring different revenue models around it.”*  
**Work Exp.:** 20 months  
**Amdocs**



**Arnab Purkait**  
**Finance, Strategic Management**  
*B.E. (Electronics and Communication Engineering)*  
Birla Institute of Technology, Mesra  
**Summer Internship Company:**  
Axis Bank  
*“Analysis of various models evolving in Urban Infrastructure space in India and scope of institutional finance.”*  
**Work Exp.:** 23 months  
**Ernst & Young (4)**  
**Deloitte (19)**



**Anirvan Sen**  
**Marketing, Operations**  
*B.Tech. (Information Technology)*  
Institute of Engineering and Management, West Bengal University of Technology  
**Summer Internship Company:**  
Dolcera ITES Private Ltd.  
*“Marketing plan for Dolcera Patent Dashboard”*  
**Work Exp.:** 21 months  
**Tata Consultancy Services**



**Ashay Gupta**  
**Finance, Strategic Management**  
*B.Tech. (Mechanical Engineering)*  
Manipal Institute of Technology, Manipal University  
**Summer Internship Company:**  
Goldman Sachs  
*“To Study and Analyze ESG parameters as part of the GS Sustain Framework”*  
**Work Exp.:** 20 months  
**Infosys Technologies Ltd.**



**Ankit Vaish**  
**Finance, Marketing**  
*B.Tech. (Metallurgical Engineering)*  
IIT, BHU  
**Summer Internship Company:**  
Jindal Power Ltd.  
*“To determine the valuation of JPL/potential targets in power business and to conduct a detailed analysis of the Power Sector (India)”*  
**Work Exp.:** 24 months  
**MECON Ltd.**



**Ashutosh Chaudhary**  
**Marketing, Strategic Management**  
*B.Tech. (Electrical Engineering)*  
National Institute of Technology, Silchar  
**Summer Internship Company:**  
Tata Motors  
*“Price positioning of Tata cars vis-a-vis competitors in South African markets”*  
**Work Exp.:** 23 months  
**Bharat Heavy Electricals Ltd.**



**Bhupinder Pal Singh Narang**

**Finance, Information Management**

*B.Tech. (Information Technology)*

University School of Information Technology, Guru Gobind Singh Indraprastha University

**Summer Internship Company:**

Cognizant Business Consulting

*"Accountable Care Organizations :Attributes and impacts on clinical systems, business and IT"*

**Work Exp.:** 24 months

**GlobalLogic Inc.**



**Deepak Ranjan Rout**

**Marketing, Information Management**

*B.Tech. (Chemical Engineering)*

National Institute of Technology, Rourkela

**Summer Internship Company:**

DCM Shriram Consolidated Ltd.

*"Emerging trends and market size of: 1) XLPE Compounds and Master batches 2) ZHLS Compounds and Master bates, for Wire and Cable Industries in India."*

**Work Exp.:** 24 months

**Accenture Services Pvt. Ltd.**



**Chiradeep Majumder**

**Finance, Information Management**

*B.E. (Computer Science and Engineering)*

Jadavpur University

**Summer Internship Company:**

Wipro Technologies

*"Creation of an Automated Accounts Dashboard for Client Engagement Managers of Wipro Technologies."*

**Work Exp.:** 21 months

**Cisco Systems India**



**Dhamankar Manish Suhas**

**Marketing**

*B.Tech. (Electronics and Instrumentation Engineering)*

Birla Institute of Technology and Science, Pilani

**Summer Internship Company:**

MakeMyTrip India Pvt. Ltd.

*"Understanding the B2B Hotel booking behaviour of travel agents in India"*

**Work Exp.:** 23 months

**Accenture Services Pvt. Ltd.**



**Debjit Ghosh**

**Finance, Operations**

*B.Tech. (Chemical Engineering)*

Jadavpur University

**Summer Internship Company:**

Hewlett-Packard

*"Performance management framework for sustainable development in the Process Industry"*

**Work Exp.:** 23 months

**Deloitte Touche Tohmatsu India Pvt Ltd (6)**

**Ernst and Young (17)**



**Dheeraj Nagpal**

**Finance, Marketing**

*B.Tech. (Civil Engineering)*

Punjab Engineering College, Chandigarh

**Summer Internship Company:**

SBI Capital markets Ltd.

*"Financial Analysis of Power Distribution Utilities"*

**Work Exp.:** 22 months

**Siemens Power Engineering Pvt. Ltd.**



**Deepak Bhatia**

**Marketing**

*B.Tech. (Civil Engineering)*

Delhi College of Engineering, Delhi University

**Summer Internship Company:**

Godrej Properties

*"Channel Management and Effectiveness in the Residential Segment at Godrej Properties Ltd."*

**Work Exp.:** 23 months

**Bechtel India Private Ltd.**



**Esha Sharma**

**Marketing, Information Management**

*B.Tech. (Information and Communication Technology)*

Dhirubhai Ambani Institute of Information and Communication Technology

**Summer Internship Company:**

Abbott Vascular

*"Exploratory research on understanding the prevalence of Coronary Artery Disease (CAD) among women in India and identifying the challenges in diagnosis, treatment modalities, perception and awareness gaps."*

**Work Exp.:** 24 months

**Infosys Technologies Ltd.**



**Gourav Dokania**

**Finance, Strategic Management**

B. Com. (H)

St. Xavier's College, Calcutta University

**Summer Internship Company:**

Goldman Sachs

*"Pitching a basket of American Stocks based on Thematic research"*

**Work Exp.:** 17 months

**Deloitte Haskins & Sells, Kolkata**



**Janak Rajpurohit**

**Marketing, Operations**

B.E. (Mechanical Engineering)

Delhi College of Engineering, Delhi University

**Summer Internship Company:**

New Horizon India Ltd.

*"Evaluation of 'Free Coaching and Allied Scheme for student belonging to minority community' by Ministry of minority affairs under Prime Minister's New 15 point Programme"*

**Work Exp.:** 22 months

**HPCL**



**Harpreet Singh**

**Marketing, Strategic Management**

B.Tech. (Dairy Technology)

National Dairy Research Institute

**Summer Internship Company:**

GE India Industrial Pvt. Ltd.

*"Mapping of Market Potential for MCS business in Power sector with focus on Independent Power Producers of NCR"*

**Work Exp.:** 22 months

**Tetra Pak India Pvt. Ltd.**



**Jayant Bahel**

**Marketing**

B.Tech. (Mechanical Engineering)

National Institute of Technology, Nagpur

**Summer Internship Company:**

Ashok Leyland

*"1) Study the global hybrid commercial vehicle environment, identify and map the key OEMs and Tier-1 suppliers and identify the key business models operating in these markets with respect to hybrid vehicles (Buses specifically). 2). Study the Indian comm"*

**Work Exp.:** 23 months

**TELCON (Tata-Hitachi)**



**Harsimran Singh**

**Finance, Operations**

B.E. (Mechanical Engineering)

Punjab Engineering College, Chandigarh

**Summer Internship Company:**

Hewlett-Packard

*"Mapping and analysis of the Product Development function in the Automotive Industry (passenger vehicles)"*

**Work Exp.:** 24 months

**Maruti Suzuki India Ltd.**



**Kaniz Aeliya**

**Marketing, Information Management**

B.Tech. (Electronics and Communication Engineering)

Jamia Millia Islamia

**Summer Internship Company:**

Bank of India

*"Cross-selling of Third Party Products at Bank of India"*

**Work Exp.:** 20 months

**Computer Sciences Corporation India Pvt. Ltd.**



**Jadhav Gautam Pravin**

**Marketing, Information Management**

B.E. (Electronics Engineering)

KJ Somaiya College of Engineering, Mumbai University

**Summer Internship Company:**

Pitney Bowes Pvt.Ltd.

*"Market Study on Certificate Forgery"*

**Work Exp.:** 23 months

**Quinnox consultancy Services**



**Karan Talwar**

**Finance, Operations**

B.E. (Civil Engineering)

Delhi College of Engineering, Delhi University

**Summer Internship Company:**

Bank of India

*"Credit Appraisal for the Mid-Corporate Segment (Bank of India)"*

**Work Exp.:** 24 months

**Samsung Engineering India Pvt. Ltd.**



**Karan Ujla**

**Finance**  
*B.Tech. (Electronics and Communication Engineering)*  
 Delhi College of Engineering, Delhi University  
**Summer Internship Company:**  
 HSBC EDPI  
*"Overview of the Lightweight Building Materials Sector"*  
**Work Exp.:** 23 months  
**Texas Instruments**



**Ketan Verma**

**Finance, Operations**  
*B.Tech. (Electronics and Electrical Communication)*  
 Punjab Engineering College, Chandigarh  
**Summer Internship Company:**  
 Citigroup  
*"Retail Bank Top Customer Score Methodology"*  
**Work Exp.:** 23 months  
**Reliance Infrastructure Ltd.**



**Karthik Devarasetti**

**Marketing**  
*B.Tech. (Electrical and Electronics Engineering)*  
 JNTU College of Engineering, JNTU  
**Summer Internship Company:**  
 Britannia Industries Ltd.  
*"Enhance AWSM performance through a superlative engagement programme"*  
**Work Exp.:** 23 months  
**Verizon India**



**Kuntal Das**

**Finance, Information Management**  
*B.Tech. (Mechanical Engineering)*  
 Jadavpur University  
**Summer Internship Company:**  
 Hewlett-Packard  
*"Create a Corporate Financial Performance Management Framework for Consumers Industry"*  
**Work Exp.:** 23 months  
**IBM India Pvt. Ltd.**



**Kartik Luthra**

**Marketing, Finance**  
*B.Tech. (Information Technology)*  
 Bharati Vidyapeeth College of Engineering, Guru Gobind Singh Indraprastha University  
**Summer Internship Company:**  
 Bharti Realty Ltd.  
*"Market Research of real estate sector in NCR and valuation of projects"*  
**Work Exp.:** 24 months  
**Computer Sciences Corporation India Pvt. Ltd.**



**Madhur Anand**

**Marketing, Operations**  
*B.Tech. (Electrical and Electronics Engineering)*  
 National Institute of Technology, Warangal  
**Summer Internship Company:**  
 Whirlpool  
*"Assessing the opportunity within the Distribution Network in terms of Category balance, frequency and Reach"*  
**Work Exp.:** 22 months  
**Bharat Petroleum Corporation Ltd.**



**Kaustubh Gadkari**

**Finance, Strategic Management**  
*B.Tech. (Electronics Engineering)*  
 Sardar Patel College of Engineering, Mumbai University  
**Summer Internship Company:**  
 Juniper Capital  
*"Research, planning and execution of a fixed income principal investment fund"*  
**Work Exp.:** 17 months  
**CPLC (4)**  
**J.P Morgan Chase (13)**



**Manali Subramanian**

**Marketing, Strategic Management**  
*B.Tech. (Computer Science and Engineering)*  
 Sri M Visvesvaraya Institute Of Technology, Visveswaraiiah Technological University  
**Summer Internship Company:**  
 IDBI Federal Life Insurance Co Ltd  
*"Understanding Insurance Consumer Personas"*  
**Work Exp.:** 22 months  
**Accenture Services Pvt. Ltd.**



**Manan Shailesh Patel**

**Finance, Strategic Management**

B.E. (Electronics and Communication Engineering)

Charotar Institute of Technology, Gujarat University

**Summer Internship Company:**

Four-S Services Pvt. Ltd.

*"Identification of Merger & Acquisitions and Fund raising opportunities in Cold Chain Logistics sector in India"*

**Work Exp.:** 18 months

**Infosys Technologies Ltd.**



**Megha Rastogi**

**Finance**

B.E. (Information Technology)

Delhi College of Engineering, Delhi University

**Summer Internship Company:**

JP Morgan India Services Pvt. Ltd.

*"Identification of Merger and Acquisitions (M&A) opportunities in the Natural Resources sector for JPMC"*

**Work Exp.:** 23 months

**Nomura(Lehman Brothers)**



**Manish Adukia**

**Finance,**

B. Com.(H)

St. Xavier's College, Calcutta University

**Summer Internship Company:**

Goldman Sachs

*"Stock Pitch"*

**Work Exp.:** 13 months

**Assam Roofing Ltd.**



**Mehra Arjun Arun**

**Marketing**

B.Tech. (Mechanical Engineering)

National Institute of Technology, Durgapur

**Summer Internship Company:**

Reckitt Benckiser (India) Ltd

*"Evaluation of child promo items for Harpic promos and rolling out 123 communication across 6 metros"*

**Work Exp.:** 23 months

**Reliance Infrastructure Ltd.**



**Manu Krishna Saxena**

**Marketing, Operations**

B.Tech. (Manufacturing Process & Automation Engineering)

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**

Tata Motors

*"Launch of Tata Nano in Sri Lanka"*

**Work Exp.:** 23 months

**Accenture India**



**Milind Agrawal**

**Finance, Strategic Management**

B.Tech. (Mechanical Engineering)

Nirma Institute of Technology, Nirma University

**Summer Internship Company:**

Juniper Capital

*"1) Research and Evaluation for Principle Investment Fund 2) Currency Hedging USD/ INR - Evaluation of the various alternatives and risks associated"*

**Work Exp.:** 20 months

**Vadilal Enterprises Ltd. (8)**

**Infosys Technologies Ltd. (12)**



**Mayank Bhatnagar**

**Marketing, Operations**

B.Tech. (Information and Communication Technology)

Dhirubhai Ambani Institute of Information and Communication Technology

**Summer Internship Company:**

QAI

*"Validation & Application of CREST model in BPO Space"*

**Work Exp.:** 24 months

**Infosys Technologies Ltd.**



**Mohit Gupta**

**Finance**

B.Tech. (Electronics and Communication Engineering)

Jaypee Institute of Information Technology University

**Summer Internship Company:**

ONGC

*"Analysis of Portfolio Investments of Self Managed Retirement Fund at ONGC"*

**Work Exp.:** 23 months

**Accenture Services Pvt. Ltd.**



**Mohit Ramesh Bajaj**

**Finance, Marketing**  
*B.E. (Electronics and Telecommunication Engineering)*

Mumbai University

**Summer Internship Company:**  
 MakeMyTrip India Pvt. Ltd.

*“Study the online holidays product, and provide recommendations to attract more queries and bookings”*

**Work Exp.:** 21 months  
**Infosys Technologies Ltd.**



**Nalamati Laxman Siddharth**

**Finance,**  
*B.Tech. (Computer Science and Engineering)*  
 Indian School of Mines University,  
 Dhanbad

**Summer Internship Company:**  
 Bharti Realty Ltd.

*“Appraisal of the Financial Operations at Bharti Realty”*

**Work Exp.:** 22 months  
**Samsung India Software Operations Pvt. Ltd.**



**Mukund Murali**

**Finance, Marketing**  
*B.Tech. (Electronics and Communication Engineering)*

R.V. College of Engineering, Visvesvaraya Technological University

**Summer Internship Company:**  
 IDBI Federal Life Insurance Co Ltd

*“Grey Expectations: Insurance strategies for the booming 50+ market”*

**Work Exp.:** 22 months  
**Oracle Solution Services India**



**Naveen Kumar Jindal**

**Finance, Marketing**  
*B.E. (Electronics and Communication Engineering)*

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**  
 Standard Chartered

*“BCOT Transformation Strategy”*

**Work Exp.:** 23 months  
**Freescale Semiconductor India Pvt. Ltd.**



**Murugappan O**

**Marketing, Finance**  
*B.Tech. (Electrical and Electronics Engineering)*

PSG college of Technology, Anna University

**Summer Internship Company:**  
 Nestle India Ltd.

*“Cold vending solution : Developing a market entry strategy”*

**Work Exp.:** 23 months  
**Robert Bosch Ltd.**



**Neha Agrawal**

**Marketing**  
*B.Tech. (Computer Engineering)*  
 Vellore Institute of Technology

**Summer Internship Company:**  
 Johnson and Johnson Medical India

*“Service Quality Benchmarking”*

**Work Exp.:** 22 months  
**Tata Consultancy Services**



**Nair Ashwin Gopinath**

**Finance, Strategic Management**  
*B.Tech. (Electronics and Telecommunication Engineering)*

KJ Somaiya College of Engineering, Mumbai University

**Summer Internship Company:**  
 JP Morgan India Services Pvt. Ltd.

*“Assign credit ratings to two companies in the Technology sector based on quantitative financial analysis and qualitative business analysis of the company”*

**Work Exp.:** 23 months  
**JP Morgan Chase**



**Nikhil Jain**

**Finance**  
*B.Tech. (Electronics and Communication Engineering)*

Lingaya’s Institute of Management & Technology, Maharishi Dayanand University

**Summer Internship Company:**  
 Enterpriseforce, Inc.

*“Study of Indian Logistics Industry”*

**Work Exp.:** 20 months  
**Faridabad Sales Corporation (17) Infosys Technologies Ltd. (3)**



**Nikhil Singhal**

**Finance, Marketing**

*B.Tech. (Electrical and Electronics Engineering)*

Bharati Vidyapeeth College of Engineering, Guru Gobind Singh Indraprastha University

**Summer Internship Company:**

Madura Fashion & Lifestyle

*"To analyze the difference/overlap of Vdot and VH consumer"*

**Work Exp.:** 21 months

**GMR Airport Developer Ltd.**



**Nitin Jain**

**Finance, Marketing**

*B.Tech. (Electronics Engineering)*

Indian School of Mines University, Dhanbad

**Summer Internship Company:**

Keane India Ltd.

*"Review of U.S. Investment Management Industry & the impact of online social media on Investment Management firms"*

**Work Exp.:** 23 months

**Amdocs DVCI Private Ltd.**



**Nipun Goyal**

**Marketing, Strategic Management**

*B.F.Tech (Apparel Manufacturing)*

National Institute of Fashion Technology, New Delhi

**Summer Internship Company:**

Philips

*"To assess design offerings of Philips Design and create a 'go-to-market' strategy for external market"*

**Work Exp.:** 24 months

**Opera Global (12)**

**Arvind Ltd. (12)**



**Pinak Mukherjee**

**Marketing, Strategic Management**

*B.Tech. (Computer Science and Engineering)*

Guru Tegh Bahadur Institute of Technology, Guru Gobind Singh Indraprastha University

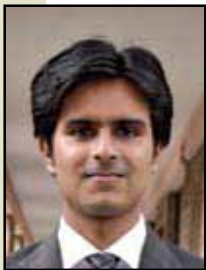
**Summer Internship Company:**

Mahindra & Mahindra Ltd.

*"Brand activation of Mahindra Racing"*

**Work Exp.:** 24 months

**Stryker Corp**



**Nisheeth Pandey**

**Marketing**

*B.Tech. (Computer Science and Engineering)*

National Institute of Technology, Nagpur

**Summer Internship Company:**

IDBI Federal Life Insurance Co Ltd.

*"Identifying Consumer Personas for IDBI Federal"*

**Work Exp.:** 24 months

**Tata Consultancy Services**



**Poulomi Mukherjee**

**Marketing**

*B.E. (Electrical Engineering)*

Jadavpur University

**Summer Internship Company:**

American Express (India) Private Ltd.

*"Mapping the payment structure of fuel retail and developing business model for improving perception of coverage of AMEX cards"*

**Work Exp.:** 24 months

**eFORCE India Pvt. Ltd.**



**Nitin Gangwani**

**Finance, Strategic Management**

*B.Tech. (Manufacturing Process & Automation Engineering)*

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**

IDBI Federal Life Insurance Co Ltd.

*"Grey Expectations: Insurance strategies for the booming 50+ market"*

**Work Exp.:** 24 months

**Computer Sciences Corporation India Pvt. Ltd.**



**Pradeep V**

**Marketing, Information Management**

*B.Tech. (Computer Science and Engineering)*

AC College Of Engineering and Technology, Anna University

**Summer Internship Company:**

Maruti Suzuki India Ltd.

*"Outbound Logistics Optimization"*

**Work Exp.:** 17 months

**Tata Consultancy Services**



**Prateek Maheshwari**  
**Finance, Strategic Management**  
 B.Tech. (Electronics and Communication Engineering)  
 Jaypee Institute of Information Technology University  
**Summer Internship Company:**  
 Bank Of Baroda  
*"Financing Infrastructure Projects - Key Issues"*  
**Work Exp.:** 24 months  
**Infosys Technologies Ltd. (24)**



**Rahul C Reddy**  
**Marketing**  
 B.Tech. (Electronics and Communication Engineering)  
 Chaitanya Bharathi Institute of Technology, Osmania University  
**Summer Internship Company:**  
 Idea Cellular Ltd.  
*"Competitor Analysis & Channel Engagement"*  
**Work Exp.:** 16 months  
**Cognizant Technology Solutions**



**Pratyaksh Mehra**  
**Finance, Strategic Management**  
 B.Tech. (Civil Engineering)  
 Delhi College of Engineering, Delhi University  
**Summer Internship Company:**  
 Asian Paints Ltd.  
*"Understanding the scope of "Textures" under the brand name of "Apex Duracast Textures" in the market & suggest a way forward for the category. The various markets to be studied were Mumbai, Pune, Ahmedabad, Surat & Baroda."*  
**Work Exp.:** 23 months  
**Engineers India Ltd.**



**Rajat Gupta**  
**Finance, Strategic Management**  
 B.E. (Chemical Engineering)  
 Thapar University  
**Summer Internship Company:**  
 Maruti Suzuki India Ltd.  
*"Financial risk management in Investments and Forex"*  
**Work Exp.:** 24 months  
**ZS Associates India Pvt. Ltd. (3)**  
**Career Launcher India Pvt. Ltd. (7)**  
**Futures First Info. Services Pvt. Ltd. (14)**



**Priyanshu Sawalka**  
**Finance**  
 B.Tech. (Chemical Engineering)  
 IIT, BHU  
**Summer Internship Company:**  
 Hewlett-Packard  
*"Challenges of Indian Micro finance Industry and how technology can play a role"*  
**Work Exp.:** 24 months  
**Reliance Industries Ltd.**



**Rajat Jawa**  
**Finance, Marketing**  
 B.E. (Computer Engineering)  
 Netaji Subhas Institute of Technology, Delhi University  
**Summer Internship Company:**  
 Deepak Fertilizers and Petrochemicals Ltd.  
*"Study of Mango industry in India and Preparation of a detailed business model for the company to enter this industry"*  
**Work Exp.:** 21 months  
**HCL Technologies Ltd.**



**Rachna Agrawal**  
**Marketing, Strategic Management**  
 B.E. (Polymer Science and Chemical Technology)  
 Delhi College of Engineering, Delhi University  
**Summer Internship Company:**  
 Procter & Gamble  
*"Laundry Leadership in Punjab: Identifying barriers to share growth and recommending a plan to gain leadership shares in laundry category in Punjab"*  
**Work Exp.:** 22 months  
**Grail Research**



**Rakinderjit Singh**  
**Marketing, Strategic Management**  
 B.E. (Electronics and Communication Engineering)  
 Netaji Subhas Institute of Technology, Delhi University  
**Summer Internship Company:**  
 Asian Paints Ltd.  
*"Study acceptance of the proposition for AQUADUR – water based PU in the Punjab market. Develop a consumer proposition of AQUADUR for the Kerala Market"*  
**Work Exp.:** 22 months  
**L.E.U. Foundation(Learn Empower Uplift) (7)**  
**Sparsh Ek Prayatna (3)**  
**Avaya Global Connect Ltd. (12)**



**Ramya Manyapu**

**Information Management**

B.Tech. (Electronics and Communication Engineering)

Gandhi Institute of Technology and Management, Andhra University

**Summer Internship Company:**  
Procter & Gamble

*"Reduction in spares inventory in Baddi plant, space maximization"*

**Work Exp.:** 23 months

**Accenture Services Pvt. Ltd.**



**Ritesh Nagpal**

**Marketing, Operations**

B.E. (Computer Science and Engineering)

Manipal Institute of Technology, Manipal University

**Summer Internship Company:**  
Wipro EcoEnergy

*"Market and Competitive analysis of Indian Energy Efficiency market and opportunities for Wipro EcoEnergy"*

**Work Exp.:** 22 months

**Tata Consultancy Services**



**Rao Anup Muralidhara**

**Finance, Strategic Management**

B.Tech. (Electrical Engineering)

VJTI, Mumbai University

**Summer Internship Company:**  
L&T Power

*"To develop a financial model in order to optimise IDC while maintaining positive cashflow in an EPC project"*

**Work Exp.:** 22 months

**Reliance Infrastructure Ltd.**



**Saksham Agrawal**

**Finance, Strategic Management**

B.Tech. (Instrumentation and Control Engineering)

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**  
Arcelor Mittal India Ltd.

*"Greenfield Projects in India"*

**Work Exp.:** 23 months

**Winshuttle Software Pvt. Ltd.**



**Rashi Agarwal**

**Finance**

B.Tech. (Mining Engineering)

IIT, BHU

**Summer Internship Company:**  
SBI Capital Markets Ltd.

*"Advisory on Natural Gas Industry with Special Focus on LNG Industry"*

**Work Exp.:** 23 months

**Deloitte Consulting India Pvt. Ltd.**



**Sandeepan Raha**

**Marketing, Operations**

B.Tech. (Marine Engineering)

Tolani Maritime Institute, BITS, Pilani

**Summer Internship Company:**  
Mindtree Consulting Ltd.

*"Creating a Marketing Strategy based on Market Survey and Product Study"*

**Work Exp.:** 13 months

**MSC Ship Management (2)**

**Anglo-Eastern Ship Management (4)**

**Chellaram Shipping (7)**



**Rekha N**

**Marketing**

B.Sc (Computer Applications with Mathematics and Statistics)

St. Teresa's College, Mahatma Gandhi University

**Summer Internship Company:**  
Pepsico

*"Analysing a new product opportunity"*

**Work Exp.:** 24 months

**IBM India Pvt. Ltd.**



**Shah Dhaval Hemant**

**Finance**

B.Tech. (Electronics Engineering)

Sardar Patel College of Engineering, Mumbai University

**Summer Internship Company:**  
Bharti Realty Ltd.

*"Feasibility study for acquiring a land parcel for Bharti Realty in the Mumbai Region"*

**Work Exp.:** 22 months

**Infosys Technologies Ltd.**



**Shalabh Arora**

**Finance, Marketing**

*B.Tech. (Electrical Engineering)*

Punjab Engineering College, Chandigarh

**Summer Internship Company:**

KEC International (RPG)

*“Competitor Mapping and strategic overview of the Transmission Sector”*

**Work Exp.:** 24 months

**Reliance Infrastructure Ltd.**



**Siddharth P. Bijlani**

**Marketing, Strategic Management**

*B.Tech. (Production and Industrial Engineering)*

Indian Institute of Technology, Roorkee

**Summer Internship Company:**

Amway India Enterprises Pvt. Ltd.

*“Evaluate the Opportunity for Amway India to enter into Baby Care Segment”*

**Work Exp.:** 22 months

**Kotak Mahindra Bank, Mumbai**



**Shishir Srivastava**

**Finance, Strategic Management**

*B.Tech. (Electronics and Telecommunication Engineering)*

KJ Somaiya College of Engineering, Mumbai University

**Summer Internship Company:**

Langham Capital

*“Live deal valuation and target identification & analysis across specialty retail & IT services”*

**Work Exp.:** 21 months

**CRISIL Research**



**Siddhartha Saxena**

**Marketing**

*B.Tech. (Electrical and Electronics Engineering)*

Birla Institute of Technology and Science, Pilani

**Summer Internship Company:**

Bharti Airtel Ltd.

*“Analysis of MDU DTH business and recommendations to increase penetration”*

**Work Exp.:** 22 months

**AMS Learning Systems (16)  
Agilent Technologies (6)**



**Shruti Agrawal**

**Finance**

*B. Com. (Accounting and Finance)*

St. Xavier’s College, Calcutta University

**Summer Internship Company:**

JP Morgan India Services Pvt. Ltd.

*“IB opportunities for REITs in North America”*

**Work Exp.:** 13 months

**Ambarish Agro Chemicals Pvt. Ltd.**



**Sonali Gupta**

**Marketing, Strategic Management**

*B.E. (Instrumentation and Control Engineering)*

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**

Marico

*“To explore brown and organic rice categories and evaluate a business case for the same for Saffola Arise”*

**Work Exp.:** 24 months

**Dunnhumby India Pvt. Ltd.**



**Shubhi Gupta**

**Marketing, Strategic Management**

*B.Tech. (Information Technology)*

J.S.S.Academy of Technical Education, Uttar Pradesh Technical University

**Summer Internship Company:**

Abbott Healthcare Pvt. Ltd.

*“Strategies to penetrate the medical device industry in India”*

**Work Exp.:** 20 months

**Microsoft R&D India Pvt. Ltd.**



**Sthitapragnya Biswal**

**Marketing, Operations**

*B.Tech. (Information Technology)*

Vellore Institute of Technology

**Summer Internship Company:**

Discover Life

*“Developing new market offering strategy for driving business growth by leveraging existing market channels and experimenting with new ones”*

**Work Exp.:** 21 months

**Tata Consultancy Services**



**Tanmay Gupta**

**Finance**

*B.Tech. (Mechanical Engineering)*

National Institute of Technology, Jalandhar

**Summer Internship Company:**

ONGC

*"Analysis of Portfolio Investments of Self Managed Retirement Fund at ONGC"*

**Work Exp.:** 22 months

**Evalueserve**



**Vibhor Garg**

**Finance, Operations**

*B.Arch (Architecture and Planning)*

Indian Institute of Technology, Roorkee

**Summer Internship Company:**

ScotiaMocatta

*"Setting up of Gold ETF trading desk for ScotiaMocatta India"*

**Work Exp.:** 21 months

**Deloitte Consulting India Pvt. Ltd.**



**Vaibhav Chaudhary**

**Finance, Strategic Management**

*B.E. (Electronics and Telecommunication Engineering)*

Army Institute of Technology, University of Pune

**Summer Internship Company:**

Standard Chartered

*"To understand the commodity trade flows in the country and design a commodity flow map for the country for the various commodities"*

**Work Exp.:** 20 months

**HSBC GLT**



**Vipul Manglik**

**Marketing, Finance**

*B.Tech. (Electronics and Communication Engineering)*

University Institute of Engineering and Technology, Panjab University

**Summer Internship Company:**

Idea Cellular Ltd.

*"Breakthrough Innovation in Value added services for Rural people"*

**Work Exp.:** 24 months

**Infosys Technologies Ltd.**



**Vaibhav Goyal**

**Finance, Strategic Management**

*B.Tech. (Information Technology)*

University School of Information Technology, Guru Gobind Singh Indraprastha University

**Summer Internship Company:**

Metlife

*"Profitability Statements for Lines of Business - Concept Document Creation, P&L Preparation & Roll-out"*

**Work Exp.:** 23 months

**HSBC EDPI (5)**

**Deloitte & Touche (18)**



**Vivek Mogili**

**Finance**

*B.Tech. (Electronics and Communication Engineering)*

Andhra University College of Engineering, Andhra University

**Summer Internship Company:**

Cognizant Business Consulting

*"To study the changes happening in the Publishing Industry and its impact on the Business Models and the value chains."*

**Work Exp.:** 23 months

**Cognizant Technology Solutions**

**(16)**

**T.I.M.E Education (7)**



**Venkata Narsi Reddy G**

**Finance, Marketing**

*B.Tech. (Electrical Engineering)*

National Institute of Technology, Kurukshetra

**Summer Internship Company:**

JSW Steel Ltd.

*"Primary Market research on Sales of JSW's GC sheets in Tamil Nadu and recommend steps to increase sales"*

**Work Exp.:** 22 months

**Fiserv India Pvt. Ltd.**



**Abhisek Das**

**Finance**  
 B.Tech. (Computer Science and Engineering)  
 National Institute of Technology, Warangal  
**Summer Internship Company:**  
 Bank of India  
 “Equity Portfolio Creation using Value Investing Principles”  
**Work Exp.:** 5 months  
**Morgan Stanley**



**Aman Chugh**

**Marketing**  
 B.Tech. (Instrumentation and Control Engineering)  
 Netaji Subhas Institute of Technology, Delhi University  
**Summer Internship Company:**  
 Dr. Reddy’s Laboratories  
 “Identifying business development opportunities for Dr Reddy’s API portfolio in Combination Formulations market”  
**Work Exp.:** 8 months  
**Evalueserve**



**Aditya Kandoi**

**Finance**  
 B.Tech. (Civil Engineering)  
 IIT, BHU  
**Summer Internship Company:**  
 JP Morgan India Services Pvt. Ltd.  
 “Corporate Finance Advisory & Sector analysis”  
**Work Exp.:** 12 months  
**Deloitte Consulting India Pvt. Ltd**



**Anant Garg**

**Marketing, Strategic Management**  
 B.Tech. (Industrial Production)  
 Institute of Engineering and Rural Technology, Uttar Pradesh Technical University  
**Summer Internship Company:**  
 Madura Fashion & Lifestyle  
 “Studying and suggesting the most optimal way for setting up an Online store for Peter England”  
**Work Exp.:** 10 months  
**IERT, Allahabad (7)**  
**Tata Consultancy Services (3)**



**Agarwal Pranshu Rajkrishna**

**Finance**  
 B.Tech. (Chemical Engineering)  
 University Institute of Chemical Technology, Mumbai University  
**Summer Internship Company:**  
 ICICI Bank Ltd.  
 “Strategic Insights to the Commercial Banking Group of ICICI Bank on the basis of Client Transaction Behavior to curtail outflow from CASA”  
**Work Exp.:** 4 months  
**Tata Consulting Engineers Ltd.**



**Ankit Jain**

**Finance**  
 B.Com. (Hons)  
 Sri Ram College of Commerce, Delhi University  
**Summer Internship Company:**  
 Juniper Capital  
 “Planning and execution of two funds of the company: Fixed income fund and Social equity fund”  
**Work Exp.:** 7 months  
**Verity Knowledge Solutions**



**Akshat Gait**

**Marketing, Finance**  
 B.Tech. (Computer Engineering)  
 Army Institute of Technology, University of Pune  
**Summer Internship Company:**  
 Standard Chartered  
 “Risk Weighted Asset Management by Portfolio Clean Up”  
**Work Exp.:** 8 months  
**Infosys Technologies Ltd.**



**Annapoorni C S**

**Finance, Strategic Management**  
 B.Tech. (Electronics and Communication Engineering)  
 Model Engineering College, Cochin University of Science And Technology  
**Summer Internship Company:**  
 IDBI Federal Life Insurance Co Ltd.  
 “Grey Expectations: Insurance strategies for the booming 50+ market”  
**Work Exp.:** 11 months  
**Nokia Siemens Networks**



**Arjun Menon P**

**Marketing**

B.Tech. (Mechanical Engineering)  
Amrita School of Engineering, Amrita  
Vishwa Vidyapeetham

**Summer Internship Company:**  
Procter & Gamble

*“Material Usage Variance related loss  
elimination”*

**Work Exp.:** 12 months  
**Hindustan Unilever Ltd.**



**Hardik Srivastava**

**Finance, Marketing**

B.Tech. (Electronics and Communication  
Engineering)

National Institute of Technology,  
Durgapur

**Summer Internship Company:**  
Tata Steel

*“Go to market strategy for launch of TATA  
Agrico rotavators in Odisha”*

**Work Exp.:** 5 months  
**Tata Consultancy Services**



**Asees Singh**

**Marketing, Strategic Management**

B.Tech. (Electrical and Electronics  
Engineering)

Bharati Vidyapeeth College of  
Engineering, Guru Gobind Singh  
Indraprastha University

**Summer Internship Company:**  
Axis Bank

*“Develop and implement a strategy for  
driving Internet Banking Penetration”*

**Work Exp.:** 12 months  
**Design International**



**Himanshu Gahlaut**

**Marketing**

B.E. (Electronics and Telecommunication  
Engineering)

Army Institute of Technology, University  
of Pune

**Summer Internship Company:**  
Johnson and Johnson Medical India

*“Identifying Value Proposition and developing  
a positioning statement for the launch of a  
combined generator”*

**Work Exp.:** 7 months  
**Infosys Technologies Ltd.**



**Deepika Mangla**

**Finance, Strategic Management**

B.E. (Computer Engineering)

Netaji Subhas Institute of Technology,  
Delhi University

**Summer Internship Company:**  
Citigroup

*“Create a spend basket index which will  
essentially be a peer group level comparison  
of different category spends of the entire  
North America cards customer base”*

**Work Exp.:** 12 months  
**Towers Watson**



**Himanshu Manchanda**

**Marketing, Strategic Management**

B.E. (Civil Engineering)

Punjab Engineering College, Chandigarh

**Summer Internship Company:**  
Marico

*“Conceptualization of marketing model for  
the Nihar Rural Outreach program in Bihar.”*

**Work Exp.:** 12 months  
**Grail Research**



**Geetu Sehgal**

**Finance**

B.Tech. (Electronics and Communication  
Engineering)

Manipal Institute of Technology, Manipal  
University

**Summer Internship Company:**  
Citigroup

*“Internal & External view analysis of the  
pricing trends for Sears Master Card (SMC)”*

**Work Exp.:** 4 months  
**Tata Consultancy Services**



**Ingit Tibrewal**

**Marketing**

B.Tech. (Electronics and Communication  
Engineering)

National Institute of Technology,  
Kurukshetra

**Summer Internship Company:**  
Asian Paints Ltd.

*“Market Assessment and Value Proposition  
Assessment for Automotive Refinish Paints in  
Bangladesh”*

**Work Exp.:** 11 months  
**Bright Vision Pvt. Ltd**



**Kandarp Suchak**

**Marketing**

B.Tech. (Electronics Engineering)  
Birla Vishwakarma Mahavidyalaya, Sardar Patel University

**Summer Internship Company:**

Sterlite Industries (I) Ltd., Vedanta Resources

*“Optimizing Coal Procurement, Benchmarking International Indices and Understanding Coal Import Processes at the Smelters at Hindustan Zinc Ltd.”*

**Work Exp.:** 5 months  
**Infosys Technologies Ltd.**



**Manika Verma**

**Marketing**

B.Tech. (Electronics Engineering)  
Harcourt Butler Technological Institute, Uttar Pradesh Technical University

**Summer Internship Company:**

L&T Power

*“Competitor analysis for L&T Power’s selected divisions with respect to financials, technical & execution capability, performance leading to plotting and evaluation of strategies to be employed for growth.”*

**Work Exp.:** 11 months  
**ICC Kanpur (5)**  
**Accenture Services Pvt. Ltd., Bangalore (6)**



**Karan Kapoor**

**Marketing**

B.Tech. (Electronics Engineering)  
IIT, BHU

**Summer Internship Company:**

Tata Motors

*“Reasons and counter measures of de-growth of Indica & Vista in 2010”*

**Work Exp.:** 8 months  
**Evalueserve**



**Mayank Bukrediwala**

**Finance**

B.Tech. (Mechanical Engineering)  
Vellore Institute of Technology

**Summer Internship Company:**

Goldman Sachs

*“GS Sustain”*

**Work Exp.:** 12 months  
**Tata Consultancy Services (5)**  
**IMS Learning Resources Pvt Ltd. (7)**



**Kriti Jain**

**Finance, Strategic Management**

B.Tech. (Biotechnology)  
Jaypee Institute of Information Technology University

**Summer Internship Company:**

Deepak Fertilizers and Petrochemicals Ltd.

*“To understand the business model of Ishanya, a Specialty mall built by DFPCL, its valuation and comparison it with its peers”*

**Work Exp.:** 8 months  
**Infosys Technologies Ltd.**



**Narayan Shubham Padmanabh**

**Finance, Strategic Management**

B.Tech. (Electronics Engineering)  
Vivekanand Education Societys Institute of Technology, Mumbai University

**Summer Internship Company:**

SAP India Pvt. Ltd.

*“Collabarating with SAP PM team for creation of benchmarking surveys and aggregate analysis of benchmarking data”*

**Work Exp.:** 10 months  
**Tata Consultancy Services (4)**  
**CESMED (6)**



**Lokesh Harnal**

**Marketing, Operations**

B.Tech. (Information Systems)  
Birla Institute of Technology and Science, Pilani

**Summer Internship Company:**

Philips

*“Providing Consulting Services to customers with the objective of having a positive impact on the Net Promoter Score”*

**Work Exp.:** 11 months  
**Exeter (2)**  
**Reflexis (9)**



**Nikhil Gupta**

**Marketing, Finance**

B.Tech. (Mechanical Engineering)  
Indian Institute of Technology, Delhi

**Summer Internship Company:**

PepsiCo

*“Evaluate quality of A class segmentation and suggest gaps and remedies to achieve defined objectives”*

**Work Exp.:** 12 months  
**Go Mobile Trading Private Ltd.**



**Prateek Bhatnagar**

**Finance, Marketing**  
B.Tech. (Production Engineering)  
Punjab Engineering College, Chandigarh  
**Summer Internship Company:**  
Daimler India Commercial Vehicles Pvt Ltd.

*“Competitors’ financial analysis & Raw material price trend analysis”*

**Work Exp.:** 11 months  
**TATA Motors**



**Richa Gupta**

**Finance, Strategic Management**  
B.Tech. (Instrumentation and Control Engineering)  
Netaji Subhas Institute of Technology, Delhi University  
**Summer Internship Company:**  
Daimler India Commercial Vehicles Pvt Ltd

*“1. Daimler’s Competitor’s financial fundamental analysis 2. Raw Material (used in Daimler’s trucks) trend analysis”*

**Work Exp.:** 12 months  
**Freescale Semiconductor India Pvt. Ltd. (4)**  
**Aricent Technologies Ltd. (8)**



**Prateek Goel**

**Marketing, Strategic Management**  
B.Tech. (Mechanical Engineering)  
National Institute of Technology, Kurukshetra

**Summer Internship Company:**  
Pepsico

*“Evaluation of the Asha pilot in AP- understanding how the social, business model is working, opportunities for improvement and recommending way forward”*

**Work Exp.:** 10 months  
**Nestle India Ltd.**



**Rohith Potti P**

**Finance, Strategic Management**  
B.Tech. (Computer Science and Engineering)  
Amrita School of Engineering, Amrita Vishwa Vidyapeetham

**Summer Internship Company:**  
Standard Chartered

*“Turn-around time and errors in Credit Cards”*

**Work Exp.:** 10 months  
**Bhima Automobiles**



**Prerna Sharma**

**Marketing**  
B.Tech. (Information and Communication Technology)  
Manipal Institute of Technology, Manipal University

**Summer Internship Company:**  
Dolcera ITES Private Ltd.

*“Understand the market potential for prescription (Rx) to OTC switch in India”*

**Work Exp.:** 8 months  
**Tata Consultancy Services**



**Sakshi Sharma**

**Finance**  
B.Tech. (Electronics and Communication Engineering)  
Indira Gandhi Institute of Technology, Guru Gobind Singh Indraprastha University

**Summer Internship Company:**  
Tata Consultancy Services Ltd.

*“Business case development and preparation of end-to-end revenue model to acquire new business in Govt. of India at Govt. ISU”*

**Work Exp.:** 3 months  
**Nokia Siemens Networks**



**Rahul Aggarwal**

**Finance, Strategic Management**  
B.Tech. (Computer Science and Engineering)  
Jaypee Institute of Information Technology University

**Summer Internship Company:**  
Tata McGraw Hill Education Pvt. Ltd.

*“1. New acquisitions in publishing space 2. Distribution & Supply Chain challenges”*

**Work Exp.:** 6 months  
**Samsung India Software Operations Pvt. Ltd. (2)**  
**Computer Sciences Corporation (4)**



**Sambhav Ahuja**

**Finance**  
B.E. (Manufacturing Process & Automation Engineering)  
Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:**  
ING Vysya Bank Ltd.

*“Developing Credit Appraisal Package for Small Private and Cooperative Sector Banks”*

**Work Exp.:** 12 months  
**Deloitte Consulting Pvt. Ltd.**



**Sethu Ramalingam M**

**Marketing, Operations**

B.E. (Electronics and Communication Engineering)

Government College of Technology, Anna University

**Summer Internship Company:**

Tata Consultancy Services Ltd.

*“Market Research and customer analysis for business intelligence in travel, transport and hospitality business unit”*

**Work Exp.:** 6 months

**T.I.M.E Coimbatore**



**Sushant**

**Finance**

B.Tech. (Electronics and Telecommunication Engineering)

Pune Institute of Computer Technology, University of Pune

**Summer Internship Company:**

SBI Capital Markets Ltd.

*“Analysis and Tracking of Sectoral Allocation Shift in the Mutual Fund Industry of India for the equity mutual funds in the last 3 years.”*

**Work Exp.:** 6 months

**LIC of India**



**Shivi Goel**

**Finance, Marketing**

B.Tech. (Information Technology)

Malaviya National Institute of Technology, Jaipur

**Summer Internship Company:**

Dolcera ITES Private Ltd.

*“New Product Development – Enterprise Content Management Solution”*

**Work Exp.:** 12 months

**Deloitte**



**Tisa Annie Paul**

**Finance, Strategic Management**

B.Tech. (Electronics and Communication Engineering)

National Institute of Technology, Calicut

**Summer Internship Company:**

American Express (India) Private Ltd.

*“Formulation of strategies to disrupt fraudulent credit/charge card transactions over the internet”*

**Work Exp.:** 12 months

**Deloitte Consulting India Pvt. Ltd.**



**Sidhanth Hota**

**Finance, Marketing**

B.A.

Sri Venkateswara College, Delhi University

**Summer Internship Company:**

Bharti Airtel Ltd.

*“Benchmarking Report of the Key Performance Indicators of the top 25 telecom companies globally”*

**Work Exp.:** 3 months

**Kalinga Coal Mining Private Ltd.**



**Vineet Singh**

**Finance, Operations**

B.Tech. (Electronics Engineering)

IIT, BHU

**Summer Internship Company:**

One97 Communications Ltd.

*“Study and enhance IVR system in Airtel Hello Tune Promo Platform”*

**Work Exp.:** 12 months

**Bharatiya Lok Vikas Evam Shodh Sansthan (3)**

**Samsung India Software Operations Pvt. Ltd. (9)**



**Aarushi Jain**

**Marketing, Finance**

B.Tech. (Instrumentation and Control Engineering)

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:** Maruti Suzuki India Ltd.

*“Brand analysis of Maruti Suzuki Ritz”*



**Bhuskute Abha Shriram**

**Marketing, Operations**

B.Tech. (Chemical Engineering)

Shri Ramdeobaba Kamla Nehru Engineering College, RTM Nagpur University

**Summer Internship Company:** Sterlite Industries (I) Ltd., Vedanta Resources

*“Analysis of existing vendors and suppliers for Sterlite Industries (India) Ltd and ways to reduce the number of existing vendor base.”*



**Abhilash Mohanty**

**Marketing, Finance**

B.Tech. (Mechanical Engineering)

Maharashtra Institute of Technology, University of Pune

**Summer Internship Company:** Perfetti Van Melle

*“Establishing the Standalone and Kendriya Bhandar chain in Delhi and expanding the business in the hotel chain for PVMI.”*



**Danish Arif**

**Finance, Marketing**

B.Tech. (Electronics and Communication Engineering)

Babu Banarasi Das, Uttar Pradesh Technical University

**Summer Internship Company:** Goldman Sachs

*“Stock Pitch on Cognizant and ESG data analysis for GS Sustain”*



**Anurag Agarwal**

**Finance, Marketing**

B.Tech. (Mechanical Engineering)

Heritage Institute of Technology, West Bengal University Of Technology

**Summer Internship Company:** Nomura Services India Private Ltd.

*“Sell-side pitch of a European/American Railway Sector company”*



**Ekansh Babbar**

**Finance**

B.E. (Electronics and Communication Engineering)

Netaji Subhas Institute of Technology, Delhi University

**Summer Internship Company:** QAI

*“Validation & Application of CREST model in Northern India”*



**Arjun Dutt**

**Finance**

B.E. (Polymer Science and Chemical Technology)

Delhi College of Engineering, Delhi University

**Summer Internship Company:** Wipro EcoEnergy

*“Develop a Value Proposition and Business model for Green design in Commercial Buildings Market in India”*



**Gandhi Harsh Ashwin**

**Finance**

B.Tech. (Computer Science and Engineering)

VJTI, Mumbai University

**Summer Internship Company:** American Express (India) Private Ltd.

*“Risk Analytics - Analysis of clickstream data from American Express web sites across various markets”*



**Gaurav Anand**

**Finance, Marketing**  
 B.E. (Metallurgical Engineering)  
 Jadavpur University  
**Summer Internship Company:**  
 Ashok Leyland  
 “Precision Strike in Multi Axle vehicle”



**Nidhi Bhartia**

**Finance**  
 B.B.A (Electronics and Communication Engineering)  
 St. Xavier’s College, Calcutta University  
**Summer Internship Company:**  
 HSBC EDPI  
 “Study the impact of macro-economic indicators on Consumer and retail sector across the globe”



**Jayneelsinh Jadeja**

**Finance**  
 B.Tech. (Information Technology)  
 L.D. College of Engineering, Gujarat University  
**Summer Internship Company:**  
 Ishanya Mall, DFPCL  
 “Business Model of Snow Dome”



**Nikhil Nariani**

**Marketing, Finance**  
 B.Tech. (Electronics and Instrumentation Engineering)  
 Bharati Vidyapeeth College of Engineering, Guru Gobind Singh Indraprastha University  
**Summer Internship Company:**  
 Dabur India Ltd.  
 “To develop a Cash & Carry Strategy for Dabur in Personal Care (including Oral Care) in Wal Mart Cash & Carry stores”



**Kanika Aggarwal**

**Marketing, Finance**  
 B.Tech. (Electronics Engineering)  
 Netaji Subhas Institute of Technology, Delhi University  
**Summer Internship Company:**  
 Tata McGraw Hill Education Pvt. Ltd  
 “Exploratory research on the vocational education and digital education space in India”



**Nitesh Bhardwaj**

**Finance, Marketing**  
 B.Tech./M.Tech (Integrated Dual Degree) (Civil Engineering)  
 IIT, BHU  
**Summer Internship Company:**  
 Maruti Suzuki India Ltd.  
 “Study of Indian Automobile Sector and Quality of Sales Assesment through Lost Case Analysis”



**Mayank Gupta**

**Finance, Operations**  
 B.Tech. (Electronics and Communication Engineering)  
 Netaji Subhas Institute of Technology, Delhi University  
**Summer Internship Company:**  
 ICRA Ltd.  
 “Analysing the dynamics of Thermal Power Sector in India”



**Pamulapati Pramod**

**Finance, Marketing**  
 B.Tech. (Electronics and Communication Engineering)  
 JNTU College of Engineering, JNTU  
**Summer Internship Company:**  
 ATFL  
 “Demand generation plan for YUM Meals”



**Prakhhar Dadhich**

**Finance**

B.Tech. (Computer Science and Engineering)  
Shri Govindram Seksaria Institute of  
Technology and Science

**Summer Internship Company:**  
Religare

*“Standardising regulatory reporting process  
for treasury”*



**Saurabh Rustagi**

**Marketing**

B.Tech. (Electronics and Telecommunication  
Engineering)

Netaji Subhas Institute of Technology,  
Delhi University

**Summer Internship Company:**  
Sterlite Industries (I) Ltd., Vedanta  
Resources

*“Analyze existing, lost and potential  
customers of SILL and strategize to increase  
its copper sale”*



**Rahul Agarwal**

**Finance, Strategic Management**

B.Tech. (Electrical and Electronics  
Engineering)

The Bengal Engineering and Science  
University, Shibpur

**Summer Internship Company:**  
ICICI Bank Ltd.

*“Identification of Key Interventions to  
increase profitability in ICICI Bank’s Credit  
Card Business”*



**Shah Sagar Jatinbhai**

**Finance, Strategic Management**

B.Tech. (Electrical and Electronics  
Engineering)

Nirma Institute of Technology, Nirma  
University

**Summer Internship Company:**  
SAP India Pvt. Ltd.

*“Collaborating with SAP PM team for  
creation of benchmarking surveys and  
aggregate analysis of benchmarking data”*



**Rupa Mittal**

**Marketing**

B.Tech. (Electronics and Communication  
Engineering)

Ajay Kumar Garg Engineering College,  
Uttar Pradesh Technical University

**Summer Internship Company:**  
Perfetti Van Melle

*“To drive the sales of Perfetti at the Railway  
stations in the NCR region”*



**Shiv Socrates Kapoor**

**Marketing, Finance**

B.Sc (Information Technology)

Hans Raj College, Delhi University

**Summer Internship Company:**  
Coca Cola India Inc.

*“Activation: Indian Premier League and Asset  
Evaluation Score for 5 IPL teams”*



**Sahil Agarwal**

**Marketing**

B.Tech. (Computer Science and Engineering)  
International Institute of Information  
Technology, Hyderabad

**Summer Internship Company:**  
Godrej Consumer Products Ltd.

*“Activation Strategy for GoodKnight Naturals  
in Modern Trade”*



**Sipani Ankit Rajendra**

**Finance, Marketing**

B.Tech. (Chemical Engineering)

Thakur College of Engineering and  
Technology, University of Mumbai

**Summer Internship Company:**  
Hindustan Zinc Ltd., Vedanta Resources

*“To compare IFRS and IAS and determine  
the changes in company accounting  
policies due to implementation of IFRS.  
Benchmarking of annual report of HZL”*



**Sumitra Sredharen**

**Finance**

*B.Tech. (Mechanical Engineering)*  
Netaji Subhas Institute of Technology,  
Delhi University

**Summer Internship Company:**

Dr. Reddy's Laboratories  
*"Analysis of Latam pharma  
database+explore branded APIs"*



**Vidya Sagar V**

**Finance, Strategic Management**

*B.E. (Hons)*  
Birla Institute of Technology and Science,  
Pilani

**Summer Internship Company:**

Arcelor Mittal India Ltd.  
*"Analysis of Steel Imports to India"*



**Varun Prasher**

**Finance**

*B.Tech. (Computer Science and Engineering)*  
Punjab Engineering College, Chandigarh

**Summer Internship Company:**

L&T Treasury  
*"Commodities Risk Management"*

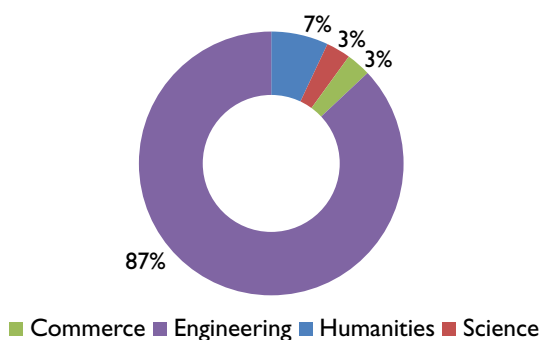
# PGP-HR

Students are mentored by industry professionals throughout the curriculum and have been engaged in Live Projects in organizations such as PricewaterhouseCoopers, Hay Group, Philips, Airtel, Aditya Birla Group, Coca Cola, PepsiCo & GE, among others.

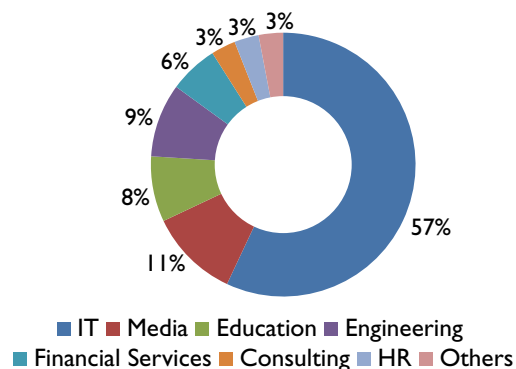


## Batch Profile - PGP-HR - Class of 2012

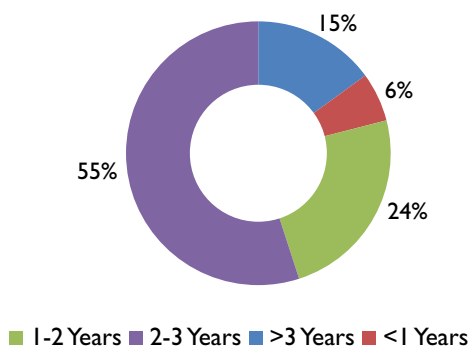
### Academic Background



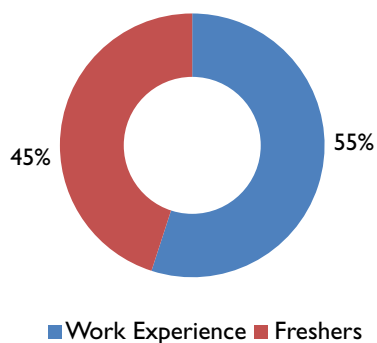
### Work Experience - Sector Wise



### Work Experience in Years



### Previous Work Experience





**Abhishek Jha**

B.E. (Mechanical Engineering)  
 R.V. College of Engineering, Visvesaraiya  
 Technological University  
**Summer Internship Company:**  
 Tata Motors  
*"HR Processes for Distributors"*  
**Work Exp.:** 25 months  
**Mahindra Engineering Services Ltd.**



**Nishith Nishesh**

B.E. (Computer Science and Engineering)  
 Manipal Institute Of Technology, Manipal  
 University  
**Summer Internship Company:**  
 Metlife Global Operations Support  
 Center  
*"Creation of departmental manual for  
 training department"*  
**Work Exp.:** 30 months  
**Infosys Technologies Ltd.**



**Jigyashu Shukla**

B.Tech. (Metallurgical Engineering)  
 IIT, BHU  
**Summer Internship Company:**  
 Louis Dreyfus Private Ltd.  
*"To develop an effective engagement model  
 for achieving sustainability as a competitive  
 advantage"*  
**Work Exp.:** 24 months  
**MECON Ltd.**



**Pai Rohan Gurudatt**

B.E. (Computer Engineering)  
 Watumull Institute of Engineering and  
 Technology, University of Mumbai  
**Summer Internship Company:**  
 MphasiS Ltd.  
*"Career Progression Framework"*  
**Work Exp.:** 35 months  
**3i-Infotech Ltd.**



**Kunal Dayani**

B.E. (Computer Science and Engineering)  
 MS Ramaiah Institute Of Technology,  
 Visvesvaraya Technological University  
**Summer Internship Company:**  
 Marg Group Ltd.  
*"Detailed Study on HR Dashboard.  
 Comparison of various dashboard's used in  
 various other RE/Infrastructure companies.  
 Components of an effective dashboard and  
 implementation of a dashboard at MARG."*  
**Work Exp.:** 24 months  
**Fidelity India Pvt. Ltd.**



**Poras Mehla**

B.Tech. (Computer Science and Engineering)  
 Maharishi Markandeshwar University,  
 Mullana  
**Summer Internship Company:**  
 Schneider Electric India  
*"Employer Branding"*  
**Work Exp.:** 29 months  
**Mahindra Satyam Computers  
 Services Ltd.**



**Mhetras Mansi Jayantkumar**

B.Tech. (Computer Engineering)  
 V.J.T.I., Mumbai University  
**Summer Internship Company:**  
 Dr Reddy's Laboratories Pvt. Ltd.  
*"Bench-marking HR Systems and  
 Processes of Pharma Sales and Marketing  
 Organizations vis- a-vis Dr. Reddy's GG India"*  
**Work Exp.:** 24 months  
**Accenture Services Pvt. Ltd.**



**Preeti Agarwal**

B.E. (Computer Science and Engineering)  
 Mody Institute of Technology & Sciences,  
 University of Rajasthan  
**Summer Internship Company:**  
 Dr Reddy's Laboratories Pvt. Ltd.  
*"Functional competency mapping in PSAI"*  
**Work Exp.:** 35 months  
**Accenture Services Pvt. Ltd.**

## Work Experience +24



### **Ranjay Bera**

*B.E. (Electrical Engineering)*

Bharati Vidyapeeth College of Engineering, Pune

#### **Summer Internship Company:**

Cerebrus Consultants

*"1) Compensation Trends in India analysing economic trends, cost of living, personal taxation, and campus salaries 2) Employee Cost as a percentage of Turnover for Auto and Auto Component Companies 3) Job descriptions for Auto Component companies"*

**Work Exp.:** 46 months

**Mahindra Satyam Computer Services Ltd.**



### **Sudhakar Mishra**

*B.Tech. (Electronics and Communication Engineering)*

Ambedkar Institute of Technology (Govt. of Delhi), Guru Gobind Singh Indraprastha University

#### **Summer Internship Company:**

Punj Lloyd

*"1. A feasibility study to set up a training centre for Punj Lloyd as a profit centre 2. High Wages Bill / Revenue Ratio of Punj Lloyd : A Menace for Punj Lloyd"*

**Work Exp.:** 36 months

**Tata Consultancy Services**



**Abhinav Jain**

B.E. (H) (Computer Science and Engineering)  
University Institute of Engineering and  
Technology, Panjab University

**Summer Internship Company:**  
Maruti Suzuki India Ltd.

“Succession Planning and Career  
Progression”

**Work Exp.:** 22 months  
**Career Launcher (I) Ltd.**



**D Spurthi**

B.Tech. (Mechatronics Engineering)  
Mahatma Gandhi Institute of Technology,  
JNTU

**Summer Internship Company:**  
Mahindra & Mahindra

“Designing a Capability building plan for  
HRHC, AFS sector”

**Work Exp.:** 18 months  
**JWT- IPAN (2)**  
**T.I.M.E (16)**



**Amandeep Kaur**

B.A. (Mathematics)  
Lady Shri Ram College, Delhi University

**Summer Internship Company:**  
Ernst and Young

“Industry Study - Sales Force People  
Management Practices - Pharma Sector”

**Work Exp.:** 23 months  
**Axis Risk Consulting Services Pvt.  
Ltd. Gurgaon**



**Deepak Vaswan**

B.Tech. (Information Technology)  
University School of Information  
Technology, Guru Gobind Singh  
Indraprastha University

**Summer Internship Company:**  
Maruti Suzuki India Ltd.

“Oracle HRMS Effectiveness in Maruti  
Suzuki India Limited”

**Work Exp.:** 22 months  
**Tata Consultancy Services Ltd.**



**B S Swathi**

B.E. (Computer Science and Engineering)  
Chaitanya Bharathi Institute of  
Technology, Osmania University

**Summer Internship Company:**  
Intel Technologies India Pvt. Ltd.

“Project 1 - Designing a Case study for the  
“Results through People” program under  
“Strengthening Management skills” to help  
build a strong management foundation  
identified as a key focus area for the  
site given the growth context. Project 2 -  
Evaluation plan for Intel india New Hire  
Integration Program.”

**Work Exp.:** 17 months  
**Cognizant Technology Solutions  
India Private Ltd.**



**Indrojit Saha**

B.Tech. (Information Technology)  
Heritage Institute of Technology, West  
Bengal University of Technology

**Summer Internship Company:**  
Madura F&L (ABG)

“To design and rollout organizational climate  
survey across front line retail”

**Work Exp.:** 20 months  
**T.I.M.E. (11)**  
**TCS (9)**



**Chhavi Aggarwal**

B.Tech. (Electronics and Communication  
Engineering)  
Maharaja Agrasen Institute of Technology,  
Guru Gobind Singh Indraprastha  
University

**Summer Internship Company:**  
Make My Trip (India) Pvt. Ltd.

“1) Competency mapping and designing of  
Job Descriptions 2) Revamp of Make My  
Trip’s Employee Referral Program”

**Work Exp.:** 20 months  
**Aricent Technologies**



**Mathew J Varghese**

B.A.; PG Diploma in Journalism (Economics;  
New Media)

St. Xavier’s College, Mumbai University;  
Asian College of Journalism, Chennai

**Summer Internship Company:**  
Dr Reddy’s Laboratories Pvt. Ltd.

“Talent Acquisition Perception Survey”

**Work Exp.:** 21 months  
**Cricinfo India Pvt Ltd.**



**Navneet Gupta**

B.Tech. (Computer Science and Engineering)  
Maharaja Agrasen Institute of Technology,  
Guru Gobind Singh Indraprastha University  
**Summer Internship Company:**  
Intel Technologies India Pvt. Ltd.

*“1) Defining Staffing best practices- what the best practices on the ground are with regard to staffing practices; what channels are emerging as the most powerful; tools that companies use to attract talent. 2) Staffing ecosystem mapping - identifying competition in our growth businesses. 3) Set up ground work on keep warm – with plan; tactics and operationalizing the same.”*

**Work Exp.:** 20 months  
**TCS**



**Tanu Mehta**

B.Tech. (Electronics and Communication Engineering)

Institute of Technology and Management,  
Maharshi Dayanand University

**Summer Internship Company:**  
KEC International (RPG Group)

*“Implementation of High Performance work Teams/ Self Managed Teams at Baroda plant of cable manufacturing, KEC International Ltd.”*

**Work Exp.:** 22 months  
**Ericsson India Pvt. Ltd.**



**Piyush Aren**

B.E. (Electronics and Electrical Communication Engineering)

Chandigarh College of Engineering and Technology, Panjab University

**Summer Internship Company:**  
KEC International (RPG Group)

*“1) To explore non-conventional method to overcome Talent Gap for workmen 2) Improving operational effectiveness of attendance system”*

**Work Exp.:** 21 months  
**HCL Technologies Ltd.**



**Urvashi Agarwal**

B.Tech. (Information and Communication Technology)

Dhirubhai Ambani Institute of Information and Communication Technology

**Summer Internship Company:**  
Abacus Management Consultants Pvt. Ltd.

*“Competency identification for teaching faculty in higher education industry in India”*

**Work Exp.:** 15 months  
**The PRACTICE Strategic Commn. Pvt. Ltd. (6)**  
**SIDBI Innovation and Incubation Center- IIT Kanpur (9)**



**Prakhar Ranjan**

B.E. (Electronics Engineering)

Bharati Vidyapeeth University College of Engineering, Pune

**Summer Internship Company:**  
DCM Shriram Consolidated Ltd.

*“Manpower Planning and rationalizing”*

**Work Exp.:** 19 months  
**Tata Consultancy Services**



**Vaibhav Roy**

B.Com. (H)

Shaheed Bhagat Singh College, University of Delhi

**Summer Internship Company:**  
Mercer Consulting

*“1)Developing a standard 360 degree questionnaire for assessing leadership competencies 2)Mercer offerings in cross-border consulting”*

**Work Exp.:** 19 months  
**Aon-Hewitt**



**Sivani Nanda**

B.Tech. (Electrical Engineering)

Indira Gandhi Institute Of Technology,  
Biju Patnaik University Of Technology

**Summer Internship Company:**  
TATA Motors

*“Online Talent Management Portal - Individual Development Plan”*

**Work Exp.:** 14 months  
**Tata Consultancy Services**



**Aastha Anand**

B.A. (H) (Economics)  
Shri Ram College of Commerce, Delhi University

**Summer Internship Company:**

Aditya Birla Group  
“Tracking the ABG Employer Brand; study the efficacy of PJM as a tool for candidate selection”

**Work Exp.:** 3 months  
**Rangсутra Crafts Duniya**



**Shuchi Tomer**

B.Tech. (Electronics and Telecommunication Engineering)

Institute of Engineering & Technology, Devi Ahilya Vishwa Vidyalaya

**Summer Internship Company:**

Punj Lloyd  
“Benchmarking HR practices in the engineering and construction industry”

**Work Exp.:** 4 months  
**Infosys Technologies Ltd.**



**Abhinav Dandona**

B.Tech. (Electronics and Communication Engineering)

Jaypee Institute of Information Technology University

**Summer Internship Company:**

Aditya Birla Group  
“Rewards Insight Study: Total Rewards and Rewards Communication”

**Work Exp.:** 9 months  
**Accenture Services Pvt. Ltd.**



**Swagat Sinha**

B.Tech. (Electrical Engineering)

Guru Nanak Dev Engineering College, Punjab Technical University

**Summer Internship Company:**

Standard Chartered Bank  
“Competition Benchmarking on New Hire Attrition and Making the Relationship Manager in Consumer Banking More Customer-Focused and Productive”

**Work Exp.:** 7 months  
**Infinity Learning Management & Research Company**



**Kunal Kashyap**

B.E. (Computer Science and Engineering)  
Chandigarh College of Engineering and Technology, Panjab University

**Summer Internship Company:**

PVR Cinemas Ltd.  
“To conduct attrition analysis & recommend retention strategies for PVR Cinemas Ltd.”

**Work Exp.:** 3 months  
**Quark Media House India Pvt Ltd.**



**Swetha Sri Madhavapeddi**

B.Tech. (Information and Communication Technology)

Dhirubhai Ambani Institute of Information and Communication Technology

**Summer Internship Company:**

TATA Motors  
“Online Talent Management Portal - Fast Track Selection Scheme”

**Work Exp.:** 3 months  
**Wipro Technologies**



**Rahul Roy**

B.E. (Information Technology)  
Jadavpur University

**Summer Internship Company:**

Tata Steel  
“Developing a survey to find out what HR functions can be outsourced by using an HR Call Center, and to find out the load factor for implementation of the HR Call Center”

**Work Exp.:** 6 months  
**Cognizant Technology Solutions**



**Tarun Sharma**

B.E. (Civil Engineering)  
Punjab Engineering College, Chandigarh

**Summer Internship Company:**

Whirlpool  
“To build on the existing processes impacting all the components of employee life cycle at Whirlpool, especially those affecting the hygiene factors.”

**Work Exp.:** 4 months  
**Punj Lloyd Ltd.**

## Freshers



### Amit Papneja

B.E. (H) (Computer Science and Engineering)  
University Institute of Engineering and  
Technology, Panjab University  
**Summer Internship Company:**  
Asian Paints Ltd.  
“Research on Performance Metrics for R&D”



### Arekatla Sravya

B.E. (Electrical and Electronics Engineering)  
Shri Vaishnav Institute of Technology And  
Science, Rajiv Gandhi Technical University  
**Summer Internship Company:**  
Asian Paints Ltd.  
“Employer Branding”



### Anish Bansal

B.E. (Instrumentation and Control  
Engineering)  
Netaji Subhas Institute of Technology,  
Delhi University  
**Summer Internship Company:**  
Idea Cellular Ltd.  
“(1) Attrition Prediction Model 2) Employee  
Satisfaction Survey”



### Chellapilla Sri Hemanth

B.Tech. (Computer Science and Engineering)  
Gayatri Vidya Parishad College of  
Engineering, JNTU-Kakinada  
**Summer Internship Company:**  
Tata Sons  
“Creation of a Career And Role Transition  
Guide for Roles in Manufacturing”



### Ankita Bagchi

B.E. (Information Technology)  
University Institute of Engineering and  
Technology, Panjab University  
**Summer Internship Company:**  
Tata Steel Ltd.  
“To study the current transaction system &  
to propose a cashless transaction system for  
canteen services and works.”



### Chhavi Gupta

B.Tech. (Electronics and Communication  
Engineering)  
J.S.S. Academy of Technical Education,  
Uttar Pradesh Technical University  
**Summer Internship Company:**  
GlaxoSmithKline Consumer Healthcare  
Ltd.  
“Study the effectiveness of HR service  
delivery model and give recommendations  
for it”



### Annesha Pramanik

B.Tech. (Electrical Engineering)  
St.Thomas' College of Engineering And  
Technology, West Bengal University of  
Technology  
**Summer Internship Company:**  
Religare  
“Developing an HR Operations Central  
Shared Services Model”



### Kartik Gupta

B.E. (Information Technology)  
Manipal Institute Of Technology, Manipal  
University  
**Summer Internship Company:**  
Intel Technologies India Pvt. Ltd.  
“(1) Design, Brand and Deploy Intel's Q2  
2011 manager development interventions  
as part of the 'Anubhava- 2011' roadmap  
(2) Explore and research the most effective  
ways in which HR can connect with  
employees”



### **Kedarisetty Manoj Gupta**

B.Tech. (Electronics and Communication Engineering)

Raghu Engineering College, JNTU-Kakinada

#### **Summer Internship Company:**

Aricent Group

*“Compensation and Benefits – Management and Benchmarking (for onsite employees)”*



### **Piyushi Sobti**

B.A. (English (H))

Lady Shri Ram College, Delhi University

#### **Summer Internship Company:**

Aditya Birla Group

*“Framework for Brand Ambassador initiative; Training Need Assessment for ABG Leadership Pool”*



### **Kriti Binani**

B.Sc (H) (Computer Science)

St. Xavier's College, Calcutta University

#### **Summer Internship Company:**

Axis Bank

*“(i) Mapping the Performance Management System of Axis Bank and benchmarking it with that of other organisations”*



### **Prashant**

B.Tech. (Electronics and Communication Engineering)

National Institute of Technology, Jamshedpur

#### **Summer Internship Company:**

Tata Sons

*“Preparing job descriptions for all the on roll employees of TCISL”*



### **Mohit Bagga**

B.Tech. (Electronics and Communication Engineering)

Amity School of Engineering and Technology, Guru Gobind Singh Indraprastah University

#### **Summer Internship Company:**

KEC International (RPG Group)

*“(1) To define the Key Result Areas (KRAs) of the officers (non managers) of the South Asian SBU of KEC International from the defined Job Descriptions 2) Make the Performance Management System (PMS) for the same 3) Use this to decide the final Compensation”*



### **Priyanka Gupta**

B.Sc. (H) (Mathematics)

St. Stephen's College, Delhi University

#### **Summer Internship Company:**

Ernst and Young

*“To design a set of Development Centre Tools and develop tool-specific cue-sheets to measure the identified set of competencies.”*



### **Parul Malik**

B.Tech. (Electrical Engineering)

PEC University of Technology, Chandigarh

#### **Summer Internship Company:**

GlaxoSmithKline Consumer Healthcare Ltd.

*“Build on existing competency framework for workmen employed in manufacturing and the support functions at the site and execute competency mapping exercise”*



### **Priyanka Pardasani**

B.E. (Computer Science and Engineering)

Chandigarh College of Engineering & Technology, Panjab University

#### **Summer Internship Company:**

Louis Dreyfus Private Ltd.

*“(1) To develop an effective engagement model for achieving sustainability as a competitive advantage 2) To develop employee retention strategies for Louis Dreyfus and give recommendations for successful implementation.”*

## Freshers



### **Purnima Dhar**

*B.Tech. (Electrical and Electronics Engineering)*

Guru Tegh Bahadur Institute of Technology, Guru Gobind Singh Indraprastha University

**Summer Internship Company:**  
CEAT Ltd. (RPG Group)

*"Identifying Roles, Responsibilities and Competencies for specific positions in the company"*



### **Shikha Goyal**

*B.Tech. (Electronics and Communication Engineering)*

Dr. B.R. Ambedkar National Institute of Technology Jalandhar

**Summer Internship Company:**  
Madura F&L (ABG)

*"Designing development options for building competencies across levels"*



### **Ria Ghosh**

*B.Tech. (Electronics and Communication Engineering)*

Techno India College of Technology, West Bengal University of Technology

**Summer Internship Company:**  
KEC International (RPG Group)

*"1) Formulation of policies for an exchange programme to SAE Towers, Brazil 2) Targeted manpower outsourcing by third party vendors for projects in Ethiopia and Laos"*



### **Tanya Singh**

*B.Tech. (Computer Science and Engineering)*

Thapar University

**Summer Internship Company:**  
Aditya Birla Group

*"Developing a learning curriculum for the global managers of the group"*



### **Rimjhim Varma**

*B.Tech. (Electronics and Instrumentation Engineering)*

Galgotia's College of Engineering and Technology, Uttar Pradesh Technical University

**Summer Internship Company:**  
Tata Motors Ltd.

*"Career Planning Officer Grade"*



### **Tripti Bansal**

*B.E. (Environmental Engineering)*

Delhi College of Engineering, Delhi University

**Summer Internship Company:**  
Tata Sons

*"Benchmarking Contemporary HR Practices"*



### **Sandeep Rath**

*B.E. (Electronics and Electrical Communication Engineering)*

Chandigarh College of Engineering and Technology, Panjab University

**Summer Internship Company:**  
Amway India Enterprise

*"To undertake a benchmark study and do a comparative analysis against industry standards which includes review and recommendation for the following HR policies a) Domestic Travel Policy b) Company Car Policy c) Rewards and Recognition Structure"*



### **V Kavya**

*B.Tech. (Biotechnology)*

SRM University, Chennai

**Summer Internship Company:**  
Vedanta Resources (Sterlite Industries India Ltd.)

*"Job description and Competency modeling"*



**Vasudha Bhardwaj**

B.Tech. (Chemical Engineering)  
Guru Gobind Singh Indraprastha  
University

**Summer Internship Company:**  
PepsiCo

*“Making PepsiCo a Learning Organisation :  
Transforming the learning culture of PepsiCo”*



**Yashraj Mahansaria**

B.Com. (H)  
St. Xavier’s College, Calcutta

**Summer Internship Company:**  
Standard Chartered Bank

*“Employee Engagement Agenda In SCB-  
Achieving and Retaining the Top Quartile”*



**Vidhi Verma**

B.E. (Biotechnology)  
University Institute of Engineering and  
Technology, Panjab University

**Summer Internship Company:**  
Dabur India Ltd.

*“1) To Chalk out a strategy and plan to  
position Dabur as a preferred Employer  
Brand on Premier Institutes. 2) To Streamline  
the Campus Hiring under YMDP (Young  
Managers Development Program), by  
developing a competency framework for MT  
(Management Trainee) Hiring in sync with  
talent needs at Dabur.”*

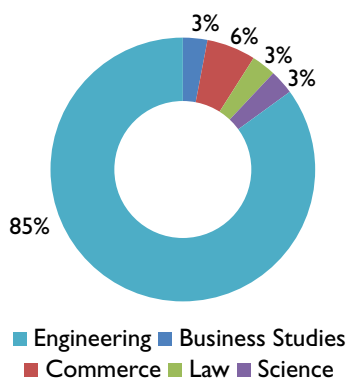
# PGP-IM

As part of the second leg of their course with the partner institute abroad, students get an extensive international exposure during internships, the duration of which can vary from anywhere between 4 - 12 months. In the past, students have interned with organizations such as AIG, BNP Paribas, Bombardier, British American Tobacco, Credit Agricole, GIE AXA, Sanofi Aventis and Schneider Electric, among others.

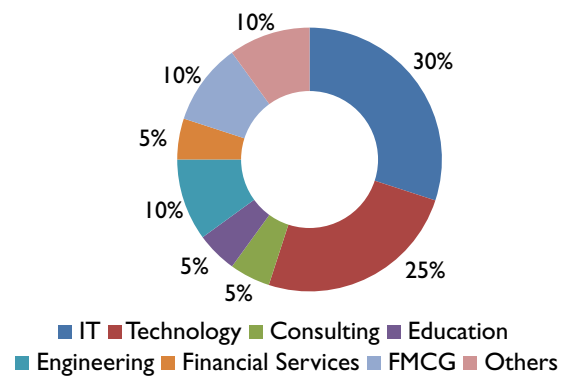


**Batch Profile - PGP-IM - Class of 2012**

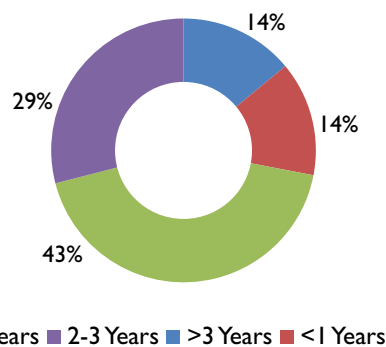
**Academic Background**



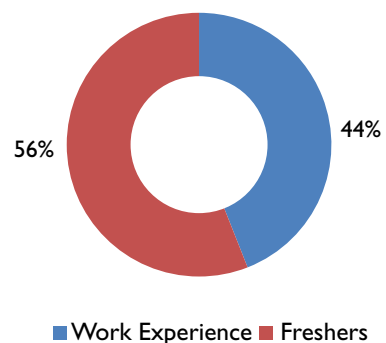
**Work Experience - Sector Wise**



**Work Experience in Years**



**Previous Work Experience**





**Abhinav Dakalia**

*B.Tech. (Electronics and Communication Engineering)*

Rajasthan University

**Work Exp.:** 46 months

**Infosys Technologies Ltd.**



**Apurv Kumar**

*B.Sc. (Physics/Chemistry/Mathematics)*

Calcutta University

**Work Exp.:** 24 months

**A.M.Todd Ingredients | Flavors**



**Aman Garg**

*B.Tech. (Electronics and Communication Engineering)*

Motilal Nehru National Institute of Technology

**Work Exp.:** 44 months

**Cisco Systems (24)**

**Sasken Communications (20)**



**Hemant Kumar Yadav**

*B.Tech. (Electrical Engineering)*

Jadavpur University

**Work Exp.:** 54 months

**Great Eastern Shipping Company Ltd.**



**Anuj Mahajan**

*B.Tech. (Computer Science Engineering)*

JIIT University

**Work Exp.:** 33 months

**Tata Consultancy Services Ltd. (29)**

**Vienova Technologies (4)**



**Kabeer Singh Bedi**

*B.Tech. (Marine Engineering)*

IIIT Hyderabad

**Work Exp.:** 10 months

**Samsung Software Engineering Lab (5)**

**Mtree Softwares (5)**



**Apoorav Mahajan**

*B.Tech. (Metallurgical Engineering)*

PEC University of Technology

**Work Exp.:** 3 months

**Mckinsey Knowledge Centre (2)**

**Hindustan Zinc Ltd. (1)**



**Manish Kumar Sharma**

*B.Tech. (Computer Science Engineering)*

Manipal Academy of Higher Education

**Work Exp.:** 34 months

**Philips India Electronics Ltd.**

## Work Experience



### **Nidhinraj Menon**

*B.Tech. (Computer Science Engineering)*  
MDU

**Work Exp.:** 12 months  
**Johnson Controls India Pvt. Ltd.**



### **Raj Prakash Sharma**

*B.E. (Chemical Engineering)*  
Osmania University

**Work Exp.:** 44 months  
**Cognizant Technology Solutions**



### **Sandeep Reddy Jetty**

*B.Tech. (Applied Electronics & Instrumentation)*

Jawaharlal Nehru Technological University

**Work Exp.:** 24 months  
**Infosys Technologies Ltd.**



### **Vaibhav Agarwal**

*B.Com. (Hons.) (Commerce/ Finance)*

Delhi University

**Work Exp.:** 12 months  
**M/s B.R. Enterprises, Moradabad**



### **G Siva Rami Reddy**

*B.Tech. (Computer Science Engineering)*

Jawaharlal Nehru Technological University

**Work Exp.:** 34 months  
**Mahindra Satyam**



### **Yogesh Pratap Shishodia**

*B.Tech. (Pulp and Paper Engineering)*

Indian Institute of Technology, Roorkee

**Work Exp.:** 24 months  
**Kotak Securities Ltd. (10)**  
**Mexus Education Pvt Ltd. (12)**



**Adithya N**  
*B.Tech. (Civil Engineering)*  
National Institute of Technology  
Karnataka, Surathkal



**Deepak Singla**  
*B.E. (Computer Science Engineering)*  
Maharishi Dayananda University, Rohtak



**Akshat Gupta**  
*B.Tech. (Electronics and Communication Engineering)*  
MPSTME, NMIMS University



**Himani Kansara Prafulkumar**  
*B.E. (Mechatronics Engineering)*  
Sardar Patel University



**Akshit Talwar**  
*B.E. (Hons.) (Information Technology)*  
PEC University of Technology



**Indrashish Ghoshal**  
*B.Tech. (Civil Engineering)*  
Birla Institute of Technology and Science,  
Pilani



**Aniket Bhatt**  
*B.Tech. (BioTechnology)*  
Amity University



**Jatini Arya**  
*BBS (Finance)*  
Delhi University

## Freshers



**Jaya Sharma**  
*B.Com. (Commerce (Marketing))*  
Banaras Hindu University



**Tanika Gupta**  
*B.Tech. (Chemical Engineering)*  
IP University



**Kshitij Bansal**  
*B.Tech. (Mechanical Engineering)*  
Manipal University



**Vasudha Singh**  
*B.A. LLB (H)*  
NALSAR University of Law



**Mohit Gulyani**  
*B.Tech. (Computer Science Engineering)*  
Guru Gobind Singh Indraprastha  
University, Delhi



**Preet Aggarwal**  
*B.E. (Information Technology)*  
Institute of Technology & Management,  
MDU Rohtak



**Preyas Mukul Patel**  
*B.Tech. (Electronics and Communication  
Engineering)*  
Maharaja Sayajirao University



**Sulabh Kakkar**  
*B.Tech. (Mechanical Engineering)*  
IIT Guwahati



**Vikram Jain**

*B.E. (Electronics and Communication Engineering)*

Guru Gobind Singh Indraprastha University, Delhi



**Yash**

*B.Tech. (Mechanical Engineering)*

Delhi College of Engineering



## Beyond Placements

### *The Academia–Industry Interface*

The **Business Thought Leadership Series** has been designed to serve as a forum for exchange of intellectually stimulating ideas between business leaders from the industry and future managers from MDI, through lecture series. Such sessions see students getting a practical perspective on the theoretical concepts learnt in class and the industry stalwarts gaining fresh and new ideas in exchange. Continuing with this tradition, MDI saw a few of the most successful managers, leaders, and thinkers descend on campus during the previous academic year. A snapshot of who came is as below:

<b>Name</b>	<b>Designation</b>
Mr. Ameet Nivsarkar	VP, NASSCOM
Mr. Amit Sahni	Head GBD, IMRB
Mr. Ashish Mehta	Senior Director, Global Business Analysis Practices, Keane India Ltd.
Mr. Anoop Prakash	MD, Harley-Davidson India
Mr. Anurag Dua	Principal Consultant, PwC
Mr. David Butler	VP Design, Coca-Cola
Ms. Eloise Goulder	Executive Director, Goldman Sachs
Mr. Eric Rondolat	Executive VP, Power Asia-Pacific Business, Schneider Electric
Mr. Harald Krueger	Member of Board of Management, HR Director, BMW AG
Mr. Karl Slym	President and MD, General Motors India
Mr. Janamitra Devan	VP, World Bank
Mr. Kurt Droeshout	Director CBD, P&G India
Mr. Kedar Apshankar	Brand COO, Peter England
Mr. K.P. Sharma	Head - SE, Dell
Mr. Prashant Agnihotri	Head of GSM, Nokia Siemens
Mr. Murthy Chebiyyan	Pro Director Service Quality Research, IBM
Mr. Mrityunjay Kumar	Country Head, Retail and Sales, John Players
Mr. Nitin Mohan	CEO, Blackberrys
Mr. Olivier Blum	MD, Schneider India
Mr. Pradeep Agarwal	Head, Enterprise Business, Google India
Mr. Ravi Dasgupta	Group Head - HR, Biocon
Mr. Rakesh Malik	Partner, Hewitt Associates
Mr. Rohtash Mal	Executive Director, Escorts
Mr. Sudeep Krishna	Senior Manager, Deloitte Strategy & Operations
Mr. Wolfgang Lehmacher	CEO, GeoPost Intercontinental SAS



Apart from 'Business Thought Leadership' sessions we also have the **Synapse** series, in addition to the Workshops, Live Projects and other corporate forums. The aim of **Synapse** series is to have senior practicing managers share their functional expertise with students and provide them with a practical view of the various functions of an organization. This series is also conducted in a lecture format.

**Workshops** serve as customized avenues for organizations to interact with students. Simulation games, experiential exercises and domain-specific training are the types of workshops that have been explored in the past.

**Live Projects** are an excellent opportunity for the students to assist managers in solving current business issues. These live projects could either be in the form of an independent project or a part of an ongoing project. For students, these projects are an opportunity to showcase their skills in real business scenarios. For participating organizations, it is an opportunity to evaluate and leverage the caliber and intellectual capital of the students. At MDI, Live Projects are considered extremely serious assignments and hence each project is supervised by a faculty mentor who guides the students doing the project and also continually monitors the project's progress. Our students have been appreciated in the past for their efforts and valuable inputs during their Live Projects at leading organizations such as ABN Amro, Bharti, Cadbury, Deloitte, CRISIL, HUL, McKinsey Consulting, Philips, ICRA, Motorola, Nestle, Nokia, Reckitt Benckiser, RPG, Apollo Tyres, Aditya Birla Group, PricewaterhouseCoopers, Ranbaxy, etc.

Our Marketing Research Fair, **Illumina**, which is scheduled around the festival of Diwali (hence the name) offers organizations an opportunity to conduct extensive marketing research through the thousands of consumers who visit this fair annually. In the past, companies such as HUL, Pepsi, State Bank of India, the Aditya Birla Group, and Eureka Forbes have actively participated in this event and benefited from it.

We invite you to be a part of MDI through the various student initiatives described above and develop a mutually beneficial relationship with us.



## New Recruiters

<b>Abbott</b>	<b>Caterpillar</b>	<b>Panasonic</b>
<b>Akzo Nobel</b>	<b>Corning</b>	<b>Philips</b>
<b>Arcelor Mittal</b>	<b>Franklin Templeton</b>	<b>Pidilite</b>
<b>Aricent</b>	<b>Google</b>	<b>Raymond</b>
<b>Ashok Leyland</b>	<b>IDBI</b>	<b>Religare</b>
<b>Berkshire Insurance</b>	<b>Idea Cellular</b>	<b>Schneider Electric</b>
<b>Bharti Realty</b>	<b>JSW Steel</b>	<b>Videocon</b>
<b>Biocon</b>	<b>Juniper Capital</b>	<b>Vodafone</b>
<b>Castrol</b>	<b>Madura Garments</b>	<b>Yamaha</b>

**“We were impressed with the quality of mind and the spirit of enterprise that the students seem to exude.”**

*Raymond*

**“With a passion for making a difference, a can-do attitude, and strong work ethics, the students have made a great contribution to Cognizant’s rise.”**

*Cognizant*

**“MDI continues to excel and maintain its class as one of the most competitive business school in India.”**

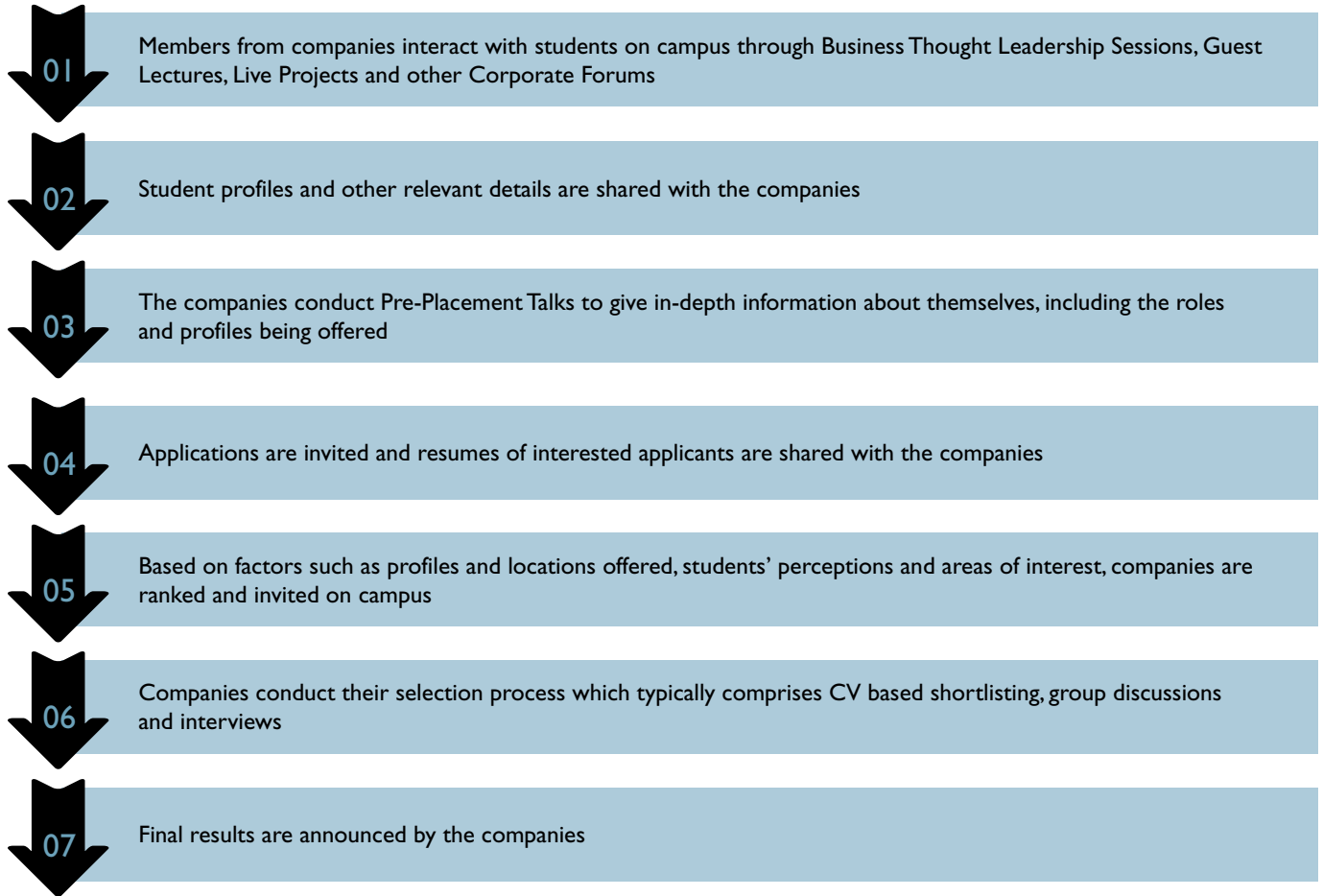
*Deloitte Consulting India Private Limited*

**“The students have clear thinking process and leadership qualities. We look forward to continue a long term association with MDI.”**

*Accenture*

# The Placement Process at MDI

## Stages



### Corporate Relations and Placement Committee

*Chairman, Placements*

**Prof. Kanwal Kapil**

Email: [kanwalkapil@mdi.ac.in](mailto:kanwalkapil@mdi.ac.in)

Phone: +91-9999036294

*Student Coordinators*

*Phone Number*

Gaurav Gupta

+91-9891614397

Abhinav Singh

+91-8800110306

Akshit Talwar

Amar Rajagopal

+91-8800106366

Amit Papneja

+91-9810626537

Lokesh Harnal

+91-9891008307

Manu Krishna Saxena

+91-9910539946

Neha Agrawal

+91-7503660170

Pratik Gandhi

+91-9810700579

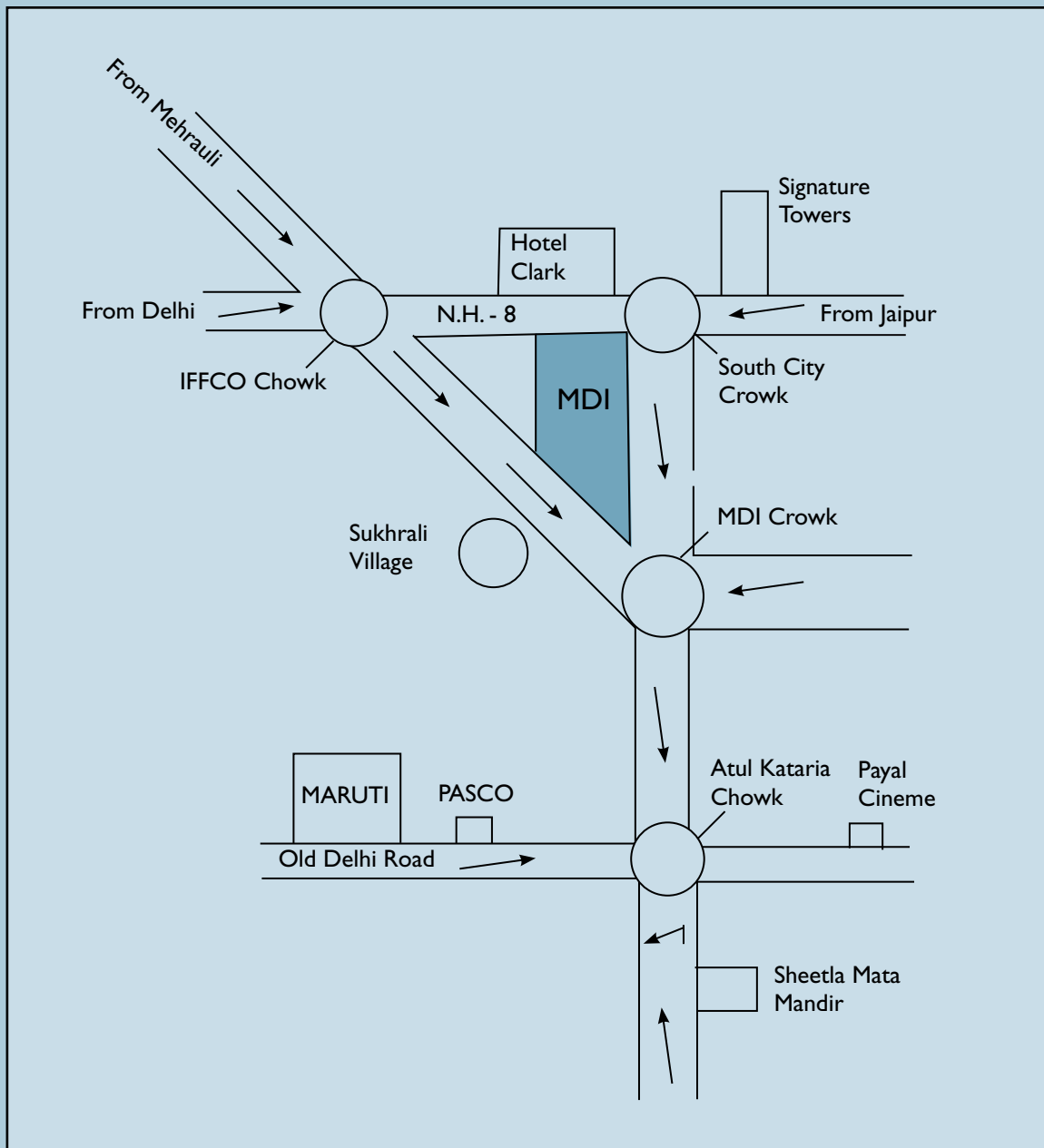
Swagat Sinha

+91-9999794915

Vaibhav Raj Singh Chaudhary

+91-8800106752

# Map to MDI Gurgaon







## Management Development Institute, Gurgaon

Mehrauli Road, Sukhrali, Gurgaon 122007, Haryana, India

Phone: 0124-4560786, 0124-2342244, Fax: 0124-4560013

Email: [placement@mdi.ac.in](mailto:placement@mdi.ac.in), Web: <http://www.mdi.ac.in>