



ADMISSION PROSPECTUS 2017-19

A B-School that
InsPires



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Photography Credits

M Harsha Chaitanya, PGDM-IB

Class of 2018

1604022@ipeindia.org

IPE Board of Governors

IPE is a registered society governed by its Board of Governors consisting of eminent academicians, industrialists, public sector executives and civil servants and reflects the membership and composition of its general body. Further, IPE continues to reposition itself by opening its membership to all corporate, government and non-government organizations, which support the aims and objectives of the Institute.

Shri K Madhava Rao, IAS (Retd)

Former Chief Secretary, Govt of AP, Advisor to the Governor of Bihar, the Chairman, High Power Committee for Urban Cooperative Banks Director, Central Board of Reserve Bank of India, Member of Board for Financial Supervision of RBI is currently the President, Board of Governors and Chairman, Executive Committee of IPE

Dr P Rama Rao

Emeritus President, IPE; Chairman, Governing Council, IISc, and former Secretary, Department of Science and Technology and Ocean Development, Govt of India

Dr K Pradeep Chandra, IAS

Chief Secretary, Govt of Telangana

Sri TV Mohandas Pai

Chairman, Manipal University Learning Pvt Ltd, MEMG International Pvt Ltd

Smt Mahpara Ali

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

Shri MB Raju

Executive Chairman, Deccan Cements Ltd

Shri DK Sarraf

CMD, ONGC Ltd

Sri S Bhattacharya, IAS

CMD, Coal India Ltd

Smt Seema Bahuguna, IAS,

Secretary, Department of Public Enterprises, MoHI & PE, Govt of India

Smt Bharathi S Sihag, IAS

CMD (Additional Charge), NMDC Ltd

Dr Sarat Kumar Acharya,

CMD, NLC India Ltd

Sri Jayesh Ranjan, IAS

Secretary, Department of IT, Electronics & Communications, Govt of Telangana

Sri N Sridhar, IAS

CMD, The Singareni Collieries Company Ltd

Prof S Ramachandram,

Vice-Chancellor, Osmania University

Prof Virendra Kumar Malhotra,

Member Secretary, ICSSR, MHRD, Govt of India

Dr RK Mishra

Director, IPE – Member Secretary



Message from the PRESIDENT

IPE's engagement with long term management education, leading to the award of various Post Graduate Diploma in management programs, has received wide appreciation by the industry, government and social sector enterprises. The Institute continuously endeavours to update its courses, to use appropriate teaching methodology by receiving feedback from the end-users about the content, quality and usefulness of the courses. IPE's well-crafted curriculum for all the PG Programmes has earned it the South Asia Quality Assurance System (SAQS) accreditation leading to the recognition by the Association of Indian Universities (AIU) which has granted equivalence to MBA to its PGDM programmes.

The participants are exposed to courses in various domains, both in basic and advanced management modules. They build up industry connect through the long term and short term projects, industrial visits, study tours and week-end lectures by captains of industry. IPE draws its major strength from its knowledge-endowed and practice oriented faculty.

IPE is in the vanguard of management training, consultancy and research. Its state-of-the-art new campus in Shamirpet, Hyderabad, has been designed by renowned architects comprising modern classrooms, a spacious and adequately stocked library, two separate nine storey A/c hostels for girls and boys, a food court and gym complex.

I welcome your decision to join IPE.

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

Former Chief Secretary, Govt of AP, Advisor to the Governor of Bihar, the Chairman, High Power Committee for Urban Cooperative Banks Director, Central Board of Reserve Bank of India, Member of Board for Financial Supervision of RBI is currently the President, Board of Governors and Chairman, Executive Committee of IPE



Message from the DIRECTOR

The long term management education at IPE is intended to turnout industry ready managers. The postgraduate participants in various management courses are trained intensively to help industry achieve its objectives. The faculty members through their deep exposure to research, training and consultancy fulfil this task. IPE has created a place for itself in the field of management education and research. IPE's constant interaction with industry, government, national and international organizations make IPE the most suitable choice for recruiters for placing its post-graduate participants in various management courses in their enterprises.

I welcome you to IPE family to obtain the most rewarding career in management education.



Prof RK Mishra
Director, IPE

IPE

A PROFILE

Established in 1964, the Institute of Public Enterprise (IPE) was set-up as an autonomous non-profit society at the initiative of Mr SS Khera, ICS (the then Cabinet Secretary, Government of India) and Dr DS Reddy (the then Vice-Chancellor, Osmania University) with the objective of furthering studies, research and consultancy in Management Sciences. Dr VV Ramanadham, the then Professor and Head, Department of Commerce, Osmania University, with the active support and guidance provided by Dr DS Reddy, translated Mr Khera's concept into a reality. Shri K Madhava Rao, IAS (Retd), President, IPE, had an accomplishment filled tenure as the then Chief Secretary of the State of Andhra Pradesh.

Dr P Rama Rao, a distinguished scientist, Emeritus President of the institute, was formerly Secretary, Department of Science and Technology, Government of India; Secretary, Department of Ocean Development, Government of India; Chairman, Atomic Energy Regulatory Board and former Vice Chancellor, University of Hyderabad. He has recently been appointed a Member of the Atomic Energy Commission, Government of India. He brings with him varied and rich experience to guide the destination of IPE committed to excellence, be it in management education, consultancy, research and training.

IPE functions under the aegis of Indian Council of Social Science Research (ICSSR), Ministry of Human Resource Development, Government of India, and the Government of Telangana.



CONSULTANCY

Undertaking consultancy assignments is one of the specialized domains of IPE. Consultancy services are offered for both National and International organizations, that include the:

- United Nations Development Programme (UNDP),
- United Nations Industrial Development Organization (UNIDO),
- World Bank, Asian Development Bank (ADB),
- Common Wealth Secretariat, Department for International Development (DFID),
- Government of UK, International Center for Promotion of Enterprises (ICPE),
- Central and State Governments, Public and Private sector enterprises.
- Public and Private Sector Commercial Banks.

The Institute has carried out public sector service reform assignments concerning various sectors, major Government departments, and municipal services, poverty alleviation programmes and privatization. Some of the organizations for which consultancy assignments have been recently carried out include

- Government of India
- Telangana State
- AP Government
- Consultancy Development Centre (under DSIR, Gol),
- MOIL
- Neyveli Lignite Corporation
- Bharat Dynamics Ltd
- Goa Shipyard Ltd.
- Performance Management Division, Cabinet Secretariat, Gol.

RESEARCH

IPE has been originally conceived as a research institution devoted to systematic and sustained study of issues relevant to the formulation, implementation, review, monitoring and assessment of policies and programmes concerning public enterprises. Subsequently, keeping in view the changing scenario, the focus is not only on public enterprises, but private entities as well. The Institute is partly funded by the Ministry of Human Resource Development, Gol. The Indian Council of Social Science Research (ICSSR), Ministry of Human Resources Development, Gol recognized the Institute as a 'Centre of Excellence' in Social Science Research. The Institute has a record of delivering the inputs in time with application orientation. The research studies of IPE have been extensively used by the Committee of Public Undertakings (CoPU), several ministries of the Gol, Planning Commission, SCOPE, Department of Public Enterprises (DPE), Comptroller and Auditor General of India (CAG) and pay revision committees.

IPE publishes nine in-house journals including the 'IPE Journal' which remains as the only refereed journal on public sector issues in India.

DEDICATED CENTERS OF RESEARCH IN IPE

The following dedicated centers of research are established in IPE which carry out research in contemporary topics and issues.

- Center for Corporate Governance
- Center for Corporate Social Responsibility
- Center for Corporate Risk Management
- Center for Public Enterprises and Disinvestment
- Cell on Regulatory bodies
- Wage and Salary Studies Cell
- Center for Innovation
- Center for Governance and Public Policy
- Center for Environment and Sustainable Development

A number of research studies have been conducted and reports / publications have been brought out by these centers. These centers, apart from research, involves in extending consultancy services and also conduct training programs for executives to enable them stay abreast of latest developments on policies and practices.

Management Development Programs (MDPs) are a milestone in IPE's path towards becoming a totally integrated institute with a national presence. The objective of the MDPs is to help improve management systems through competency building at various levels in the corporate, government and non-government sectors to take on leadership roles in various positions – individually and collectively.

TRAINING HIGHLIGHTS

- **50 plus years** of experience in training.
- **100 programs** for over **1600 officers** of IAS, IFS and other allied services.
- **1100 MDPs** and in-company programs for **44000** practicing managers.
- **Open** programmes in all functional areas on contemporary topics.
- **Our esteemed In-company clients** include Power Grid Corporation of India, Oil and Natural Gas Corporation, Rashtriya Ispat Nigam Limited, Mishra Dhatu Nigam, Singareni Collieries Company Limited, Electronics Corporation of India Limited, NTPC, Govt. of Karnataka, Oil India Ltd, Assam, NLC, Bharat Dynamic Limited, Jodhpur, Andhra Pradesh State Road Transport Corporation, Animal Husbandry, Assam Biotechnologies for farmers, A Govt. of India Project, Hindustan Aeronautics Limited, National Aluminium Company, Mangalore Refinery and Petrochemicals Limited, SPMCIL, Engineers India Limited, GSL, Amaraja Batteries, Bharat Electronics Ltd, Northern Coal Field Ltd., MOIL, Andhra Bank, State Bank of India, State Bank of Hyderabad, FACT, Rail Vikas Nigam Limited, RFL, National Rugby League, Bharat Heavy Electricals, National Mineral Development Corporation Ltd, AP Mineral Development Corporation Limited, APTDC, ALIIMCO and NIEPCO.
- **The thrust areas of training** are General Management, Strategic Management, Finance, Marketing, Human Resource Management, Operations Management, Power Sectors and Information Technology, Foreign Trade, RTI Act, Corporate Governance, Corporate Social Responsibility, Risk Management, Project Management, Organizational Behavior, Sustainability, Biotechnology, Hospital Management, Corporate Planning and Restructuring.

MANAGEMENT EDUCATION

With the experience gained in Research, Consultancy and Training activities and taking into consideration the ever-increasing need for professionally trained personnel by the industry, IPE started part-time evening programme namely MBA (PE) in 1981-82. The programme affiliated to the Osmania University and approved by the All India Council for Technical Education (AICTE) is tailored to meet the specific needs of practicing managers. The selection of the candidates is through Integrated Common Entrance Test (ICET) of Telangana Government. Since inception more than 1,000 executives have pursued the MBA (PE) programme.

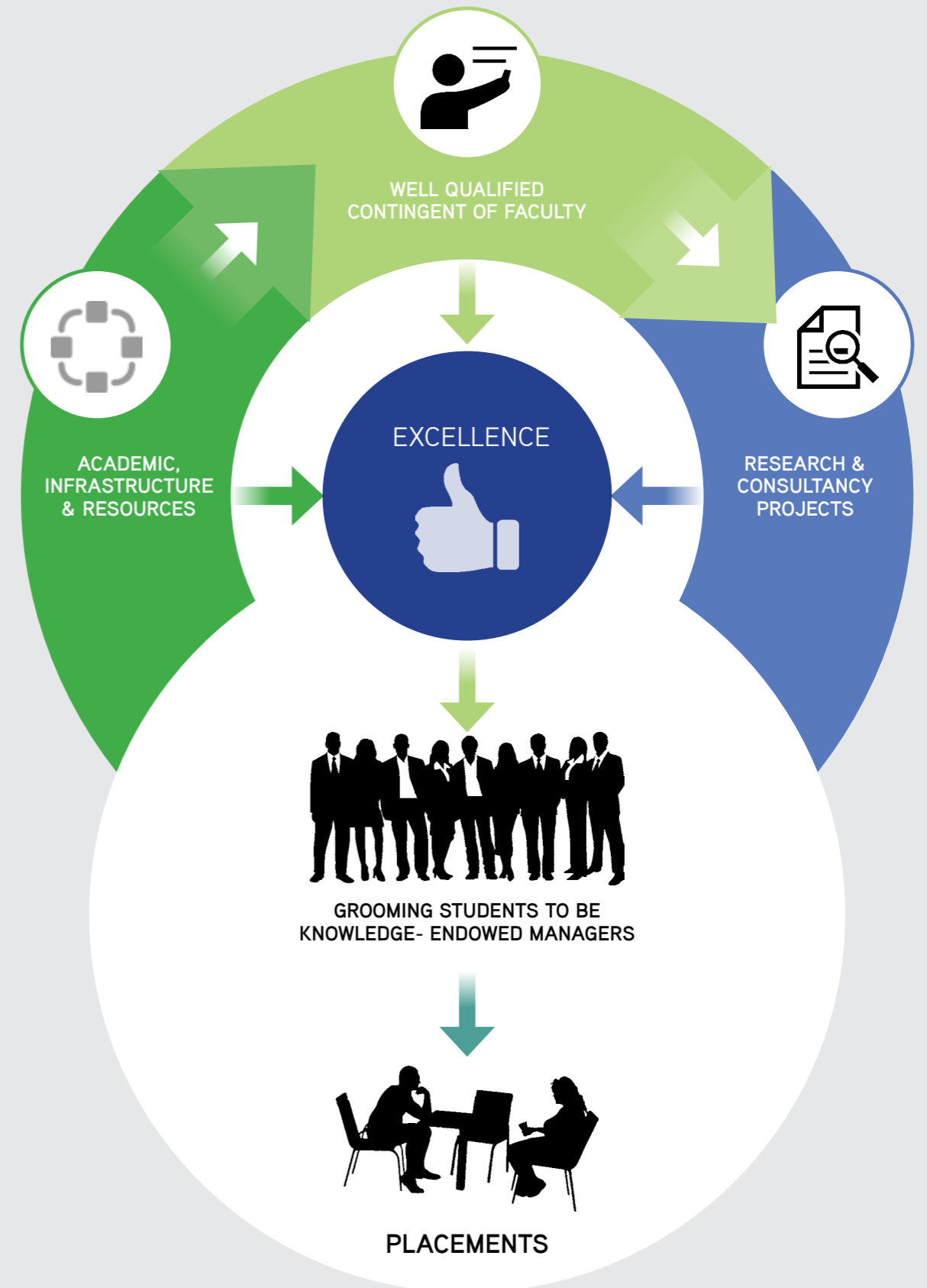
IPE's Evolution into one of India's Premier B-Schools

In 1995, IPE launched its first full-time post-graduate Program, namely PGDM, under the *Autonomous Institution* category as approved by AICTE, MHRD Gol

IPE

A PREMIER B-SCHOOL OF INDIA

TRANSFORMING
STUDENTS INTO
GLOBAL BUSINESS
LEADERS



IPE

B-SCHOOL



In the year 1995, with the track of recognition received for its contribution towards management training IPE started a two-year full time Post Graduate Diploma in Management (PGDM) in due course was recognized as a equivalent to MBA degree by the Association of Indian Universities (AIU).

Keeping in view the emerging opportunities and to cater the industry requirements IPE added new courses – PGDM-RM, PGDM-BIF, PGDM-IB, PGDM-HRM and Exec. PGDM. All the IPE courses are approved by AICTE. Along with PGDM, during year 2012-13 PGDM-RM, PGDM-BIF and PGDM-IB also received the recognition of MBA equivalence by Association of Indian Universities (AIU). Owing to its accomplishments and expertise in academia, research, management training & consultancy in the year 2014 IPE received South Asian Quality Systems (SAQS) accreditation (a recognition for quality and standards for B-Schools/ management institutions across all countries in South Asia).

IPE'S STATE-OF-THE-ART CAMPUS

With an idea to prepare for the next generation, IPE moved to its new campus situated on 21 acres of land located 20 km north of Secunderabad. Campus physique is explained in the following lines

- Built-in 3.5 lakh sq.ft covering all modern amenities.
- Lush green campus very near to Shamirpet lake.
- 400 rooms hostels for boys and girls separately.
- The buildings are energy efficient and GRIHA/LEED norms compliant.
- The Campus is networked with Wi-Fi.
- Our digitized library is accessible for 24x7.
- Auditorium of 500 seater capacity equipped with latest Audio and Video facilities.
- Computer Labs with ultra modern systems.
- Fully Air Conditioned Classrooms with Audio-visual facilities.

CONFERENCE HALLS, CLASSROOMS & AUDITORIUM

The Institute has well furnished fully air conditioned conference halls, classrooms and a large auditorium. Each classroom can accommodate a minimum of 60 students and a maximum of 80.

LIBRARY AND DOCUMENTATION CENTRE

The library is the knowledge hub of the Institute and reflects its commitment to provide the best possible learning resources. The Library resources include

- Books
- DVDs
- Journal articles
- Government Reports like CAG Reports (Comptroller & Auditor General)

- Government of India Publications
- Public Enterprises Survey (past three decades)
- Evaluation reports – State Bureau of Public Enterprises

The IPE Library provides web-based access to over 10,000 full text journals and 5 databases 24x7 on Institute wide network.

The library subscribes the following online databases

- EBSCO
- JSTOR
- IBID
- PROWESS CMIE
- Indiatat.com

The IPE Library has a robust collection of over 55000 books and 3500 bound volumes and it receives annually more than 300 International / National Journals.

IT FACILITIES

- Knowledge of Information Technology is essential for effective management.
- Keeping in view the IT trends in the industry, the Institute has set up a well-equipped Computer Centre with Servers and PCs with latest configuration.
- IPE provides a FREE laptop to all the students of PGP Courses.
- The entire IPE campus has been WiFi enabled providing 24x7 internet access to its students and employees.
- IPE also uses a college ERP solution to ensure better interaction for the stakeholder management such as the students, teachers, parents, IPE administration.



IPE

CORE FACULTY



Prof Ram Kumar Mishra
Senior Professor & Director
Finance & Economics
rkmishra@ipeindia.org



Prof S Sreenivasa Murthy
Dean & Head – Placements
Finance
ssmurthy@ipeindia.org



S Satish Kumar
Sr Faculty Member – Quantitative
Techniques, Operations
& Coordinator – Training
satishkumar@ipeindia.org



Prof K Narendranath Menon
Professor – Finance
& Coordinator – PGDM
narenkrish@ipeindia.org



V Anji Raju
Associate Professor – Marketing
& Coordinator – Students Affair
vanjiraju@ipeindia.org



Dr PS Janaki Krishna
Associate Professor – Bio-
Technology & Coordinator – SIP
janaki@ipeindia.org



CA Dr Shital Jhunjhunwala
Assistant Professor – Finance
jhunjhunwalas@ipeindia.org



KRS Sastry
Sr Faculty Member – Finance
krssastry@ipeindia.org



Dr G Vidyanath
Sr Faculty Member – Finance
vidyanath@ipeindia.org



Dr A Anand
Sr Faculty Member
Governance & Public Policy
anand@ipeindia.org



Dr MLN Rao
Associate Professor – Marketing
& Controller of Examination
mlnrao@ipeindia.org



Dr V Srikanth
Assistant Professor – Marketing
& Advisor – PGDM-RM
srikanthv@ipeindia.org



Dr Ch Lakshmi Kumari
Assistant Professor – Economics
laxmi_k@ipeindia.org



Dr A Pawan Kumar
Assistant Professor – Finance
pawanavadhanam@ipeindia.org



Dr Shaheen
Assistant Professor –
Quantitative Techniques
& Information Technology
shahmsc@ipeindia.org



Dr Punam Singh
Assistant Professor – HRM, OB
& Joint Coordinator – Training
punamsingh@ipeindia.org



J Kiranmai
Assistant Professor – Finance
& Coordinator – PGDM-BIF
kiranmai@ipeindia.org



Dr V Rajeev Karan Reddy
Assistant Professor –
French Language
rajeev_karanv@ipeindia.org



MJ Rama Krishna
Assistant Professor – Marketing
mjramakrishna@ipeindia.org



CS T Anil Kumar
Assistant Professor – Finance
anilkumar@ipeindia.org



Dr A Sridhar Raj
Assistant Professor –
Organizational Behavior & HRM
sridharraj@ipeindia.org



Dr M Meher Karuna
Assistant Professor – Marketing
& Coordinator – PGDM-RM
meherkaruna@ipeindia.org



AS Kalyana Kumar
Assistant Professor –
Information Technology
& Joint Coordinator – SIP
kalyan@ipeindia.org



KV Ramesh
Assistant Professor – Finance
kvramesh@ipeindia.org




Dr Jayasree Raveedran
Assistant Professor – Finance
rjayasree@ipeindia.org




Dr M Karthik
Assistant Professor
International Business & Foreign
Trade & Coordinator – PGDM-IB
karthik@ipeindia.org



Dr P Geeta
Assistant Professor – Governance
pgeeta@ipeindia.org




Dr Shulgna Sarkar
Assistant Professor – Human Resources & Coordinator – PGDM-HRM
shulagnasarkar@ipeindia.org




Dr G Rajesh
Assistant Professor – Economics
rajesh@ipeindia.org



Dr S Vivek
Assistant Professor – Human Resources & Associate Placement Coordinator
vivek@ipeindia.org




Dr Inder Sekhar Yadav
Assistant Professor – Finance
indersy@ipeindia.org




Dr KV Anantha Kumar
Assistant Professor – Marketing
ananth@ipeindia.org



M Chandrashekar
Assistant Professor – Finance
m.chandrashekar@ipeindia.org



Dr B Sai Sailaja
Assistant Professor – Economics
saisailaja@ipeindia.org



P Mahesh
Assistant Professor – Retail & Associate Placement Coordinator
maheshp@ipeindia.org



S Parabrahmaiah
Faculty Member – Finance
param@ipeindia.org



A Rakesh Phanindra
Faculty Member – Information Technology & Information Technology Facilitator
rakesh@ipeindia.org




Dr Anupama Dubey Mohanty
Faculty Member – Geography
anupama@ipeindia.org



Dr Prarthana Kumar
Faculty Member – Marketing & Coordinator – Ex-PGDM
prathanakumar@ipeindia.org



Sri SN Mantha
Sr Faculty Member
Head, Industry – Interface Division
srmantha@ipeindia.org



Dr Deepti Chandra
Assistant Professor – HRM
deeptichandra@ipeindia.org



Dr D Subbarao
(Former Governor, Reserve Bank of India)



Mr JJ Irani
(Director – Tata Sons, Tata Steel and Tata Motors)



Dr TKA Nair
(Economic Advisor, PMO)



Dr Dipak C Jain
(Professor of Marketing, Kellogg School of Management)



Dr Prajapati Trivedi
(Chairperson – NA, CWC and Secretary, Performance Management, Government of India)



Prof Felix Janszen
(Emeritus Professor, Erasmus University, INPAQT, The Netherlands)



Prof CR Rao
(Emeritus Professor, Penn State University, USA)



Mr B Surender Mohan
(CMD, NLC Ltd)



Mr SK Roongta
(CMD, Vedanta Aluminium Ltd.)



Ms Usha Ananthasubramanian
(CMD of the Bhartiya Mahila Bank)



Dr YV Reddy
(Chairman, 14th Finance Commission)



Prof Sukha Deo Thorat
(Chairman, ICSSR)



Mr Rajen Habib Khwaja
(Former Secretary to the Govt, in the Ministries of Tourism, and Mines)



Mr Shyam Srinivasan
(Managing Director & CEO - The Federal Bank Ltd)



Mr RP Agrawal
(Fellow of Institution of Engineers and is the Chairman of the Board of Management of the Delhi Technological University)

- **Mr JJ Irani**
(Former CMD, Tata Steel)
- **Mr SK Roongta**
(Managing Director, Vedanta Aluminium)
- **Prof Deepak C Jain**
(Dean, Kellogg School of Management)
- **Dr Rajagopal**
(Professor, EGADE Business School, Mexico)
- **Prof Felix Janszen**
(Emeritus Professor, Erasmus University, The Netherlands)
- **Prof Murthy Halemane**
(Professor, Rotterdam School of Management, The Netherlands)
- **Dr BVR Mohan Reddy**
(Chairman and Managing Director, Infotech Enterprises Ltd)
- **Prof Punya P Neupane**
(Executive Director, Nepal Administrative Staff College)
- **Prof Stuart Locke**
(Professor, Waikato Management School, New Zealand)
- **Dr Ramana Madupalli**
(Assistant Professor, Management & Marketing Department, Edwardsville Southern Illinois University)
- **Mr Jayadeb Nanda**
(Regional Executive Director, NTPC Ltd)
- **Dr Basudeb Sen**
(Chairman, SMT Group)
- **Mr M Narayana Rao**
(CMD, MIDHANI)
- **Mr Joy Verghese**
(Director HR, NALCO)
- **Prof Harkeerath Singh**
(Professor, IIFT, Delhi)
- **Mr YR Reddy**
(Director HR, RINL)
- **Mr SK Acharya**
(Director HR, Neyveli Lignite Corporation Ltd)
- **Mr Srikanth Surampudi**
(Regional Head HR, TCS)

IPE INTERNATIONAL COLLABORATIONS & GLOBAL CONNECTIVITY

IPE's academic, research, management consultancy and educational accomplishments have drawn a few international universities, institutions and organisations towards entering into MoUs, tie-ups for collaboration providing for student / faculty exchange, joint research projects from the following



INTERNATIONAL ORGANIZATIONS

- Asian Development Bank
- Association of Development Research and Training Institutes of Asia and the Pacific, Malaysia
- Center for Asian Studies, Kyungpook University, South Korea
- Chinese Academy of Governance, China
- Commonwealth Secretariat, UK
- Department for International Development (DFID), UK
- International Affairs Division of Fundação Getulio Vargas, Brazil
- International Association of Schools & Institutes of Administration, Belgium
- International Center for Promotion of Public Enterprises, Slovenia
- International Institute of Administrative Sciences, The Netherlands
- International Political Science Association, Canada
- International University Business Agriculture and Technology, Bangladesh
- International Development Research Centre
- Kania School of Management, University of Scranton, USA
- Leeds University, UK
- London Business School, UK
- Monash University, Australia
- National School of Administration, China
- Network of Asia Pacific Schools & Institutes of Public Administration and Governance
- Northeastern Illinois University, USA
- Overseas Development Agency
- Rotterdam School of Management, The Netherlands
- Inpaqt, The Netherlands
- UN Industrial Development Organization, Vienna
- Universiti Tun Abdul Razak, Kuala Lumpur, Malaysia
- University of Bradford, UK
- University of Primorska, Slovenia
- Waikato University, New Zealand
- World Bank
- World Health Organization

IPE is now exploring tie-ups in USA, Europe, Japan, Singapore, etc. Also, IPE has been accorded the status of Affiliate Member by EFMD, Brussels which puts IPE in the prestigious league of about 500 institutions world wide that enjoy this status.

PROGRAMMES



A B-School that
InsPirEs

POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM)

Programme Coordinator

Prof K Narendranath Menon – 9849606782
narenkrish@ipeindia.org

* Two year full time programme approved by the All India Council for Technical Education (AICTE)

** Recognized by the Association of Indian Universities (AIU) as equivalent to MBA

*** An NBA Accredited Program

WHY JOIN PGDM?

- The Post Graduate Diploma in Business Management (PGDM) offered by the Institute of Public Enterprise was launched in 1995.
- The PGDM course is designed to provide students with knowledge and skills to meet the challenges in an increasingly turbulent world.
- PGDM Offers Dual Specialization.



CURRICULUM & PEDAGOGY

- Innovative Trimester curriculum
- Distinguished faculty with vast academic and industry experience.
- Integrated understanding of all business functions to meet the challenges of globalization and competition.
- Rigorous curriculum with judicious blend of core courses and dual specializations (HR / Marketing / Operations / Finance / Systems).

PROGRAMME ARCHITECTURE

In the second year students are expected to choose two of the following five electives streams.

Finance

- Security Analysis and Portfolio Management
- Financial & Credit Analysis
- Financial Planning & Wealth Management
- Financial Risk Management and Derivatives

Marketing

- Services Marketing
- Consumer Behaviour
- Strategic Marketing
- Sales, Distribution and Retail Management

Human Resource

- Industrial Relations and Labour Laws
- Training & Development
- Contemporary Issues in HRM
- Organizational Development

Operations

- Supply Chain Management
- Total Quality Management
- Management of Service Operations
- Technology Management

Systems

- Relational Database Management System
- Management Information Systems
- e-Business
- Data Warehousing and Business Intelligence

The two year program is divided into six terms, three in the first year and three in the second year.

I Term

- Management and Organizational Behaviour
- Statistics for Management
- Economics for Managers
- Financial Accounting
- IT Applications in Management
- Personality Development and Business Communication
- Comprehensive Viva-Voce

II Term

- Marketing Management
- Cost and Management Accounting
- Financial Management
- Operations Research
- Human Resource Management
- Business Aptitude
- Principles of Banking and Insurance
- Comprehensive Viva-Voce

III Term

- Production and Operations Management
- Business Analytics for Managers
- Marketing Research
- Industry Orientation for IT & BFSI Sectors
- Digital and Social Media Marketing
- Public Sector Policy & Issues in Management
- International Business
- Comprehensive Viva-Voce
- Summer Project & Viva-Voce

IV Term

- Strategic Management
- Entrepreneurship Development & Startup Connect
- Elective 1 – Subject 1
- Elective 1 – Subject 2
- Elective 2 – Subject 1
- Elective 2 – Subject 2
- Project work and Viva-Voce

V Term

- Corporate Governance and Business Ethics
- CSR and Sustainable Development
- Business Laws
- Elective 1 – Subject 3
- Elective 1 – Subject 4
- Elective 2 – Subject 3
- Elective 2 – Subject 4
- Comprehensive Viva-Voce

VI Term

- Foreign Language
- Project Management
- Corporate Restructuring, Mergers and Acquisitions
- Infrastructure Management
- Comprehensive Viva-Voce



I am excited to be back to IPE as a chief guest. The last time I was here, was as a student of PGDM. I am pretty impressed with the enthusiasm of the students and would strongly recommend our HR to visit IPE for placements.

Sriram Bharatam
CEO, Iridium Interactive Ltd.

Excited to come back to IPE as it is home coming to me after 31 years. IPE is a great Institute growing exponentially under the leadership of Prof RK Mishra.

Varaprasad Reddy
Shantha Biotech

I know IPE for past 10 years. I am proud and glad to see that it has grown as one of the top B-schools in India. Good faculty, energetic students, conducive environment to learn and excellent infrastructure here – what else does one need?

Dr Ramana Madupalli
Southern Illinois University, Edwardsville

PGDM'S CAREER ADVANTAGE AND PLACEMENT OPPORTUNITIES

Students pursuing the PGDM programme are aware that industry and prospective employers look for well rounded achievement oriented individuals. To this end, students have created numerous clubs to ensure that they are endowed with multiple intelligences. The Finance club, the Marketing club, the Speakers club and the Quiz club are but four of the several initiatives to get the students future ready. Students pursuing Human Resources too have a club. The constant interaction and deliberations in these clubs elevate the students in multiple skills and serve them in good stead.

In today's environment, the generic PGDM is in considerable demand because the programme provides a broad spectrum of courses that elevate students' knowledge and skills to confront corporate challenges. Students pursuing the programme can look to a variety of careers including becoming.

- Financial Management Experts
- Corporate Strategy Planners
- Sales & Marketing Managers
- Business Analysts
- Group Product Managers
- Project Managers
- Market Analysts
- Financial Analysts
- Operations Managers
- Public Relations Executives
- Consultants

OUR RECRUITERS

Over the last two decades numerous organisations have provided placements to our students. Their satisfaction with the talent they draw from the Institute of Public Enterprise has resulted in them visiting the institute repeatedly. Among our prominent recruiters are:

Aditya Birla, Berger Paints, Jaro Education, Airtel, CMC Ltd, Federal Bank, India Cements, KPMG, Orient Cements, Yashoda Hospital, Hyundai, Amararaja Batteries, Franklin Templeton, Karur Vysya Bank, Shopper's Stop, Amazon, Hindustan Coca-Cola, Kotak Mahindra, Oracle, Sify Technologies Pvt Ltd., Andhra Bank, Invesco, Andhra Paper Mills, Cognizant, Mecon, Midhani, Transgraph, Asian Paints, Axis Bank, Berkadia, Google India Pvt Ltd., Idea Cellular, ITC Ltd, L&T, MIDHANI, NMDC, RINL - Visakhapatnam Steel Plant, Yes Bank, Deloitte, Infosys, Medplus, Tata Consultancy Services, Dr.Reddy Labs, TIME Education Pvt. Ltd., eClerx, IDBI, WIPRO, Elilily, Metrix4 Analytics, ICICI Securities, ING Vysya Bank, Trinity, Karvy Consultancy and SBI Life Insurance.



Prof K Narendranath Menon, Coordinator, PGDM

A B-School that
Inspires

POST GRADUATE DIPLOMA IN BANKING INSURANCE AND FINANCIAL SERVICES (PGDM-BIF)

Programme Coordinator
Ms J Kiranmai - 9177005520
kiranmai@ipeindia.org

Programme Advisor
Prof Sreenivasa Murthy - 9392430874
ssmurthy@ipeindia.org

*** Two year full time programme approved by the All India Council for Technical Education (AICTE)**

****Recognized by the Association of Indian Universities (AIU) as equivalent to MBA**

*****An NBA Accredited Program**

WHY JOIN PGDM-BIF?

- Launched in 2008, the Programme is designed to develop professional managers ready to work in Banking and Financial sector in particular and corporate sector in general.
- The programme has the state-of-the-art curriculum with the thrust on market orientation, globalization, financial and banking sector reforms.
- BIF is ranked 9th in the Top 10 Best MBA-Finance Programs of India by OUTLOOK Money 2016.
- Offers Dual Specialization.

CURRICULUM & PEDAGOGY

- The curriculum design and pedagogy emphasize the development of students' skills and abilities to apply management theories and concepts to live problems of business and industry. Students are expected to achieve high standards of excellence.
- The teaching methods include—lectures, case studies, seminars, assignments, live projects, group discussions, educational excursions, role plays, structured group work, and field visits study.
- The curriculum is revised basing current business needs

HIGHLIGHTS

- Dual electives offered from the range of functional areas viz., Finance, Marketing, Operations, Human Resource Management, Systems, etc
- Industry oriented curriculum
- Continuous student interaction with Industry Captains
- We Motivate our students to participate in national B-School events
- Encourage to undertake NIFM, NCFM certificate programmes
- Overall development for students

PROGRAMME ARCHITECTURE

- The course is spread across six terms of about three months each. The core (compulsory) courses are covered in three terms followed by the electives papers and elective papers in the next three terms. These core courses enhance in helping the students to develop a holistic view of business management in general and banking and financial services in particular.
- The core courses includes banking, financial services, insurance, accounting and finance, marketing, operations, organizational behavior, etc. They are also exposed to other inter-disciplinary courses such as economics, managerial communication, business law, quantitative methods which would support them to take better decision sciences.
- In the second year, students select electives. Finance is the compulsory elective, another elective course is selected in functional areas Marketing, Human Resource Management, Systems and Operations Management.

Term I

- Management and Organizational Behaviour
- Statistics for Management
- Economics for Managers
- Financial Accounting
- Principles of Banking
- Personality Development and Business Communication (PDBC I)

Term II

- Marketing Management
- Cost and Management Accounting
- Financial Management
- Operations Research
- Human Resource Management
- Business Aptitude
- Principles and Practices of Life and General Insurance

Term III

- Production and Operations Management
- Business Analytics for Managers
- Marketing Research
- Industry orientation for IT and BFSI sectors
- Financial Markets Institutions and Services
- International Banking and Finance
- Retail, Rural Banking and Micro Finance

Term IV

- Strategic Management
- Entrepreneurship Development and Start up credit
- 2 Electives and Four Papers*

Term V

- Corporate Governance and Business Ethics
- CSR and Sustainable Development
- 2 Electives and Four Papers*

Term VI

- Foreign Language
- Financial Engineering and Structured Finance
- Regulatory Framework for Banking Insurance and Financial Services
- Corporate Mergers, Acquisitions and Valuation
- Treasury and Forex Management

* Finance, Marketing, HR, Operations and Systems

SUMMER INTERNSHIP

- At the end of the first three terms, the students undertake the summer internship programme with an organization.
- The internship usually spans over a period of six to eight weeks. It is designed to provide exposure to students towards the working of organizations and applying theory to real business situations.
- Internship in banks and other financial institutions of repute



RECOGNITION

On successful completion of the programme requirements, student is awarded a Post-Graduate Diploma in Management – Banking Insurance and Financial Services, which is approved by the All India Council for Technical Education, Government of India and is recognized by the Association of Indian Universities (AIU) as equivalent to an MBA degree of an Indian University. The programme is NBA accredited.

OTHER ACTIVITIES

- Students are encouraged to participate in national b-school events.
- Students are actively involved in the conferences and seminars which are conducted at the institute as per their interest
- Students conduct the Annual B-school fest 'Sanskriti' and Samathi's on functional domains

PLACEMENTS OPPORTUNITIES

- By design, this programme facilitates placement of the candidates in banks, financial institutions, insurance sector and other non-banking financial companies in addition to finance departments of corporations.
- The faculty and students actively participate in placement in collaboration with the Placement Division.
- Employability Enhancement Program is conducted by Talent Sprint in order to improve the conversion rate of the students in various stages of recruitment such as versant test, aptitude test, group discussion, personal interview etc.,

FEW OF OUR RECRUITERS

Axis Bank; Catholic Syrin Bank; City Union Bank; CRISIL; CSC India; Federal Bank; Financial Software Services Ltd.; Deloitte Consulting Pvt. Ltd, DMV Global Data; Middle Earth Consulting Ltd.; Tata Capital, Transgraph Consulting Pvt. Ltd.; Tata Consultancy Pvt. Ltd.; Franklin Templeton; HDFC Bank Ltd.; IDBI Bank Ltd.; Indian Overseas Bank; Karvy Stock Broking Ltd.; ICICI Securities; SBI Life Insurance; IFFCO Tokio GIC Ltd.; Services & Others; MAQ Software Solutions; Mahindra Finance; Med Plus Services Center; MEdRc; Purple Talk; Reliance Digital.



As the famous quote by Benjamin Franklin goes, "Investment in knowledge always pays the best interest". Investing in IPE for this course of BIF, was one of the best decisions I made. The course is not only informative but also makes the student ready to face the corporate world with a strong base of knowledge and understanding of the subject that is imparted during the course period.

Deepal Sanghvi
Deloitte, Class 2016



"PGDM BIF is a course that makes us ready to face the challenges in the banking and insurance industry. It has worked as a course that has transformed and helped me increase my knowledge about the subject and improve my confidence levels with continuous interaction with industry experts. The experienced and motivating faculty ensures bright future for us. Opting for this course is surely a step towards a successful career."

Shreya Bhandari
Deloitte, Class 2016



Prof J Kiranmai, Coordinator, PGDM-BIF

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POST GRADUATE DIPLOMA IN MANAGEMENT - INTERNATIONAL BUSINESS (PGDM-IB)

Programme Coordinator
Dr M Karthik - 9346515819
karthik@ipeindia.org

*Two year full time programme approved by the All India Council for Technical Education (AICTE)

**Recognized by the Association of Indian Universities (AIU) as equivalent to MBA

***An NBA Accredited Program

WHY JOIN PGDM-IB?

- Students perusing International Business have the unique advantage of studying an extra domain specific subject in the International Business area in subjects such as Marketing, Finance, HRM, Operations, International Marketing, International Finance, International HRM, Global Supply Chain Management etc.
- Optional Foreign Port Study Tour.



CURRICULUM AND PEDAGOGY

- The curriculum design and pedagogy emphasize the development of students' skills and abilities to apply management theories and concepts to live problems of business and industry. Students are expected to achieve high standards of excellence.
- The teaching methods include-lectures, case studies, seminars, assignments, live projects, group discussions, educational excursions, role plays, structured group work, and field visits study.
- The curriculum is timely revised based on current business needs.

WHY STUDY FOR AN INTERNATIONAL BUSINESS PROGRAMME?

Globalised World

The disappearing of economic boundaries is partially due to the proliferation of electronic communication, which allows instantaneous information transfer for sales, marketing, manufacturing and outsourcing. Furthermore, growing distribution networks, supply chains, and transportation hubs simplify the movement of products. The broad networks of worldwide financial institutions reduce currency issues. Thus, business professionals are increasingly servicing the needs of customers around the world.

In India, the impact of globalization is all pervasive. Since the landmark year 1991, we have seen, experienced and witnessed a transformed, rejuvenated, India. Doing business is not the same any more.

All businesses nowadays tend to transform to global businesses. Hence, all young managers must have the exposure to as many international business related subjects as possible, in addition to the normal subjects of a PGDM / MBA programme.

PROGRAMME ARCHITECTURE

The PGDM – International Business programme is a cutting edge MBA level programme with state-of-the-art curriculum comprising all subject of a standard MBA course as well as international business related subject such as International Business Strategy, International Financial Markets & Instruments, Global Marketing, International Brand Management, International Trade Operations, Global Supply Chain Management, International Business Negotiations, WTO, Commodity Trading and Price Risk Management, International Business Laws, Foreign Currency Management, global Finance, International HRM, Cross Cultural management.

A range of elective subjects is also offered in each of the any specialization streams mentioned below.

Specialization Streams

Students could opt for specialization in any two of the following streams after they complete the first year / 2nd Semester academics

- i) Marketing
- ii) Finance
- iii) Operations
- iv) Systems / IT
- v) Human Resource Management

Trimester I

- Management and Organizational Behavior
- Statistics for Management
- Economics for Managers
- Financial Accounting
- International Business I
- Comprehensive Viva-Voce
- Personality Development & Communication

Trimester II

- Marketing Management
- Cost & Mgt Accounting
- Financial Management
- Operations Research
- International Business II
- Principles & Practices of Banking
- PDBC
- HRM
- Comprehensive Viva-Voce

Trimester III

- POM
- Business Analytics for Mangers
- International Marketing Research
- Industry Orientation for IT and BFSI
- Global Marketing
- International Finance
- Comprehensive Viva-Voce

Trimester IV

- International Business Laws
- International Brand Management
- Elective 1 – Subject 1
- Elective 1 – Subject 2
- Elective 2 – Subject 1
- Elective 2 – Subject 2
- SIP Viva-Voce

Trimester V

- Strategic Management
- MNC Strategies in BOP Markets
- Elective 1 – Subject 3
- Elective 1 – Subject 4
- Elective 2 – Subject 3
- Elective 2 – Subject 4
- Comprehensive Viva-Voce

Trimester VI

- Foreign Language (French/Mandrin/Spanish)
- Trade Documentation & Procedures
- E- Commerce
- Corporate Governance & Business Ethics
- Comprehensive Viva-Voce
- Long Term Project



Dr M Karthik, Coordinator, PGDM-IB

Optional Foreign Port Study Tour

Study of the commercial activities of ports is an integral part of the programme. Students will have to undertake a cost of tour to one or two large commercial ports such as in Singapore / Malaysia / India (Mumbai / Chennai / Visakhapatnam). The study tour familiarizes them with the port's commercial activities, shipment, handling, logistics, on-line monitoring systems, port operations, etc.

Career Prospects / Placements

Students of PGDM-IB would be hired like any MBA/PGDM graduate for any company, corporate undertaking in Marketing / Finance / HRM / IT / Production and Operations Management / Trading / Export / Import / Logistics / SCM / Business Strategy, etc. functions.

- Global Managers in all functional areas of management such as International Marketing, International Finance, International HR, Global Supply Chain Management etc.
- Cultural Adviser
- Import Compliance Specialist
- Travel Director
- Diplomatic Associate
- Advisor Export Promotion Corporations

Placements

Aditya Birla, Berger Paints, RINL, Airtel, IDEA, Google, Allahabad Bank, Hyundai, Amara Raja Batteries, Franklin Templeton, Oracle, Sify Technologies Pvt Ltd., Cognizant, Mecon, Midhani, Transgraph, Asian Paints, Axis Bank, Berkadia, L&T, Etc.

* Right from the first batch PGDM IB students have secured the highest package in the Campus Placement Process



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

Ms Jeshal Mehta

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

Eshan Verma

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

Ramanuj Sarada

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

Nilesh Poddaturi

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

Ms Neha Chahal



Dr M Karthik, Prof Menon and students of PGDM-International Business with an official of North Port, Selangor, Malaysia



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POST GRADUATE DIPLOMA IN MANAGEMENT – RETAIL MARKETING (PGDM-RM)

Programme Coordinator
Dr MM Karuna – 9440344468
meherkaruna@ipeindia.org

Programme Advisor
Dr V Srikanth – 9441651250

* Two year full time programme approved by the All India Council for Technical Education (AICTE)

** Recognized by the Association of Indian Universities (AIU) as equivalent to MBA

- A unique and the only Retail Marketing MBA equal program

WHY JOIN PGDM-RM?

- Launched in 2007, the Post Graduate Diploma in Management – Retail Marketing (PGDM-RM), is two-year full-time programme approved by the All India Council for Technical Education (AICTE), Ministry of Human Resource Development (HRD), Government of India and accredited by the Association of Indian Universities (AIU) as equivalent to MBA
- PGDM-RM is a unique course specially designed to train the students in Marketing Management and Retail Management and to expose them to the latest trends in India as well as in Global Markets.
- The course enables the students to grow in line with the industry which is projected to double to \$1 trillion by 2020.
- E-commerce market in India is expected to quadruple to \$60-70 billion over the next 5 years. Students of PGDM-RM course will be the future global retail and marketing leaders.
- Excellent Placement record in PGDM-RM.
- Contemporary Marketing Management papers like Branding, Advertising, and Digital Marketing and Social Media Marketing etc.
- Special training from Talent Sprint, who are experts in grooming students for better placements.



CURRICULUM & PEDAGOGY

- Case study based teaching
- Continuous interaction with industry experts
- Research based curriculum
- Career guidance for better placements
- Contemporary teaching methodologies.

PROGRAMME ARCHITECTURE

Understanding the present business requirements in the dynamic and complex environmental conditions is an everyday challenge for managers. PGDM-RM programme is designed by an expert curriculum committee that comprises of eminent intellectuals from industry and academia and being revised as per the market pitch.

Term I

- Management and Organizational Behaviour
- Statistics for Management
- Economics for Managers
- Financial Accounting
- Personality Development and Business Communication
- Retail Management
- Comprehensive Viva-Voce

Term II

- Marketing Management
- Macro Economics
- Financial Management
- Operations Research
- IT for Management
- Human Resource Management
- Retail Store Operations and Mall Management
- Comprehensive Viva-Voce

Term III

- Production and Operations Management
- Cost and Management Accounting
- Business Analytics for Managers
- Marketing Research
- Business Aptitude
- Retail Information System
- French Language
- Comprehensive Viva-Voce

Term IV

- Strategic Management
- Business Law
- Advertisement and Brand Management
- Supply Chain Management
- Services Marketing
- Strategic Marketing
- Summer Project Work
- Comprehensive Viva-Voce

Term V

- Retail Strategy
- Global Marketing
- Franchising and Global Retailing
- Consumer Behaviour & CRM
- Sales and Distribution Management
- Digital and Social Media Marketing
- Comprehensive Viva-Voce

Term VI

- Corporate Governance, Business Ethics and CSR
- Entrepreneurship Development
- Agri Marketing
- Business Marketing
- Research Project



Dr MM Karuna, Coordinator, PGDM-RM





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POST GRADUATE DIPLOMA IN MANAGEMENT – HUMAN RESOURCE MANAGEMENT (PGDM-HRM)



PGDM-RM CAREER ADVANTAGE AND PLACEMENT OPPORTUNITIES

Today, business organizations are facing the dearth of managers who can make the right decisions that lead the firms to gain sustainable competitive advantage. To succeed as an effective and efficient manager, and to jockey up through the echelons of the ladder of managerial positions in an organization, one has to start the career in the market that carries customers and retailers.

Students of PGDM-RM will get trained to fit into various positions in an organization. Following are the various positions occupied by the alumni:

- Marketing Manager
- Retail Manager
- Sales Head
- Supply Chain Manager
- Operations Manager
- Business Analytic
- Advertising and Creative Head
- Brand Manager

OUR RECRUITERS

Shoppers Stop, Future Group, Spencer's Retail, Kent RO Systems, Amara Raja Batteries, ING Vysya Bank, Aditya Birla Group, Asian Paints, Idea Cellular, Mecon, Airtel, Havells India Ltd., Videocon Industries Ltd., Allahabad Bank, State Bank of Hyderabad, Bank of Baroda, Bank of India, Indian Overseas Bank, Catholic Syrian Bank, Federal Bank, Ultratech, Hindustan Coca Cola, Oracle, Cognizant, Deloitte etc.



Being a pass out of 2011-2013 batch of PGDM-RM, I would say that PGDM-RM course is a specialized course for those who have interest in Retail.

Presently, I am working as an Asst Personnel (HR) Officer for MECON Limited, Ranchi in the Recruitment Cell of Personnel Department. MECON LIMITED is a public sector under taking under the Ministry of Steel, Government of India. My responsibilities include handling campus recruitments, hiring and joining formalities, handling manpower agency and contract related works, preparing advertisements for new openings etc.

I am glad I was part of IPE and this institution has made me grow in a professional way. I thank Almighty God and all my mentors and teachers, family and friends who have helped me achieve what I am today and I shall ever be grateful to all those who have been in this journey with me. An IPEan always an IPEan.

Ms Joan Joseph
Asst. Personnel Officer, Recruitment Cell
Personnel Dept., MECON Limited

Programme Coordinator
Dr Shulgana Sarkar - 9963764735

***Approved by the All India Council for Technical Education (AICTE)**

WHY JOIN HRM?

- An exclusive course shaping HR professionals – HR generalist to HR Specialists
- The Post-Graduate Diploma in Management – Human Resource Management (PGDM-HRM) is envisaged as the highest quality programme in the area of human resource management and designed to provide eligible, suitable and competent HR professionals with sufficient knowledge of business to all industrial sectors.
- Course offers highly specialized papers in the area of HR catering to the professional needs of the area.
- High Involvement of HR professionals ideas and suggestions, for enhancing the quality of course curriculum and structure.
- All the HR specialized subject teaching faculties have an Industry teaching partner.
- Involving practitioners in teaching practical subjects.
- PGDM-HRM has unique Long Term Project opportunity which majorly leads to obtaining pre-placement offers.



CURRICULUM AND PEDAGOGY

The programme comprises of six trimesters of study including projects. This programme is envisaged as the highest quality programme in the area of human resource management as it is pro-actively designed to provide eligible, suitable, and competent Human Resources (HR) professionals with sufficient knowledge of business to all industrial sectors. The course introduces the function of HRM at length, thus, enabling the candidates to seek a career in HR function. This programme provides a platter of HR elective courses vis-à-vis other functional area core courses, thus allowing skill variety.

There will be a mix of lecture based delivery and discussions built around relevant cases highlighting the concepts in focus. Students would be exposed to live projects and Industrial visits wherein they would be interacting with HR professionals and leaders at regular intervals making the course more realistic. As a part of the Summer Internship Programmes (SIP) the HRM students are required to undergo Summer Internship with an organization for a period of 6-8 weeks.

PROGRAMME ARCHITECTURE

The Course is highly focused in the areas of HR Professionals with the following subjects of learning

Term I

- Management and Organizational Behaviour
- Statistics for Management
- Marketing Management
- Financial Accounting, Cost and Management Accounting
- Personality Development & Communication
- Comprehensive Viva-Voce

Term II

- Economics for Managers
- Human Resource Management
- Production and Operations Management
- Financial Management
- Operations Research
- Talent Management
- Comprehensive Viva-Voce

Term III

- Training & Development
- Research Methods in HRM
- Organisation Development & Leadership
- Compensation Benefits and Performance Management
- Industrial Relations
- Business Laws
- Comprehensive Viva-Voce

Term IV

- Human Resource Planning
- Competency Mapping & Assessment
- HR Metrics for Organisational Value Addition
- HR Issues in Mergers and Acquisitions
- Knowledge Management
- International Business and Global HRM
- SIP Viva-Voce



Dr Shulgana Sarkar, Coordinator, PGDM-HR

Term V

- Corporate Social Responsibility (CSR)
- Strategic Human Resource Management
- Emotional Intelligence & Managerial Effectiveness
- Entrepreneurship Development
- Human Resource Information System (HRIS)
- Comprehensive Viva-Voce

Term VI

- Labour Legislation
- Tax Planning for HR Managers
- Project
- Comprehensive Viva-Voce

PGDM-HRM CAREER ADVANTAGE AND PLACEMENT OPPORTUNITIES

Students are placed in both HR generalist as well HR specialists profile in the industry. While Talent Analyst, Talent Acquisition Managers, Training Managers are common profile in addition our students are placed in the following HR Specialized rolls

- Recruitment and Selection
- Manpower Planning
- Human Resource Administration
- Compensation and Benefits
- Industrial Relations
- Training and Development
- Performance Appraisal

OUR RECRUITERS

Deloitte, TCS, Thomson Reuters, Nagarjuna Fertilizers, Aurobindo Pharma, GVK, EMRI, RealPage, Inc., Randstad, Dr Reddy's Laboratories, Hyundai Mobis, Tech Mahindra, Manpower Consulting, Konylabs IT Service Pvt Ltd., NextGen and many more.



PGDM-HRM course at IPE gives you learning with the best faculty. The beauty of the programme is that the internal and external mentors from Institute and Corporates are always there to handhold us.

Rashmi Paladagu
HR Generalist, RealPage, Inc.

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

Shruti Asiniparthi
Talent Analyst, Deloitte India.



'One day Seminar on HR Expectations from the Gen Next' organised on 5th February, 2016.



HRM students and faculty in awareness campaign for Daanotsav-2016

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EXECUTIVE POST GRADUATE DIPLOMA IN MANAGEMENT (EXE-PGDM)

Programme Coordinator

Dr Prarthana Kumar – 9000181276
prarthanakumar@ipeindia.org

***Approved by the All India Council for Technical Education (AICTE)**

The Exec. PGDM program participant could be an entrepreneur, startup owner, doctor, army personnel, lawyer, model, actor, architect, teacher, cost accountants, PR head, for whom management education is the next requirement for a scale up.

WHY JOIN EXE-PGDM?

- SAQS approved institution
- Course approved by AICTE, MHRD, Gol.
- Accelerates career growth
- The curriculum presents opportunities to intensify participant understanding both parallel functional area subjects as well as vertically in some of the sunup areas.
- An excellent combination of pedagogy involving interactive class sessions, case analysis and simulations and project work ensure effective absorption and application of concepts.



PROJECT

The project work commences beginning of the Term - 4 and will continue up to the end. The participants will essentially need to meet the faculty guide, for discussion and reporting of progress. Assessment of the project will be against pre-determined milestones and deliverables such as data collection analysis, draft report presentation, final Viva-Voce, and final project report.

FEE STRUCTURE

The total course fee for the Ex-PGDM Program is Rs. 6,00,000/- (Rupees Six Lakh only). Easy bank loans also available. IPE provides access to world renowned databases such as EBSCO, PROWESS, Emerald, IBID, Jstor, Indiatat.com; excellent E-journals, access to 150 National and International journals and a rich library with over 50,000 books, to the Exec. PGDM participants.

ELIGIBILITY CRITERIA

- Executives with graduate degree in any discipline (or equivalent qualification) from a recognized University
- At least 3 years of full time post-qualification professional experience
- A valid score of CAT/MAT/XAT/GMAT/ATMA

ABOUT THE EXEC. PGDM PROGRAM

The Executive Post Graduate Diploma in Management (Exec. PGDM) is an exclusively designed 15 months program, approved by the All India Council for Technical Education (AICTE), MHRD, Government of India. The program is designed for working supervisors, executives and practicing managers, who are in the progression to assume senior level responsibilities to think holistically and build up an integrated perspective on managerial challenges and facilitate fast-track career growth, through thought leadership.

The program offers subjects for deeper study horizontally across functional areas of management and vertically across domains such as IT, Banking, Financial services, Retail & Manufacturing to transform the participants into "Business Ready Managers". On completion of the program, the participants can aspire to take general management positions and leadership roles.

DURATION OF THE PROGRAM

The program has a total duration of 15 months and divided into 4 trimesters each of three (3) months duration.

CERTIFICATION

On successful completion of the Program the participants would be awarded the Executive Post Graduate Diploma in Management.



"The Executive – PGDM experience in IPE is very satisfying, eventful and enjoyable. The course prompts you to think beyond the classroom context and provides key lessons in leadership. The Year gave me an excellent chance to interact with varied people from different backgrounds, specializations, enriching my breadth and depth of experience. There was a perfect balance of learning inside and outside the classroom, with full of options to explore and grow in the direction you desire. I feel this experience will add immense value to my profile and will help me stand out. Thank you IPE for this opportunity."

Mr Anirudh Bandhakavi

IPE is a B-school with proper approvals for the course with an course to help in decision making One of the best times that I had – from every single perspective – academics, friends, and hanging out - The whole experience.

Ms Radhika Rao

It's a great opportunity to fine-tune experience and knowledge. Learning is a continuous process, and IPE is par excellence for providing these learning tools. I am proud to be a part of this course. This program provided me an insight to think beyond the horizon and proved that "sky is the limit."

Mr S Mani Bhaskar



Dr Prarthana Kumar, Coordinator, Executive-PGDM



DOCTORAL RESEARCH PROGRAMME OF IPE

Programme Coordinator
Dr V Srikanth – 9441651250

Research is the forte of IPE and the institute is recognized as a 'Centre of Excellence' in Research by the Indian Council of Social Science Research (ICSSR). Focused research sharpens the skills of IPE faculty and equips them with the latest understanding for the Institute's training and educational activities.

IPE's research work – both basic and applied – is undertaken in diverse fields

- General Management
- Specific to CPSEs
- Other Domains of Social Science Research

DOCTORAL RESEARCH

IPE's PhD programme is one of the largest in the social sciences field. Deepening and widening research in management and social sciences is the primary objective of the doctoral programme. 68 PhDs have been produced thus far and the Institute's PhD programme is recognized by the following universities in Commerce, Economics, Management and Public Administration

- Osmania University
- University of Hyderabad
- Jawaharlal Nehru Technological University
- Utkal University
- Andhra University
- Sri Krishna Devaraya University
- Sri Venkateswara University
- University of Mysore

ICSSR DOCTORAL RESEARCH FELLOWSHIPS

Under the aegis of ICSSR, IPE offers 10 Doctoral Research Fellowships in Social Sciences each year. This full-time PhD

programme is designed to equip students and teachers for careers in management education and research.

Of these ten fellowships, two provide pay-protection for lecturers working in university-affiliated colleges and research professionals.

FINANCIAL SUPPORT

- Ordinary fellowship: Unemployed scholars get a fellowship of ₹16000 pm for the two-year programme (extendable by a year in exceptional cases).
- Pay protection fellowship: Salary protection is offered for employed scholars equivalent to the amount drawn from the concerned institution / organization.

Both employed and unemployed research scholars will get a Contingency Grant of ₹10000 pa.

ELIGIBILITY

- The applicant should possess a Master's degree in Social Sciences (with minimum 55% marks) from a recognized university.
- Should have cleared National Eligibility Test (NET) for JRF / lecturership or completed MPhil.



Dr V Srikanth, Coordinator, Doctoral Research Programme

- Must be registered for PhD, and should re-register with one of IPE's Research Supervisors.
- Should be below 35 years of age on the date of admission (relaxable by five years for SC/ ST candidates).

IPE DOCTORAL RESEARCH FELLOWSHIPS

Four ordinary fellowships are available under IPE's Doctoral Research Fellowship programme, including two on Governance and Public Policy. Terms and benefits will be the same as for ICSSR Doctoral Research Fellowships.

IPE NATIONAL DOCTORAL FELLOWSHIPS

IPE National Doctoral Fellowships have been instituted to provide opportunities to young scholars to pursue full-time research leading to a PhD degree in Management or related disciplines. The fellowships aim to train prospective scholars to become highly skilled and innovative researchers.

ELIGIBILITY FOR FELLOWSHIP

- PG Diploma in Business Management / allied subjects with minimum 60% marks from IIMs / IITs or other reputed management institutions in India / abroad.
- Candidates must possess brilliant academic record and project experience.
- Publications in peer reviewed journals will be an added advantage.
- Executives of public / private sector firms with minimum 2-3 years' experience with a strong research inclination and possessing a Master's degree with minimum 60% marks.
- Faculty from universities / research institutions from India / abroad, with 2-3 years' experience, having qualified in NET / MPhil with a consistent and outstanding academic record
- Candidates must not be more than 30 years of age (relaxable in exceptional cases).

SELECTION CRITERIA

Level 1: Passing the Research Aptitude Test to be conducted by IPE.

Level 2: Presentation of the proposed research work before an expert panel followed by an interview.

FELLOWSHIP VALUE AND DURATION

IPE National Doctoral Fellowships shall carry a stipend of ₹27,000 per month in the first year and ₹30,000 per month in the subsequent two years. The scholars will be entitled to an HRA of 30% of the fellowship amount per month. There will be a contingency grant of ₹15,000 per annum to support the field work, purchase of books, etc. The Fellowships will be provided for a period of three years extendable at the most to the fourth year, based on satisfactory progress of the doctoral work as certified by the supervisor and approved by the research committee.

Competition permeates every aspect of the business world today and business schools are not immune. They are competing to prepare the best managers in the country and IPE is making strong efforts to achieve teaching excellence. With an important investment on the new Campus, they are positioning among the best. I hope they will reach higher ranking places shortly. The commitment of Faculty and the Director have been a key driver.

A B-School that
InsPirEs



Institute of Public Enterprise, City Office, OU Campus

THE MASTER OF BUSINESS ADMINISTRATION – PUBLIC ENTERPRISE PROGRAMME (EVENING)

Programme Coordinator

Sri KV Ramesh – 9849127371

The Institute developed and launched the MBA-PE programme in 1981-82 to meet the specific needs of practicing managers.

It is the only course, which addresses the needs of Public Sector Enterprises in the context of liberalization and seeks to improve the productivity and competitiveness of Indian industry.

ADMISSION PROCEDURE FOR MBA-PE

In-service candidates qualified in ICET on the basis of the rank list are called for exclusive counselling by the Directorate of Admissions, Osmania University, subject to fulfilment of eligibility conditions as laid down by Osmania University from time to time (listed hereunder) are admitted for provisional admission into MBA (PE) at the Institute of Public Enterprise, Hyderabad.



Sri KV Ramesh, Coordinator, MBA – Evening

ELIGIBILITY CONDITIONS FOR MBA-PE

Qualification: A pass in the Bachelor's Degree from Osmania University or a Degree recognized by the University as equivalent thereto. In case of SC and ST candidates a pass in the qualifying examination is sufficient.

Experience: Minimum two years experience in Executive / Managerial / Administrative / Supervisory position in any organization after obtaining the Bachelor's Degree.

or

Officers / Executives / Engineers working with any government / quasi-government / autonomous bodies / local authorities with a minimum of 2 years experience after obtaining the bachelor's degree.

or

Officers of the Defence Forces / establishment holding administrative, executive post with not less than 2 years experience after obtaining Bachelor's Degree.

Note: The working experience of two years should be completed as on the date of admission into MBA (PE) programme.

IPE GUEST LECTURES 2015-16

Shri Srinivasa Rao Kosiganti, Vice President, Tech Mahindra Computer Services Ltd, shared his experiences on the importance of operations in software industry on 9th January, 2015

Shri Ramesh Bhashyam, Chief Technical Officer, Teradata R & D Labs delivered a lecture on "The magnitude of logistics in today business operations". He gave the example of Walmart success with its effect operations on 9th January, 2015

Shri AV Suresh Babu, Vice President (Operations), HBL Power Systems Ltd. delivered a lecture on "The importance of the industry for growth of the economy and employment" on 9th January, 2015

Ms Vanitha Datla, Chairperson, The Telangana Unit of the Confederation of Indian Industry (CII), Executive Director and CFO of Elico Ltd., on 16th March, 2015

Shri VN Vishnu, IAS, Vice chairman and Managing Director, AP Agros, on 16th March, 2015

Shri Atul Bhatt, Executive Director (Business Development and Corporate Planning), NMDC Limited on 16th March, 2015

Shri M Gopalakrishna, IAS (Retd) delivered a lecture on "Changing trends and challenges in corporate functioning" on 17th March, 2015

Prof Sukhdeo Thorat, Chairman, ICSSR, organized by IPE in collaboration with FTAPCCI delivered Distinguished lecture on '*Inclusive Growth*' 27th June, 2016

Prof Robert Faff from the University of Waikato, New Zealand delivered a lecture on "*Pitching Research*" 23rd September, 2016

Dr Upendra Choudhury, member Secretary, ICSSR, delivered a lecture on '*Role of ICSSR in promoting Social Science Research*' on 22nd October, 2016

Prof RS Deshpande, Rajiv Gandhi National Fellow (ICSSR) and former Director, Institute for Social and Economic Change (ISEC) and an eminent economist delivered lecture on '*Elephant and the Analysts: Understanding the Agrarian Crisis*' 10th November, 2016

ADMISSION PROCEDURE 2017-19



ELIGIBILITY

The candidates must hold a Bachelor's Degree, with at least 50% marks or equivalent CGPA (45% in case of SC/ST/PC candidates), from a UGC recognized university / deemed university / possess an equivalent qualification recognized by the Ministry of HRD, Gol.

Candidates appearing for the final year degree examination (or equivalent examination) can also apply. The proof of acquiring the necessary qualification should be submitted within four weeks from the date of the commencement of the course.

- Candidates have to appear in any one of the following national management tests (CAT / XAT / MAT / ATMA / CMAT / GMAT).
- Login, fill and submit the IPE application form from the link <https://apply.mycampusdays.com/>

WEIGHTAGE FOR ADMISSION

For getting an admission into IPE you need the following

- For final selection and admission into all the PGDM programs an equal weightage will be given to an applicant's performance in Management Test, Group Discussions, Personal Interview, and Consistent Academic Record.

ADMISSION PROCEDURE

Step-1

Candidates have to appear at the Admission Test (CAT / XAT / MAT / ATMA / CMAT / GMAT).

Step-2

Register for IPE Admissions 2017-19

Applicants of 2017-19 PGPs can follow any of the following and can submit the admission application

Over the Counter Sale of application

The application form along with the prospectus can be obtained by payment in cash of Rs. 500/- (incl. processing fees) from any of the two offices of IPE

1. Admissions Unit

Institute of Public Enterprise,
Suvery No. 1266, Shamirpet (V&M),
RR District, Hyderabad - 500 078
Ph: +91-40-234 90 948 Fax: +91-40-234 90 999
(Monday to Friday 9.30am - 4.30pm & on Saturday,
Sunday 9.30am - 1.00 pm)

2. Administration

Institute of Public Enterprise,
Osmania University Campus
Hyderabad-500 007
(Monday to Friday 9.30 am - 4.30 pm)

Online Application

Applicants submitting online application can visit www.ipeindia.org

For offline Application

Applicants can also mail to admissions@ipeindia.org for a scanned copy of printed application form and can send in the filled in form along with a DD of ₹500/- drawn in favour of 'Institute of Public Enterprise' payable at Hyderabad.

Step-3

Short listed candidates will be called for Group Discussions and Personal Interviews to be held at IPE and in major cities / towns during February-March 2017.

Course Fee for PGDM, PGDM-RM, PGDM-BIF, PGDM-IB, PGDM-HRM

The fee for the two-years is ₹8 lakhs (Rupees Eight lakhs only) that covers tuition fee, reading material, computer lab, library facilities and a laptop. In addition a one time caution deposit of

₹15,000 is payable which is refundable after completion of the course and post adjustment of dues if any.

Course Fee for Executive PGDM

The fee for 15 months is ₹6,00,000 (Rupees Six lakhs only) that covers tuition fee, reading Material, computer lab & library facilities. In addition one time caution deposit of Rs. 10,000.

Hostel Fee

1 lakh (Double occupancy), 1.42 lakhs (Single occupancy) per year, which includes room, mess charges, etc.

Hostel accommodation is offered on first cum first serve basis.

For more information on Campus and Hostel facilities contact: Ms Geeta Iyer, Hostel care taker – 9391932119.

Follow us on: [facebook.com/ipehyd](https://www.facebook.com/ipehyd)

Scholarships for PGP 2017

Institute of Public Enterprise, Hyderabad has decided to offer the following lucrative scholarships to all the meritorious students joining IPE, for PGDM programs based on the management test scores of CAT / XAT / MAT / CMAT / ATMA / GMAT.

CAT/XAT/GMAT %ile	MAT %ile	CMAT/ATMA %ile	Scholarship Amount
80 & Above	--	--	₹1,00,000
75-79	95 & above	--	₹80,000
70-74	85-94	95 & Above	₹60,000

Affirmative Scholarship Scheme

A scholarship of ₹60,000 would be awarded to the top ranker among the Scheduled Caste (SC), Scheduled Tribe (ST) and Muslim minority candidates in the eligible Admission tests.

For information on the scholarship eligibility cut offs kindly visit www.ipeindia.org or email us at admissions@ipeindia.org

NOTE: Candidates offered corporate scholarships or any other scholarships are not entitled for these merit scholarships.

The scholarship scheme is subject to review and change at the discretion of the Institute of Public Enterprise, Hyderabad.



Mr Sudheer, Dr Sai Sailaja and Ms Deepa of the admissions team and they can be contacted on the following:

CONTACT US

Toll Free No. 1800-3000-4473
or admissions@ipeindia.org

Mr T Sudheer Kumar
040-2349 0948 93919 32129

Mr Mohammed Osman
9399921043

Ms Deepa
9291510892

Dr Sai Sailaja
Head of Admissions
040-2349 0913 99495 07969
saisailaja@ipeindia.org

PLACEMENT PROGRAM THE CLASS OF 2017

PLACEMENT COMMITTEE

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

The students will be allowed to report to their duties from end of December 2016 onwards, depending on the need of the recruiter. To confirm participation, the organizations are requested to complete the Placement Response Sheet provided at the end of this brochure and mail it back at the earliest to enable early allotment of dates.

GUIDELINES FOR FINAL PLACEMENTS

The following guidelines have been framed by the Institute to ensure transparent participation in the placement activities for the Class of 2017. Your cooperation will be highly appreciated.

- Details regarding the organization's placement requirements can be forwarded to the Placement Coordinator. These details are essential for scheduling the placement process.
- Information about the company in the form of brochures, pamphlets, write-ups, etc., may be sent to the Placement Coordinator along with the job profile.
- Pre-Placement talks will be held at the Institute during which the companies make presentations about their operations and job profile.
- The Placement Coordinator will forward to the organization the Curriculum Vitae of all the interested students to participate in the placement process.



Prof Srinivasa Murthy
Dean, Head of Placements, Advisor - PGDM-BIF

- The recruitment process will be held in the campus, but if the organization wishes that the students should come to their office, this requirement can also be met.
- The company must declare the results while on the campus.
- Once a student accepts an offer he/she is not eligible to participate in the further selection process of any other company.
- All the offer letters to the students by the organization must be channelled through the Placement Coordinator. Duplicate copies of the appointment letters duly signed and accepted by the students will be returned to the organization.
- Please ensure that all the correspondence regarding placements is channelled through the Placement Coordinator.

FOR FURTHER INFORMATION PLEASE CONTACT

Prof S Sreenivasa Murthy
Dean & Head - Placements
Institute of Public Enterprise, Survey No. 1266, Shamirpet V&M, RR District, Hyderabad - 500101. Phone: +91-40-2349 0900 Extn: 1237
Fax: +91-040-2349 0999 Mobile: 93924 30874
E-mail: placements@ipeindia.org or ssmurthy@ipeindia.org

THE PLACEMENT TEAM

Dr S Vivek
Assistant Professor & Associate Placements Coordinator
Phone: +91-40-2349 0974 Mobile: 91773 45788

Mr Mahesh
Assistant Professor & Associate Placements Coordinator
Phone: +91-40-2349 0973 Mobile: 97046 44044

Ms CR Kavitha
Placement Secretary
Phone: +91-40-2349 0972 Mobile: 93919 32160

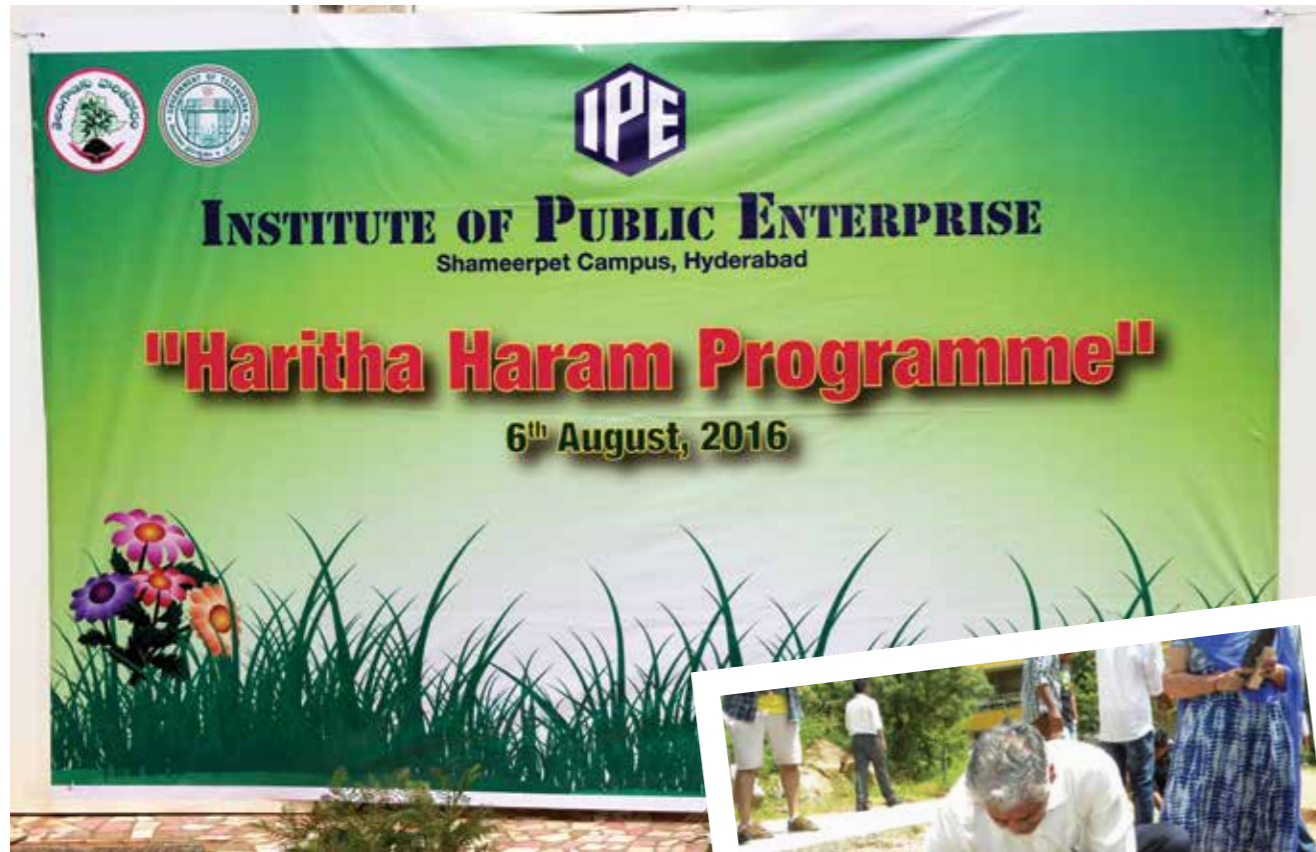


Placement Team

SOME OF OUR RECRUITERS



STUDENT ACTIVITIES @IPE



CSR@IPE



ANTI RAGGING AWARENESS CAMPAIGN

Shamirpet Law-Enforcing Officials educating on Anti Ragging



BLOOD DONATION CAMP



EYE DONATION AWARENESS

FACILITIES @ IPE



State-of Art Gymnasium of IPE



IPE Cricket League-2015



Captains of Sports teams during the official Jersey release

FRESHER'S-2016, ALOHA



FESTIVALS @IPE



AIMA EVENT

Ms Varalini Jwala and Ms Kavyasree Kolluru of stood winners at the prestigious 13th National Competition for Young India, convened by All India Management Association (AIMA). AIMA is the body that annually conducts the acclaimed Management Admissions Test – MAT. Ms Kavyasree Kolluru, was conferred title of Best Budding Manager 2016.





INSTITUTE OF PUBLIC ENTERPRISE

Campus

Survey No 1266, Shamirpet
(V&M), RR Dist, Hyderabad - 500 101
☎ +91-40-234 90 948 / 951 / 913
☎ +91-40-234 90 999

City Office

OU Campus, Hyderabad - 500007
☎ +91-40-27098145
☎ +91-40-27095183, 27095478

For further details contact Toll Free No. 1800-3000-4473

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🌐 www.ipeindia.org

