



**PGDM**  
Fully Residential



**Kohinoor Business School Khandala**  
(AICTE Approved)



\*CSR - GHRDC Ranking Survey 2011

## Vision

*To be the leading centre of learning and innovation in emerging areas of the business & management education.*

## Mission

- To develop dynamic and creative professionals through innovative pedagogy and global-oriented curriculum.*
- To foster critical analysis by training students both in theory and practice so as to equip them with skills needed for facing global challenges with team work and human values.*
- To build quality network with the Industry, educationists and the society for exchanging knowledge.*

## Transforming Future

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## KBS Khandala – An Introduction



KBS Khandala embarked upon this journey in the year 2003 as a fully-residential business school, in collaboration with the Sprott School of Business, of Carleton University, Canada, that offered an Undergraduate Programme in International business. The approval from AICTE in the year 2008 to begin an autonomous Programme in PGDM was a natural consequence to our endeavours of collaboration that we have been pursuing to sinew our vision.

KBS Khandala provides a platform that enables a vibrant exchange of intellectual ideas, equip its students with the

technical knowledge and management expertise. Our students benefit from the latest-in-management-practices and research-driven management theories and applications because we have carefully woven those management practices and research-driven management theories into our teaching curriculum. Furthermore, our faculties use case-studies and articles drawn from noted business journals and research publications like Harvard Business Review, The Economist Intelligence Unit of Economist, a UK weekly publication and so forth.

### Overwhelming Ranking - #1 B School of Excellence



In the absence of any credible accreditation system for quality check of Indian B-Schools, ranking is perhaps the only way to evaluate competency of management institutions. Ranking results published by a few agencies help students to decide selection of the business school in a more realistic and objective manner.

Kohinoor Business School Khandala participated in CSR-GHRDC B-School ranking survey for the first time in 2007. Each year it went through many rigorous evaluations and compelling feedbacks on its performance by experts over several days. It is evident from the results of the past five years the growing improvement in the school on all parameters which led to being Ranked as # 1 B-school of Excellence in 2011 - CSR - GHRDC Ranking Survey 2011

*KBS Khandala provides vibrant intellectual exchange and equips students with the technical knowledge and management expertise to work in any role across the world.*

## Kohinoor Group

Principal Manohar Joshi founded the Kohinoor Group in the year 1961 with a modest beginning in education. The Kohinoor Technical Institutes, which impart vocational technical education, have since become a national network of training centre's spread across India. Starting out as tiny tutorials for students from all level and backgrounds, Kohinoor soon became a symbol of enablement and empowerment across Mumbai, Maharashtra & India.

Those beginning are manifest even today in Kohinoor Group's areas of focus: Education, Hospitality, Infrastructure & Real Estate, Green Power and Health Care. The group believes in perpetually growing through empowering its students, Employees, Customers, Partners and most of all, society at large.



## Greetings from Chairman

Today's corporate are looking for people who are forthright, dedicated, skilled and hardworking. The Post Graduate Diploma in Management Programme at Kohinoor Business School & Center for Management Research Khandala occupies an imperial position by imparting quality business education, relevant to the realities of the corporate environment. Since the course hybrids managerial and economic theories supported by practical applications, the school facilitates positive and growing interaction with the business houses, research institutions and planning bodies- national as well as international.

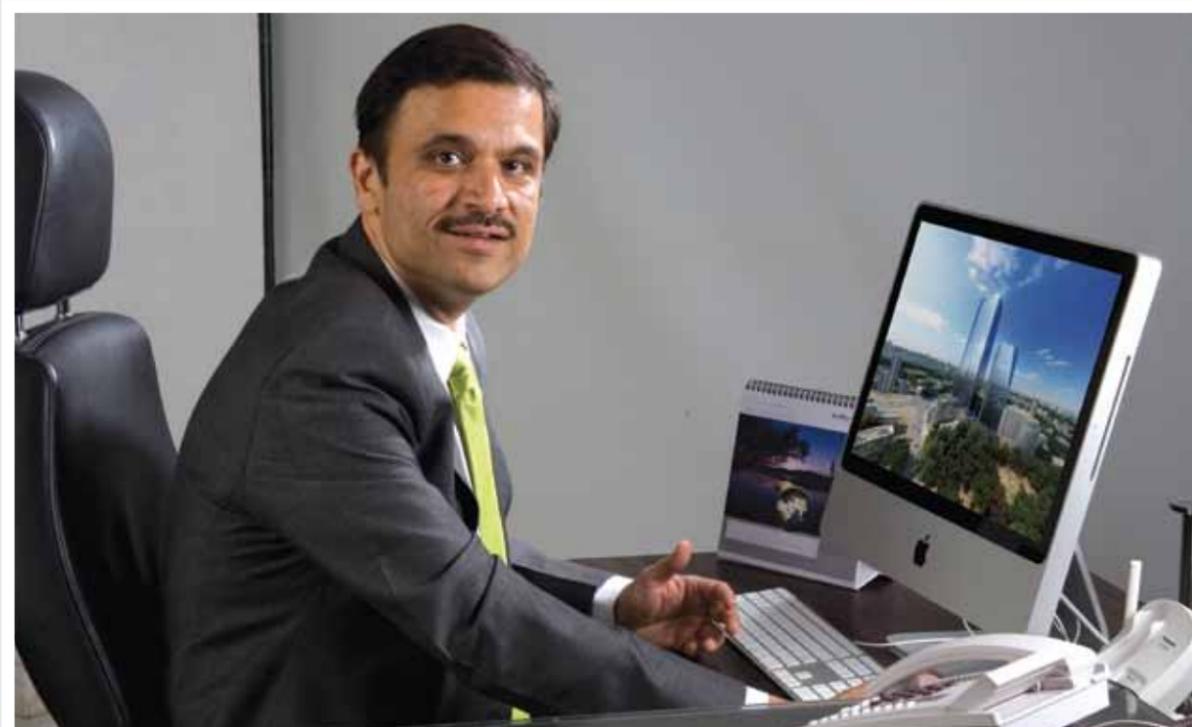
In our Business School we passionately deliver world class education and living experience which is student focused. Keeping this goal in mind KBS Khandala was developed as a fully

residential school with state-of-the art educational and residential facilities. Here we teach students how to develop, conduct and utilize knowledge in a global economy.

As we admit limited number of students, they have the advantage of getting individual attention and support of faculty members. Here is a one-time chance for those students who want to make a difference. We would be pleased to consider your admission to the Programme.

**Shri Unmesh Joshi**

Chairman – Kohinoor Education Trust



## Greetings from Mentor Greetings from Director



21st century has opened a myriad of opportunities for nations that were once written off. Countries that were once considered pillars of strength, stability and development of the world, find themselves engulfed with many economic problems. It is clear that the education which revolutionized awareness about management science, from the early 1900 – Fayol's Principles of Management to Porter's 5-Forces of Competition- has not changed. However, the manner in which thoughts are assimilated, shared and taught are changing day by day for improved relevance to the real world. In rapidly developing markets like India, business schools therefore have to continuously evolve to satisfy need of the complex environments and its stakeholders.

Having been associated with some of the best companies around the world through consulting assignments and corporate training and also as a Senior Professor of XLRI Jamshedpur for over three decades, I am aware of changing contour of expectations of the industry from our young managers.

As a mentor of KBS Khandala, I am very excited to help its management and students by building an enviable network of academicians, corporate professionals and others that would help the institution to grow many folds in the years to come.

**Dr. Sharad Sarin**

Ph.D, MBA ( IIM Ahmedabad), B.E (Electricals).

Professor of Marketing & Strategic Management, XLRI Jamshedpur.

Visiting Faculty- University of Rhode Island (USA), Colorado University (USA), Helsinki School of Economics (Finland). IIM (Ahmadabad).



The rapid globalization of business calls for a different type of leaders. Kohinoor Business School & Center for Management Research, Khandala is one of the most innovative business schools with excellent teaching and research resources. At KBS Khandala our aim is to help students grow into the business leader you need to become: One who is creative and confident in a wide range of functions, who can operate cross culturally in any industry and who knows how to achieve results. In short "We will make it our business to transform Student's future."

With the help of modular and case based study approach to learn, combined with workmanship and achievement orientation, our Programme is world class and truly international – in curriculum, faculty and students. As its Director, my mission is to find even more ways to transform students' future. Here students operate in a dynamic learning environment at the Kohinoor Global Campus. In my vision KBS Khandala will continue to be more challenging, innovative and integrated experience, linking all parts of our first class community than any other business Programme at the post graduation level.

**Dr. B.P Verma**

Ph. D., M.B.A., M.B.E., M.Com.

Director, Kohinoor Business School Khandala

Former Adjunct Professor-Sprott School of Business, Canada

Former Professor of XLRI Jamshedpur

Former Senior Investment Banker at JM Morgan Stanley

Visiting Professor of several IIMs

## A Global Network

*Kohinoor Business School & Centre for Management Research (KBS Khandala) has close networking with several leading universities and Professional colleges around the world*

Kohinoor Business School & Centre for Management Research (KBS Khandala) has close networking with several leading universities and Professional colleges around the world. Some of them are as under:

### **Sprott School of Business, Carleton University**



Carleton University is a top ranking Canadian University from Ottawa, Canada. It was founded in 1942 and currently offers courses to over 25000 students in almost all academic disciplines. As a major teaching and research institution, Carleton is an international leader in the study of business Programmes.

Carleton University's Sprott School of Business has an enviable performance rating based on indicators such as professional exam scores, national business competitions, and job placements. The Sprott School of Business has set the standard for global business education by offering management education Programmes in several countries such as Iran Cuba and China.

### **Algonquin College, Ottawa, Canada**



Algonquin College of Applied Arts & Technology is located in Ottawa, Canada and funded by the province of Ontario. Algonquin College's other campuses are in Perth and Pembroke in Canada. The college serves

Canada's National Capital Region. The college's mission is to provide high quality, career oriented education and training, which responds to the needs of learners, to the community and to the society.

### **Sobey School of Business, Saint Mary's University**



Founded in 1802, Saint Mary's University is one of the Canada's oldest Universities. Its business school has an equally long history. The faculty of commerce, as it was first called, was created in 1934 and was one of the first business Programmes in Canada. In August 1992, Saint Mary's University paid tribute to one of Canada's premier business leaders by naming its Faculty of Commerce in Honor of the late Frank H Sobey, founder of Empire Company Limited, Stellarton, Nova Scotia.

Today, the Sobey School of Business is the largest and most respected business school in Atlantic, Canada. It is the only comprehensive business school in the region offering Ph.D., MBA, and EMBA Programmes, in addition to a large undergraduate B.Com Programme.

The University has continued its expansion in the previous few decades of its academic Programmes with the most notable being the offerings of doctoral level studies in Business and the accreditation of the business school with AACSB (Association to Advance collegiate Schools of Business)

## Academic Council Members

### **Dr. B. P. Verma**

Ph. D., M.B.A., M.B.E., M.Com.  
Director, Kohinoor Business School & Center for Management Research  
Former, Adjunct Professor-Sprott School of Business, Canada  
Former Professor of XLRI, Jamshedpur  
Former Senior Investment Banker at JM Morgan Stanley  
Visiting Professor of several IIMs

### **Dr. Vijay Khole**

President-Kohinoor Education Trust  
Former Vice Chancellor of Mumbai University

### **Dr. Vinod Kumar**

B. Sc., Ph. D., P. Eng.  
Professor, Technology & Operations Management Head,  
Manufacturing Systems Center  
Eric Sprott School of Business  
Carleton University, Ottawa, Canada

### **Mr. Rajat Narain**

VP – Human Resources  
Get-it India  
New Delhi

### **Mr. Shyam V. Iyer**

Head-Human Resources  
Tata Power

### **Dr. Rakesh Singh**

Former Dean of NMIMS School of Economics, Mumbai  
Director and Chair Professor of Union Bank Center for Banking Excellence at Great Lakes Institute of Management, Chennai  
Visiting faculty with IIM Kolkata and INSEAD

### **Mr. Atul Karanjkar**

IIT (Kharagpur), PGDM (IIM Bangalore)  
Director – Kohinoor Group



## KBS Khandala – Oriflamme of Management Education

### What makes us stand apart in a crowd are:

**Outstanding Education:** We are ranked 1<sup>st</sup> amongst top b-schools of excellence in India.; our young and dynamic faculty, with international exposure assures the highest learning outcome to all our PGDM aspirants.

**Unique Pedagogy:** KBS Khandala has blended its PGDM Programme with unique pedagogic initiatives called DMPP (Development of Managerial Potential Programme) that provides hands on Managerial experience to its students - the budding managers. Its Community Outreach Programme (COP) sensitizes students for managing social & rural projects.

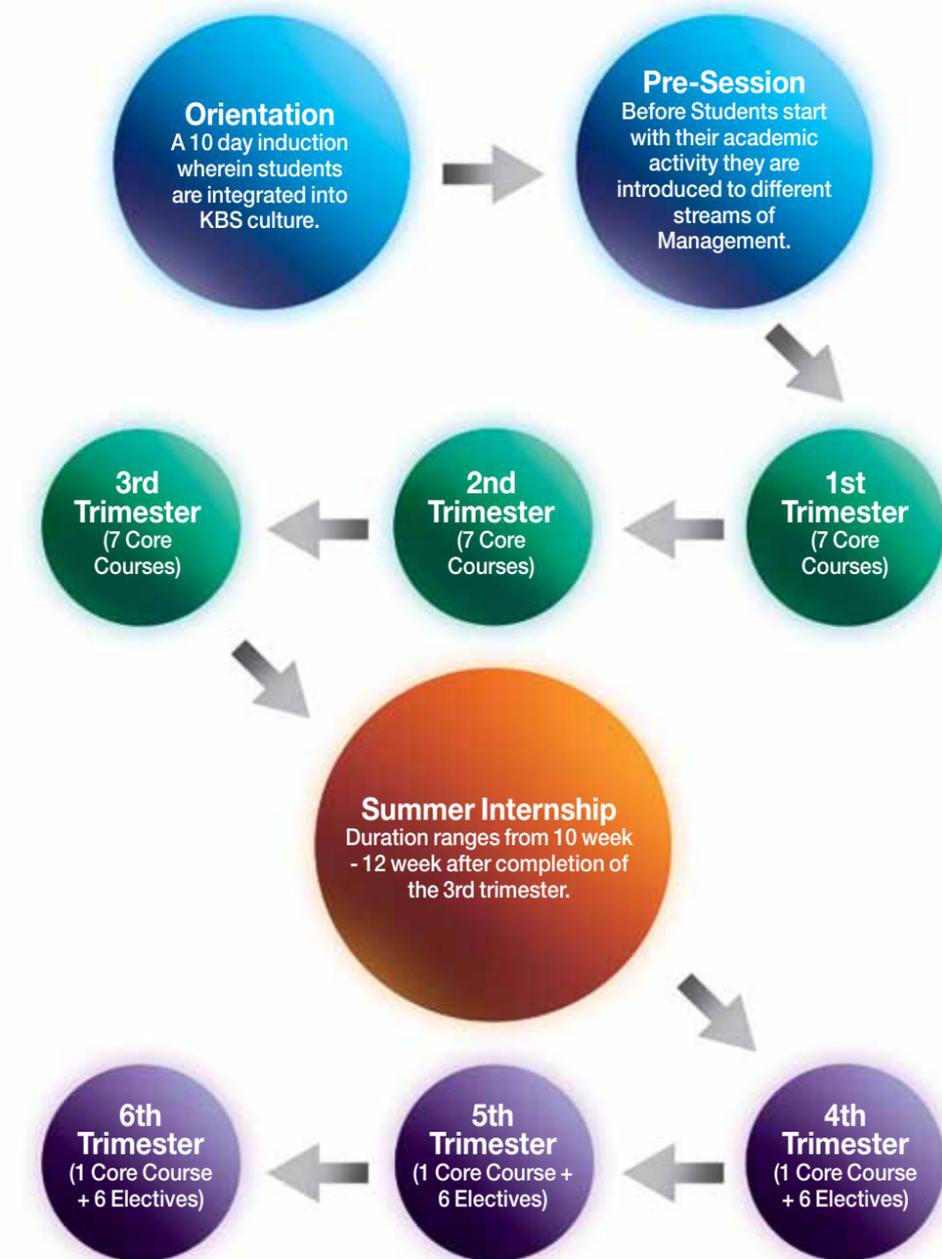
**Exceptional Return-on-Investment:** The remuneration package that students are offered, after the successful completion of their PGDM Programme at KBS Khandala are far higher than any average expectations. It is always within the first year of the job that students recoup what they have invested in.

**Fully Residential & Strategic Location:** KBS Khandala is fully residential with separate hostels for boys and girls. It is located in between Mumbai and Pune, which is just an hour away from both the cities. Mumbai and Pune are known to be financial and commercial centers of India. The increased economic growth has created significant demand in the job market and extensive opportunities in these cities for our graduates.

**National & International Tie-ups:** KBS Khandala boasts of academic tie-ups with some of the leading national bodies like National Stock Exchange (NSE), Mumbai and international institutions such as Sprott School of Business, Carleton University, Canada, Algonquin College, Ottawa, Canada, Sobeys School of Business, Saint Mary's University, Canada etc.



## PGDM Programme Flow Chart



## Post Graduate Diploma in Management

*Interactive skills of effective communication, conflict management, negotiation and mobilizing individuals towards common goals are some of the essential ingredients of effective management.*



Post Graduate Diploma in Management is a two year full time residential Programme approved by AICTE with an emphasis on developing the candidate's ability to translate theory into practice. It aims at promoting an inquisitive & analytical mind, which proactively seeks the right knowledge, acquires the appropriate skills and promotes the right attitude to develop capabilities needed to manage enterprises in the 21st century.

Interactive skills of effective communication, conflict management, negotiation and mobilizing individuals towards common goals are some of the essential ingredients of effective management. KBS hones these skills of its students for making them effective leaders and team persons in organizations.

There is a strong emphasis on practical project work as a part of regular courses at the school. While working on projects, students are required to interact with managers from the industry. A student graduating from KBS on an average will have to carry out fifteen projects, usually live, involving industry interaction.

## PGDM Course Structure

The two year PGDM Programme is based on globally-oriented, contemporary management practices. The Programme starts with two weeks of Foundation Programme followed by six trimesters of three months each over two years. Indicative courses for the trimesters are as under:

1st Year		
Foundation Module (Two weeks): Financial Accounting, Economics & Business Mathematics		
1st Trimester	2nd Trimester	3rd Trimester
Global context of Management	Management Accounting	Marketing Management
Organizational Behavior	Information System	Operations Research
Financial Statement Analysis	Research Methodology	Production Management
Principles of Marketing	Business Law	Financial Decision Making
Macro Economics	HR Management	Managing Groups & Teams
Quantitative Techniques	Managerial Finance	Micro Economics
Managerial Communication	Critical Analytical Thinking	Modeling for Decision Making
Business Computing	Synthesis Seminar	Innovation Management
2nd Year		
4th Trimester	5th Trimester	6th Trimester
Core: Ethics in Management	Core: Strategic Leadership	Core: Dissertation
Seven Elective courses	Seven Elective Courses	Four Elective Courses

### Development of Managerial Potential Programme (DeMaPP)

KBS Khandala has uniquely blended its PGDM Programme with several activities and role plays for developing managerial potential (DeMaPP) in students – the budding managers. They are:

- CEO Lecture Series
- Business Seminars
- Corporate Panel Discussions
- Financial News Analysis
- Stock Market Simulations
- Board-room Simulations
- Business Simulations
- Communication Lab
- Leadership Workshops
- Community Out-reach Programme
- Personality Development Workshop
- Out-door Market Researches
- Internship Sharing
- Corporate Mentoring
- Critical Analysis Lab
- Innovation Lab
- Neuro-Linguistic Workshop
- Synthesis Seminars

### NCCMP – NSE & KBS Khandala Initiative

National Stock Exchange (NSE) and KBS Khandala have joined hands to impart additional qualifications to registered students. NCCMP is a NSE module for which certificates to eligible students are jointly issued by NSE and KBS Khandala.

## PGDM Specialization Offered

The PGDM Programme of KBS Khandala offers the option of pursuing a wide range of discipline and interests with scope for dual specialization in the following areas:

### Marketing

This area focuses on understanding the market, the consumer, the marketing model and approaching different situations with winning marketing strategies for the organization. This Programme prepares students for a career in product management, advertising, direct marketing, consumer relations & sales.

### Finance and Accounting

The last decade has seen the emergence of new concepts in various areas of finance, investment and economics. Our PGDM Programme with Specialization in Finance and Accounting focuses on the concerns of the financial industry, covering topics like International Financial Management, private equity mergers & acquisition, options & future and corporate governance.

### Strategy & Management

The Specialization in Strategy & Management focuses on the behavioral and strategic issues facing contemporary organizations. The Programme aims to cultivate a spirit of innovation and streamline business process, especially in the areas of strategic management, change management and Global strategy and management, competitive Dynamics and strategy. It also provides a comprehensive overview of the major elements of the entrepreneurial activity, including evaluation of new business, intellectual property protection, product development, Game Theory and growth strategy.

### Human Resources Management

With the globalization and the boom in the economy, human management has now become a key issue for all the organization. The Programme aims at providing in-depth knowledge with respect to recruitment and selection, training and development, industrial law, wage and salary administration.

### Information Systems

The specialization in systems is a multidisciplinary area and is different from computer science. The elective courses in systems provide a solid foundation to the area of information systems in organization and cover technical foundations along with the fundamentals used to build and control IS in organizations.

### Production & Operations Management

Operations have become critical in the Indian business context. They are a natural consequence of expansion of business and its concomitant challenges: managing the operations of a business from a global perspective. The big companies are trying to act smaller (more focus on their customers) and the smaller companies are trying to scale-up their operations big by collaborating with one another to service their customers. It is this collaboration that creates operational complexities. One needs to understand this complexity and then design manage and operate such operations. It requires special expertise to manage operations therefore it becomes imperative to understand it thoroughly.

### International Business

Developments in the international marketing on one hand and the consequential impact of the same on India's domestic market on the other, call for a professional approach and sensitivity to international business environment. The PGDM (International Business) is a foundation course for developing a competent cadre of business executives to meet the country's growing requirements of training personnel in the field of international business management.

In addition to the above mentioned areas, the school is prepared to offer electives in several other specialized areas such as Technology Management, Operations Management, Media and Marketing Communications, Entrepreneurship etc.

## PGDM – List of Electives

<b>Marketing</b>	<b>Human Resources Management</b>	<b>Computer and Information Systems</b>
Market Research & Consumer Behavior	Assessment Centre	Data Mining and Data Warehousing
Brand and Product Management	Retention and Redundancy	Cyber Laws
Services Marketing	Recruitment and Selection	Software Engineering
B2B Marketing	Strategic HRM	Enterprise Resource Planning
Advertising and Communications	Power Influence & Politics in Organization	Programming Language for Business
Rural Marketing	Training and Development	Introduction to Internet Technologies
Managing the Retail Chain	Executive Compensation	Database Management Systems
Sales and Distribution Management	Advanced HR Planning	
Direct Marketing	Industrial Law & IR	<b>Strategy and Management</b>
Strategic Marketing Management	Wage and Salary Administration	Global Strategy and Management
Consumer Goods Marketing	Grievance Management	Strategic Alliance and Acquisitions
Industrial Marketing Strategy	Worker Compensation and Welfare	Competitive Dynamics and Strategy
Distribution Channel Management		Game Theory
Marketing in Emerging Economics	<b>International Business</b>	Industry and Competitive Analysis
Pricing Strategies	International Financial Business	Joint Ventures & Strategic Alliances
E-Strategy for Marketing	International Marketing	
Database and Direct Management	International HRM	<b>Production and Operations Management</b>
Strategic Marketing for Retail Industry	Export Import Management	Advanced Quantitative Techniques in Business
Branding to Category Management	Marketing in Emerging Economics	Production and Operations Management
	Global Strategy and Management	Operations Research
<b>Finance &amp; Accounting</b>	Joint Ventures & Strategic Alliances	Management of Services
Working Capital Management	Environment Protection Trade & Global Economy	E-Commerce
Cost and Management Accounting	Environment Mgmt & Strategic Advantage	Managing Risk
Equity Analysis and Portfolio Management	Global Communications Practices	Project Management
Financial Markets and Institutions		Business Intelligence
International Financial Management		Dot-Com: Strategies and Operations
Derivatives – Options and Futures		Change Management
Venture Capital and Mutual Fund		Web Centric Technologies
Insurance Management		
Mergers and Acquisition		
Risk Analysis and Valuation		
Advanced Applied Corporate Finance		
Bank Management		

## Teaching Pedagogy

*We at KBS create a dynamic learning environment based on interactive student involvement and learning.*

The students of KBS Khandala come from a variety of demographic and professional backgrounds. However, all students share common attribute- the motivation to succeed, their ability to provide meaningful contribution in the classroom and the desire to become global business leaders.

Lecture and syndicates form the core of our PGDM Programmes. Beside lectures, cases based on case discussions, role plays, live problems, management games and the project work are important components of the pedagogic method. Students are also encouraged to play a useful role in course design and development.

### **Interactive Approach to Learning**

We at KBS create a dynamic learning environment based on interactive student involvement and learning.

### **Industry Experts**

People from Industry with the variable backgrounds, experience and skills are drawn to the campus to impart real-time learning. Task include solving case studies through debate and discussions or completing assignment on real time organizational issues.

### **Case Study Method**

The case study method is a practical approach to learning. Students are expected to interpret complex data and determine the best course of action to overcome an organizational issue. Case studies are a valuable learning tool as you are placed in a decision-making role. The students refine their analytical skills, decision making and strengthen their ability to make difficult decisions.

### **Integrative Subject with Industry Consulting Projects**

Industry consulting project are designed to help the students deepen their knowledge in a particular area of interest. Ranging from two months to three months, these projects provide an invaluable opportunity for the students to be exposed to organizations with complex management issues.

## Assessments & Grading

KBS Khandala's Post Graduate Diploma in Management is a unique and not like other Programmes offered in India in terms of the examination and assessment patterns. We are firmly rooted in the practice of a continuous assessment system. Thus in each three months trimester we have two examinations, the mid-term and the end term examinations.

The two-year curriculum has been divided into six trimesters with case study based teaching, weekly quizzes, assessments, tutorials and projects to ensure that the students are involved actively in academics throughout the entire course duration. Overall the modes of assessment for each course at KBS Khandala include a combination of the following:

- **Quizzes**
- **Individual assignments and presentations**
- **Group assignments and presentations**
- **Term papers**
- **Class participation**
- **Case presentations**
- **Tutorials**
- **Simulation and role plays**
- **On Line assessments**
- **Field work**
- **Seminars**
- **Mid term examination**
- **End-of-term examination**

The dates on which the tutorials, assignments and projects have to be submitted are predetermined and any late submission is penalized. This ensures that students take their work seriously and manage their time optimally.



# Faculty Members

The right teachers can be of tremendous inspiration. And who better to inspire you than professors who are exploring the frontiers of their disciplines. KBS Khandala faculty consists of professors who care about their students' success. All our professors are innovative and leaders in their respective fields and their experiences bring in real-world application in their classroom. Our faculty possesses a wealth of

industrial experience and maintains close ties to the business community, reflecting the practical focus of our Programme. KBS khandala faculty are extremely approachable and available for any help both in and outside the classrooms. Following is the list of our full time and affiliate professors.

## Dr. B. P. Verma

Ph.D., M.B.A, M.B.E., M.Com  
Director, KBS- Khandala  
Former Adjunct Professor - Sprott School of Business, Carleton University, Canada  
Former Professor of XLRI, Jamshedpur  
Former Senior Investment Banker at JP Morgan Stanley

## Prof Atul Raman

B.Tech (Mech), PGDCA FIE, PGDBM, MIMA Dean - Academics  
Dean Academics  
Former Principal - UP Tech, University Affiliate Management College  
Former General Manager - Cement Corporation of India  
Former Senior Manager - BIRLA Concern

## Dr. Sudip Kumar Ghose

Ph.D (University of Birmingham, UK), M. Phil (CDS), MA Economics (JNU)  
Professor of Finance and Mathematics  
Former Professor of Institute of Capital Market  
Former Assistant Advisor to Reserve Bank of India

## Dr. Shanmugam Arumugam

Ph.D, M.Com, P.G Diploma in Econometrics, UGC-NET, Certificate in Financial Technology, Hasss School Of Business, University of California-Berkeley  
Professor of Econometrics & Finance,  
Visiting Faculty for XLRI, S.P.Jain – Mumbai.

## Dr. Sudhir Saran

PGDM - IIM Ahmedabad  
Adjunct Professor of Marketing

## Dr. Chiragara Chakrabarty

Director Deloitte Touche Tohmatsu  
Adjunct Professor of Finance

## Dr. Manju Ghodke

Chief Economist- L & T  
Adjunct Professor of Economics

## Prof. P. K. Mishra

Ph.D (Scholar) MBA, LLB, MS (Applied Psychology)  
Professor - HR & OB  
Former General Manager, Achemic Group of Companies, Hyderabad  
Former Academic Head of Bharti Resources Learning Centre  
An Airtel Group Company

## Prof. Sayyed Javed Kalim

M.B.A, B.E (Mech), M.Phil  
Assistant Professor - Marketing  
Consultant - Aga Khan Devt. Network EDC  
Panel Member - Central Assessment Programme, University of Pune  
Corporate Trainer for many reputed organizations

## Prof. G. M. Jayaseelan

MBA, M.Phil.  
Assistant Professor - Strategic Management & Marketing  
Worked with Philips India Ltd, Bayer's India Ltd & Ennadu Network Ltd in Sales & Marketing.

## Prof. Sarvan Krishnamurthy

B.E (Mech), M.S (Industrial Mgt) - Northern Illinois University, USA  
Former Business Analyst & IT Consultant - Ernst & Young LLP, USA  
Instructor for Operations Research & Management Science, Canada

## Prof. Milind Dalvi

M.B.A, M.Com, MCCP, DMDM., B.Ed, SET qualified  
Assistant Professor - Account & Finance  
Co-ordinator & Trainer NCCMP, NSE, Mumbai  
Former Professor with University of Mumbai  
Former Faculty at Wigan & Leigh College, Mumbai

## Prof. Pawan Kumar

BCA, MBA (IT), MBA (Durham Business School, UK)  
Assistant Professor - Systems and HR  
Former Assistant Professor - Chandragupta Institute of Management  
Former Programme Manager-Mumbai Business School  
Worked in IT & Food industry as HR Professional

## Prof. Sukrit Basu

B.Tech, MBA  
Assistant Professor - Information Technology  
Project Manager with Infosys Ltd  
10+ Years experience in Information Technology Industry  
Associated with blue-chip companies like: Patni & Cognizant

## Prof. Vishal S. Pradhan

M.B.A, M.Phil, M.Sc, B.Sc,  
Assistant Professor-Mathematics & Statistics  
Provides Consulting Services to many Software Companies

## Prof. Santosh Nair

DSM, MBA  
Assistant Professor – Economics & Finance  
Worked with HDFC Bank, Polaris BPO  
16+ years of experience in Foreign Exchange, Banking & Financial Services

## Prof. Kushagra Goel

M. Com, MBA (Finance),  
Assistant Professor - Finance & Accounts  
Former investment banker with Citi Group  
(M & A) Trainer NCCMP, NSE, Mumbai

## Prof. Madan B. Survase

M.A. (Economics), CAEA  
Assistant Professor – Economics  
Former Research Analyst at Gokhale Institute of Politics and Economics, Pune



*Dr. K.C. Chakrabarty, Deputy Governor of Reserve Bank of India with Faculty members.*

## Prof. Poonam Panchalar

MBA, Diploma in Marketing Management (Gold Medalist – AIMA),  
Diploma in Creative Writing in English (IGNOU), B.Ed, B.Sc  
Sr. Lecturer - General Management

## Prof. Aslam S. Logade

PGDBM, B.E. [Chemical]  
Assistant Professor- Marketing & Operation Area  
7 Years of Experience with Enviro Clean, Asian Paints, Nerolac Paints  
as Production and Marketing Manager

## Prof. Pranab Maji

PGDM, B.Tech (Textile)  
Assistant Professor- Operation & Statistics Area  
5 years of industry experience in operation management with Raymond, Maftlal

## Prof. Anil Jain

M.Phil, M.Com, C.A  
Assistant Professor- Finance & Accounts

## Prof. Anil Menon

M.M.S, B.E, Ph.D – Scholar  
Financial Markets and Institution Area

## Prof. Shantanu Gokale

M.B.A, M.S, B.E  
International Finance Area

## Prof. M. Shreedharan

M.A, B.A, B.L  
Export and Import Management

## Prof. Srinivasan

M.B.A, Ph.D – Scholar  
Marketing Area

## Prof. R. Ramayya

MBA, B.Sc  
Mutual Funds

## Prof. Salim Samsheer

M.B.A (Finance)  
Finance and Accounting Area

## Prof. Laxmikant Satelkar

LLB  
Business Law Area

## Prof. Tarun Agarwal

MBA, B.Com  
Media & Entertainment Business

# Guest Speakers

KBS Khandala invites scores of eminent Guest Speakers each month of varied background to share their experience with students. This helps us in creating a platform which enables our students to relate their class room learning with the real time scenarios.

Some of the guest speakers who visited the school are as under:

Name	Topic Covered	Designation	Company
Mr. Srikant Athavale	Change Management	Executive Director	TechKint It Enabled Services Pvt Ltd
Mr. Anish Basu	Career opportunities in Sales	Sr. HR Manager	COKE
Mr. C Bhave	ERP	Manager	Gammon India Ltd
Mr. Phillip Coelho	MBA- The road ahead in HR	Sr VP HR	Kalyani Special Steels Ltd
Mr. Tushar Deshpande	Strategy in Marketing at Ispat	Vice President	Ispat Group Of Industries
Mr. Satish A Gundecha	Managing Finance and Taxation in Real Time	Director	Force Motors
Mr. Laxman Kattakar	Globalisation	Chief Operating Officer	Tata Auto Systems Ltd
Mr. Domic Mendousa	Industrial Relations and Grievance Handling	HR Manager	Tata Motors
Mr. S Mujumdar	Industry expectation from a Finance	DGM Finance	Inox Air Products Ltd
Mr. R. Muralidhar	MIS in Reality	Project Manager	Accenture
Mr. K. Narayanswamy	Analysis of Balance Sheets	VP- Finance	Kalyani Forge Ltd
Mr. Deepankar Nayak	Road ahead in Systems	Sr VP Information Systems	CTS Ltd
Mr. Arun Paul	Insurance Sector – The Opportunities that Exist	Senior HR Manager	TATA -AIG Insurance
Mr. Subhashish Roy	Managerial Effectiveness	Managing Director	Wieler International
Mr. J. Sridhar	Corporate Governance	Company Secretary	Bajaj Auto ltd
Mr. R Waghmare	Emerging Trends in HR	VP- HR	Four Seasons Hotels
Dr. Paprekar	Community Work	SLO & officer on special Duty	National Service Scheme
Vinayak	Trend in Advertising	Director of North Point	Lintas Center for Learning
Mr. Michael David	Career choices, Culture	Proprietor	Communication-Training Programmes
Ms. Neelam Kumar	Mind Power	AGM	SAIL
Mr.Arup Mukherjee	Capital Markets	Assistant Vice-President	National Stock Exchange, Mumbai
Mr. Siddharth	Metrics in TV Advertising	Vice President- Communication	TAM, India
Mr. Kajari Mitra	Communication Techniques	Manager	British Council Library,Pune
Dr. Sanjay Chakne	Community Work	Programme Coordinator	Pune University

Name	Topic Covered	Designation	Company
Radhakrishnan Pillai	Arthasasthra – Applying Chanakya in Management	Director	Chanakya Institute
Prof. R.S.S. Mani	Careers in Management	Consultant & Corporate Trainer	Consultant
Mr. Ivan Bayross	IT Sector – Challenges in 21st Century	IT Consultant	Independent IT Consultant
Mr. Mohan Gopinath	Prospects in Media Sector	Marketing Head	ZEE Films Ltd.
Mr. Ashwin Srinivasan	Corporate Banking	Sr. Manager –Corporate Banking	Kotak Mahindra Bank Ltd
Mr. Anuradha Deshpande	Expectations of Corporate from Young MBA	Head – Human Resources	Tech Mahindra Ltd.
Mr. Pankaj Jain	B2B Marketing	Sr. Vice President Marketing	Mahindra Ugine Steel Ltd.
Mr. Prashant Kulkarni	Channel Distribution in Media Sector	Sr. Manager	Times of India
Mr. Pradeep Lokhande	Bottom of the pyramid	Founder & CEO	Rural Relations
Mr. Neeraj Bharti	Profit through people – the HR challenge	GM-HR	Bhushan Steels Pvt.Ltd
Mr.Chander Thapar	Group dynamics and effects on HR	VP-HR	Hiranandani Group
Smt.Alka Tiwari	Aligning HR in strategic business practices	VP-HR	3I infotech
Mr.Shyam V.Iyer	Acquiring, sustaining and engaging talent	Head HR	TATA Power
Mr. Ashok Sharma	Current challenges with HR perspective	GM-HR	IPCA Laboratories
Mr.R.H.Kulkarni	Profit through people – the HR challenge	GM-IT & HRM	Bank of Maharashtra
Mr.Saurabg karandikar	Cosmetics of Advertising	Creative Consultant	Rediffusion Y & R
Mr. Prashant Mandke	Branding & Advt. of The Bottom Of pyramid	GM	Madison
Mr. Anuraag Fulay	Films- The new emerging media for advertising	Business Head	Saibaba telefilms Pvt Ltd
Mr. Suraja Kishore	Cartoonic ads using non- conventional way	AVP	Lowe Lintas
Dr. K.C. Chakrabarthy	Knowledge management	Deputy Governor	Reserve Bank of India
Dr. Sanjay Ramachander	Corporate Social Responsibility	Associate Professor, Finance	Colarado State University.
Mr. Deepak Singhal	Services Management – The Catalyst	CGM – HR	Reserve Bank of India
Mr. Arup Mukherjee	Capital Markets	AVP-Education	National Stock Exchange, Mumbai
Rajesh Mehta	Commodity Market	Proprietor	Vineet Enterprises
Mr. Mohan Gopinath	Integrated Marketing Communications	Marketing Head	Zee Telefilms Ltd.
Deepali Jose	Mutual Funds	Branch Head	Canara Robeco
Dr.Shunmugam	Futures Trading at MCX	Chief Economist	MCX
Mr.Kiran Pandare	Nuances of B2B Marketing	Country Manager	SAET Induction Equipment India

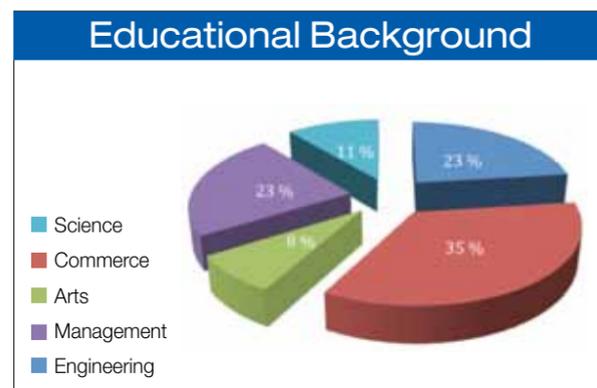
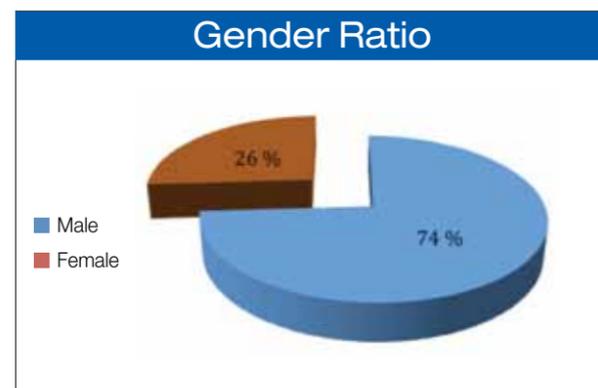
# Student's Profile (Batch 2010-12)

Our students come from all corners of India. This creates a cross-culture and diverse background for the students to interact with each other and understand the diverse cultures of this nation. It not only promotes the feeling of respect towards other cultures but also imbibes in these students the aspect of co-existence, a crucial factor for the well being of a healthy society, for it is a healthy society that promotes overall development. A society

that respects each and every individual and all human beings that dwell within.

KBS Khandala creates this experience keeping in mind the greater goal of preparing our students to embrace 'globalization', a wave of free mobility of resources including human resources in a seemingly borderless environment, making the entire globe appear like a village!

The demographic profile of our batch in percentage is as under:



Jharkhand	Uttar Pradesh	Punjab	Madhya Pradesh
Maharashtra	Orissa	Bihar	Himachal Pradesh
New Delhi	Karnataka	New Delhi	Uttarakhand
West Bengal	Tamil Nadu	Kerala	Jammu & Kashmir
Haryana	Chhattisgarh	Goa	Andhra Pradesh
Gujarat	Assam	Rajasthan	

# Life on Campus

An atmosphere of community living prevails on the campus. The fervor with which every festival and social event is celebrated is a reflection of the close bonding in the KBS Khandala community. Each day is bathed in its own shade, whether it is another guest lecture or a friendly basketball match in the Activity Centre or simply a presentation preparation for the next communication session. Influencing practice and value based growth is the motto of learning at KBS. The year is full of various initiatives like Annual HR Meet, College Fest, Research Conference, etc. Group learning and team sprit are the all-pervasive themes that can be observed in classroom discussions, on the playground matches, in the bistro queues: in short everywhere.



## Facilities

The large college campus, libraries, cafeteria, health center, games & sport are a host to curricular and extracurricular activities which urges students to be inquisitive about the corporate affairs and make their life rich and meaningful. Our facilities go a long way in developing the overall growth of our future corporate honchos. The facilities provided are highlighted below:

### Student's Residence

The PGDM Programme offered by Kohinoor Business School Khandala is a Fully Residential with separate living quarters for the boys and girls. The hostel offers the convenience and safety of living just minutes away from the classes, library and the sports facilities. Students housing is divided into three sections with each section having more than thirty dormitories, three to each room. The room itself is spacious with attached bath and WC, Study tables, Soft boards, Closets and Televisions. Aesthetically designed, the room lends itself to helping the students concentrate in their studies and exude an air of home away from home.

The safety and security of all the members of the school is an important issue. The hostels have been designed to ensure a safe environment for the students. Each hostel has separate live-in warden to ensure well being of the students. Apart from this campus hallways and outdoor walks are well lit with full time security officer on patrol 24 hours a day.

### Cafeteria

The Cafeteria is not just a cool hangout for a daily dose of unleaded fuel, but also an effective way to learn informally. The Cafeteria caters to feed 500 students simultaneously with enough crockery and cutlery. The Kitchen is state of the art and operated by trained chefs to provide wholesome meals during breakfast, lunch, evening snacks and dinner.

### Medical Room

An in-house nurse looks after the Medical Room which is equipped to deal with emergencies up to trauma. Serious cases are transferred to local hospitals immediately.

### Activity Centre

While studies are of paramount importance in the campus, the old age "All work and no play makes jack a dull boy" prompted us to provide facilities other than for studies. We have a big Activity Centre which encourages games and sports for the following disciplines:

- Volleyball
- Badminton
- Table Tennis
- Carom
- Well Equipped Gymnasium and many more...



## Support for Learning

Expand your horizon... Books & beyond

**Knowledge Centre (Library)** – Our knowledge centre provides relevant, authoritative and up-to-date information for our students. KBS Khandala has an invaluable resource for students, researchers and faculties of business and management. The library has built a robust collection of thousands of books, bound volumes, journals and news papers, working papers and many other resources like thesis, student's project reports, CDs and videos.

- Over 6000 volumes covering management and allied subjects.
- Over 30 print journal subscription available with KBS Khandala.
- "Proquest" - an online database of over 200,000 Journals and Magazines.
- Rich collection of CD's, Audio visual material.
- Vast collection of case studies.
- Good collection of training manuals.
- Leading news/business/financial papers in India.
- Online data bases and specialized information on various topics.
- International journals and magazines for reading at library.
- Data base search facilities at member's request.
- Reference services through DELNET.



## Committees at KBS Khandala – Charter & Boundaries

Students are the main source of the vibrant life on campus. These committees and many informal grouping of students organize a range of functions and events that add greatly to the variety and dynamics of campus life. Run by an elected full-time members, the committee organizes a wide range of non-academic events like Alumni meet, field visit etc.

KBS Khandala encourages its students to set up committees with clear Charter (and mission) and a set of boundaries (which are their roles & responsibilities). The Charter of the committees

are broad and all members have enough 'space' to customize the Charter and make it their own. Each committee member is aware of their role and the knowledge, skills and abilities one needs for success of the team.

Each and every committee at KBS Khandala is overseen by the Faculty in-charge for guidance and advice. However "Processes developed by students as committee members are the brain for the respective committee, its work outputs are the hands and feet, and its values, the heart."

Some of the committees operating at the school are as under:

- Placement Committee
- Academic Coordination Committee
- Cultural Committee
- Business Committee
- Sports Committee
- Adzap Committee
- Finance Committee
- Environment & Personal Care Committee
- IT & Systems Committee
- Annual Meets Committee
- Brand Committee
- Research & Publication Committee



## Career Support

KBS Khandala's efficient and resourceful career support cell assists in hiring platform for their colleague. With 100% placement record and an average salary of Rs.4.5 lacs, the quality and talent of our aspiring managers has been appreciated by:

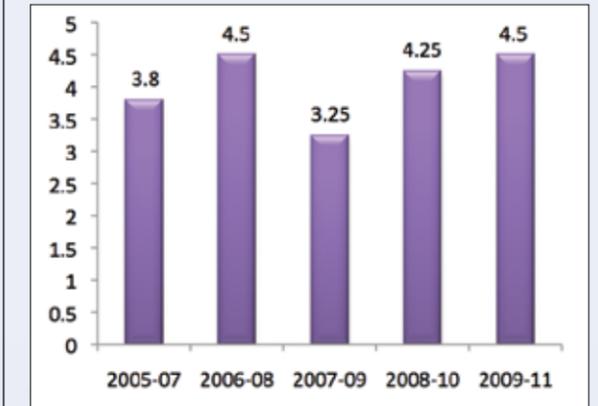
- Aditya Birla Nuvo
- Accenture
- American Express
- ANZ Banking
- Alibaba.com
- Amtex Systems Inc.
- Atlanta Elevators
- Balaji Telefilms Ltd
- Aviva Life Insurance
- Bank of New York
- Barclays Bank
- Biocon India Ltd
- Citi Bank
- Café Coffee Day
- Capgemini
- Club Mahindra
- Cognizant
- Credence Analytics
- Cryobanks
- Crystal Mirage
- Deutsche Bank
- Deloitte
- Dell India
- Dr. Reddy's Lab Ltd
- DLF
- Donear Industries Ltd
- Ernst & Young
- Edelweiss
- Essar Group
- Franklin Templeton
- Fedex
- Future Group
- Ginger Hotels (Tata)
- Gehrlicher India (Germany)
- HSBC Invest
- Hiranandani Group
- Honeywell
- Hurix Systems
- ICICI Prudential
- ICICI Securities
- ING Vysya Bank Ltd
- ITC Agro
- Infosys
- JP Morgan Chase
- Jones Lang LaSalle
- Jindal Aluminium
- Kelly Services
- KPIT Cummins
- Kotak Mahindra Bank
- Kotak Securities
- L&T Infotech
- Lodha Group
- Lilliput Kids
- Lifestyle International
- Max New York Life
- MapMyIndia
- Mahindra Steels Ltd
- Mukand Steels Ltd
- Naukri.com
- NIIT Limited
- Nucleus Software
- Oxfam India (NGO)
- Patni Computers Ltd
- Photon Infotech
- Reliance Money
- Reliance Digital
- Soham Group
- Super Max Industries
- Tata Capital
- TAM Media
- TCS eServe
- Tesco India
- The Bombay Store
- The Loot Store
- Tommy Hilfiger
- Transparent Value
- The Fountain Spa
- Uttam Galva Steels
- Wenger & Watson
- Welspun Retail Ltd
- Wipro Ltd.

and many more...

### Sector-wise Final Placements



### Average Salary Chart (in Rs. Lacs p.a)



KBS Khandala received JD's and offers from 345+ companies from India and abroad in the year 2011. In the year 2011 we had an impressive international placement with the highest salary of Rs. 22.8 lacs per annum.

# Events and Functions

## Annual Convocation

The Annual Convocation of Kohinoor Global Campus, Khandala was held on 11th October 2011 at Kohinoor Global Campus, Khandala. The main purpose of the convocation is to recognize and celebrate the accomplishment of the students and to congratulate them for their progress toward a significant reward for their toil and perseverance

Students from Kohinoor-IMI School of Hospitality Management and Kohinoor Business School Khandala had gathered to receive their degrees and diplomas and boast about their academic excellence, which by no means would be a destination for young energetic professionals but an important milestone in their life.

Hon'ble Shri Rajesh Tope, Minister Higher & Technical Education, Government of Maharashtra was the Guest of Honor. The function was graced by the presence of other dignities like Dr. Manohar Joshi, Founder, and Shri Unmesh Joshi, Chairman and Managing Director, Kohinoor Group, Dr Bigyan Prakash Verma, Director KBS Khandala, Dr. Vijay Khole – Former Vice Chancellor, University of Mumbai, Dr Subodh Kulkarni , Director

Kohinoor Management School, Kurla, faculty, students, parents and senior officials of the Kohinoor Group.

Several eminent persons from the industry, which includes Capt. GR Gopinath – Founder of Air Deccan, Shri Ravi Parthasarathi, Chairman cum Managing Director, Infrastructure Leasing and Financial Services Ltd, Shri Vithal V Kamat, Executive Chairman & Managing Director, Kamat Hotels (India) Limited and Shri Deepak Ghaisas, Chairman Gencoval Strategic Services Pvt Ltd had earlier graced the convocation event at Kohinoor Global Campus as Chief Guest.

## International Research Conference 2011

KBS Khandala conducts its annual research conference every year. This year the conference was held on 5th February 2011. This year's theme was "Services Management – The Catalyst". The Research Conference was inaugurated by the Chief Guest, Dr. K.C. Chakrabarty, Deputy Governor, Reserve Bank of India and Guest of Honour, Dr. Sanjay Ramchander, Associate Professor, Finance, Colorado State University.

The sessions were grouped under the following sub-themes: Services Marketing; IT and IT Enabled Services, Telecommunications; Public Services Management; Current Trends in Services Industry; HR Practices in Services; Services in Banking, Finance and Insurance; Service Quality; Services and Ethics; Management Practices in Services Industry. The selected and presented papers were published as proceedings in the registered e-journal of KBS, SPECTRUM.

## Vyaktitvam – The HR Meet 2011

It has been our quest at Vyaktitvam to bring out the element in people and the organization through interventions specifically designed to enhance the performance of future managers. In short, Vyaktitvam works for unfolding the true elements of people and organizations. The theme of this year's Vyaktitvam 2011 was: Profit through people – the HR challenge. The 5th Chapter of Vyaktitvam, which was organized on 22nd January, 2011 at KBS Khandala, had been addressed by elite HR professionals from the industry.

## Kollagen 2011

KBS Khandala organized Kollagen-2011 the Annual College festival on 7th and 8th January. This festival attracted over 500 student-participants of various colleges and business school from all over Mumbai and Pune. We organized various academic and non-academic events like, Stock Market Game; Counter Strike, Paper Presentation, Business Quiz, Company Formation, Fashion show, Cultural Programmes etc. During the two-day event an amount of Rs. 3 Lakhs in prizes were distributed, which was collected through corporate-sponsorship by our students. Our sponsors included Education Times, JAM Magazine, Radio Mirchi, HCL Ltd., Inox, Verb Communication and many other sponsors.



## Parichay 2011

The Induction Programme 2011 was conducted for welcoming new students of KBS Khandala and to start the new academic year with appropriate initiation. Over a span of ten full days, several sessions were conducted with the intent of icebreaking, orientation to the school and campus, and conceptual inputs in various subject areas.

Icebreaking sessions with inventive management games were conducted to help the new students to play and learn with their new classmates, to informally build rapport with professors and to understand the KBS way of learning. Creative and participative events including sports and a variety of cultural shows were prepared and conducted by the student groups. The Programme became a successful platform for new students to display their co-curricular and academic skills.

In order to emphasize the importance of various management subject areas, guest lecturers from various prestigious blue chip companies were conducted. Apart from guest lectures, new students learned much and enjoyed an assortment of games to energize their learning. An array of management games was played by students to reinforce their learning. The induction Programme was well received by students mingling well with each other and settling to begin the new academic year.



## How to Apply?



Candidates will be short-listed based on their performance in the Written test, Group discussion and Personal Interview conducted at an all India Level. Academic performance of the candidate in 10th, 12th, Graduation and above will be taken into consideration for the selection. We also value relevant work experience in the industry and will be taken into consideration for the selection process.

### Eligibility

Minimum three years Bachelor's degree in any discipline recognized by the AICTE / UGC / Association of Indian Universities are eligible for the Programme. Candidates appearing for the final year Bachelor's or equivalent degree examination are also eligible to apply, provided they complete all the requirements for the qualifying examination by 30th September 2012. Eligibility for SC/ST candidates will be same as specified by the AICTE.

### Procedure

1. Candidates seeking admission to KBS Khandala will have to appear in any of the mentioned test- CAT/XAT/MAT/ATMA/Mh-Cet. While applying for the mentioned test candidates have to mark KBS Khandala as one of the college to which the applicant's score should be sent.

2. Apply to KBS by filling in a separate application form for registration. Application form can be obtained from Admission office in Mumbai or at Institute in Khandala against a fee to be tendered by way of DD of Rs.500/-, in favour of "Kohinoor Business School & Center for Management Research" payable at Mumbai.
3. For On-Line application, visit [www.kohinoor.ac.in](http://www.kohinoor.ac.in) and follow the procedure. A registration fee by way of the Demand Draft of Rs.500/- made in favour of "Kohinoor Business School & Center for Management Research" payable at Mumbai is needed at the time of submission.

Please note that KBS Khandala uses CAT/XAT score for short-listing the candidates for its two year full time PGDM Programme. IIMs/ XLRI has no role either in the selection process or in the conduct of the Programme.

### Refund Rules

KBS Khandala follows the guidelines recommended by AICTE, for candidates willing to withdraw their admissions before or after the start of the academic Programme.

# Kohinoor Business School Khandala (AICTE Approved)



#### **Campus:**

Kohinoor Global Campus,  
Old Pune-Mumbai Highway,  
Khandala – 410301  
Pune Maharashtra.  
Tel: 02114-269018/19  
Fax: 02114-269224

#### **Admission Office:**

Kohinoor Corporate House,  
Senapati Bapat Marg, Dadar(W),  
Mumbai – 400028, Maharashtra.  
Tel: 022-66530010/17/19  
Fax: 022-66530011

#### **Contact Admission**

Cell: 9323135251/ 9222448837 /  
9222449772  
E-Mail: [kbs@kohinoor.ac.in](mailto:kbs@kohinoor.ac.in)  
Web site: [www.kohinoor.ac.in](http://www.kohinoor.ac.in)