

FOSTIIMA

Business School

(A Powerful Centre for Management Education)

PGDM 2019-21
2-YEAR FULL TIME MANAGEMENT PROGRAM



ABOUT FOSTIIMA

FOSTIIMA is an initiative of the alumni of IIM Ahmedabad; established in 2007 with an aim to deliver excellence in Management Education. The name FOSTIIMA stands for “Friends Of (Nineteen) Seventy Three of Indian Institute of Management, Ahmedabad.”

At FOSTIIMA we provide an IIM atmosphere and excellent career opportunities to those who have not made it to the IIMs.

FOSTIIMA has the largest group of IIM Ahmedabad graduates working together with the sole intent of 'giving back' to the society. Not only is it founded and managed by IIMA alumni, its large Faculty pool is also drawn from IIM / IIT alumni. They bring with them their vast corporate experiences, industry practices and global business perspective to FOSTIIMA students.

More than 65% of corporate India is headed by IIM / IIT alumni. FOSTIIMA uses its PAN IIM-IIT alumni network for placement of these students in various companies at attractive packages commensurate with their talent and as per their specialization.

FOSTIIMA has all requisite resources like its modern air conditioned Campus in the very heart of Dwarka sub-city of New Delhi, a well stocked Library, High Speed Internet Connection, a well-equipped computer laboratory and good quality Hostel Accommodation.



Dr. Ashish Nanda
Former Director IIM-A
at FOSTIIMA Campus to meet
Delhi Based IIM-A Alumni



Mr. Ravi Uppal
MD, Jindal Group
at FOSTIIMA



Mr. Sanjeev Bikhchandani
CEO, Naukri.com
at FOSTIIMA

FOSTIIMA STRENGTHS

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FOSTIIMA Business School provides enabling support and the culture of learning which values teamwork, vision, creativity and discipline. An extraordinary framework is provided for achieving mission critical objectives.

FOSTIIMA Business School offers a platform for a highly interactive and experiential environment.

Through the FOSTIIMA program, students are enabled to interact with many industry veterans with cross-functional and cross industry experience.

FACULTY

Almost the entire core, adjunct and guest faculty at FOSTIIMA are IIM alumni or from similar nationally reputed Institutes. All of them have spent several years in the corporate world holding diverse portfolios and responsibilities. They share their rich, practical experience with FOSTIIMA students. Thus, a FOSTIIMA class is a unique mixture of theory and 'experiential learning', a methodology adopted by the best B-Schools in the world like Harvard, Stanford and the IIMs.

CURRICULUM

Management education at FOSTIIMA focuses on learning key business concepts while simultaneously developing analytical skills of students. FOSTIIMA course curriculum is contemporary and in tune with the needs of the industry. Accordingly, FOSTIIMA curriculum has been designed after taking inputs from eminent academicians, industry experts and leading B-Schools. Care has been exercised to encapsulate knowledge inputs in all new and emerging areas. The curriculum is reviewed regularly so that it maintains its cutting edge and relevance to the industry.

PLACEMENTS

FOSTIIMA students have been enjoying out-standing placements for the past many years. Placements are not only 100% but are of exceptional quality at attractive pay scales in reputed organizations.

FOSTIIMA maintains close contacts with corporates through its wide network of PAN IIM-IIT Alumni, who occupy leadership positions in prominent Indian and MNC corporations. Through the network, FOSTIIMA ensures Campus Placements of its students in various companies across different sectors at attractive packages commensurate with their talent.

Summer Internships of FOSTIIMA students are stipend paid. Summer Internship stipends have gone upto Rs. 80,000 for 2 months. Many of the students also get final placement in the company where they did their internship.

FOSTIIMA has a placement cell headed by an IIMA alumnus which maintains strong links with leading corporates through collegial networking. This cell is responsible for exploring the requirements of MNCs and local organizations for arranging campus interviews for the placement of the students.

INDUSTRY INTERFACE

FOSTIIMA Business School retains the contemporary edge of its curriculum through regular interaction of its students with corporate leaders. These interactions give FOSTIIMA students an insight into various industries and contemporary issues of global and national importance. Amongst the numerous personalities who have delivered guest lectures at FOSTIIMA during the past few years are Dr. V. Kasturirangan, Malcolm P. McNair Professor of Marketing, Harvard Business School, Mr. Sanjeev Bhikchandani, founder CEO, Naukri.com, Dr. Natesa Prasad, U.S.A., Dr. Navendu Vasavada, Financial Advisor, U.S.A. to name a few.

LOCATION

Delhi NCR (National Capital Region) is the centre of various transnational corporations using Indian talent for product development, marketing research, customer relationship management, and knowledge processing. Participants in our programs can interact with the process drivers and thought leaders in these corporations. FOSTIIMA is centrally located in Sector 9 of Dwarka sub-city in South-West Delhi. Dwarka is situated amid peaceful and green surroundings with all new infrastructure of Residential, Commercial and institutional buildings and is known for abundance of educational and medical facilities. Dwarka is easily accessible from all parts of Delhi and NCR by Delhi Metro, autos, buses and taxis. The nearest Delhi Metro station is Sector 9, Dwarka on Blue Line at just about 5 to 10 minutes walking distance from FOSTIIMA Campus. Local conveyance is also readily available at the Sector 9 Metro station.

ACTIVITIES AT FOSTIIMA



EXTRA CURRICULAR ACTIVITIES

At FOSTIIMA, students spend over 35 hours per week in classes, tutorials, workshops, seminars, industry expert interactions and in personality and communication skill development sessions. We believe, smart work and regular study

While we endeavour to make classroom learning an enjoyable experience for the students, outside the classroom too, FOSTIIMA is packed with indoor and outdoor, non-academic co-curricular activities which are stimulating for the students whilst being full of thrills and excitement.



CULTURAL FEST



Our annual festival is held each year during the festive Diwali season. The Program draws on the talents of the students to give a unique insight into the contemporary life and culture of our youth. The event is carefully and conscientiously organized by the students of the Cultural Committee. The performances are followed by dinner

SOCIAL ENGAGEMENT: CANSUPPORT

As a part of its social initiative FOSTIIMA Business School has been creating awareness and working for CANSUPPORT, an NGO which supports the treatment & welfare of cancer patients. FOSTIIMA students help in the organization and to raise funds for CANSUPPORT's annual event 'WALK FOR LIFE'. The fund raising activities are done on the students own initiative and in their own free time. FOSTIIMA students also participate in the walk and cover the entire stretch with full dedication, gathering social and team building skills along the way. A portion of every student's registration fee is contributed to the NGO.

FOSTIIMA students also participate in Airtel Delhi Half Marathon every year. Flag hosting on Independence Day, singing of National Anthem, Teacher's Day celebrations are organized every year and all students, entire staff and management participate in the functions with reverence and respect.



ELIGIBILITY & ADMISSION PROCESS

ELIGIBILITY

APPLYING TO FOSTIIMA BUSINESS SCHOOL, DELHI

Application Form can be downloaded from our website: www.fostiima.org by paying Rs. 1,000/- online towards Application Processing Fee. Alternatively students can contact us for the Admission Form by payment of Application Fee of Rs. 1,000/- in cash or by Demand Draft or through direct bank transfer to our bank account.

The application form should be sent to the Admission office along with requisite documents.

The completed application should include:

- Applications Form duly filled in CAPITALS.
- Photocopies of transcripts (certificates & mark sheets at graduation & school level)
- Passport size photograph pasted at the designated spots on the Form.
- Photocopies of CAT/XAT/ MAT/CMAT score sheet

Post Graduate Diploma in Management (2-Year Full Time PGDM Program)

FOSTIIMA's 2-Year Full Time PGDM Program is designed for those students who have completed their graduation or an equivalent degree in any discipline recognized by the UGC and eligible for further post graduate studies.

Admission Process & Cut-offs

Admissions to the FBS Two-Year Full-Time PGDM Program are carried out through a structured process which takes into account the applicant's Academic Performance at School level and in Graduation, Score in CAT / XAT / MAT / CMAT exams, English Communication, performance in Group Discussion and Personal Interviews. The short listing, selection and admission offer is based on a weighted average of the applicants overall performance in Academics, GD and PIs, etc.

Cut-off levels for admission calls are likely to be above 50% marks in graduation and a CAT or XAT score above 50 percentile or MAT & CMAT score minimum 70 percentile.

Students appearing for their final year degree examination may also apply. Testimonials as proof of graduation have to be furnished latest by 30th September, 2019.

Applicants who have not appeared in any of the Aptitude Tests will be required to appear in our FEAT (FOSTIIMA Eligibility & Aptitude Test), an online aptitude test conducted by FOSTIIMA.



DOMESTIC TRIP

TEAM BUILDING & LEADERSHIP CAMP



Every year the students go to a TEAM BUILDING CAMP in an exotic location in the Himalayas, in the state of Uttarakhand. The camp is set up in a multi facility area. Small groups are sent out in batches in order to achieve maximum learning.

The students are made to participate in many activities such as Rappelling, River-Crossing and Hiking amongst others. One of the team building activities includes the students taking over the camp kitchen and preparing their own meal!

The students are also encouraged to live in an Eco-friendly way and reduce their Carbon footprint. The camp is organized and managed by IIMA Alumnus Samir Bhatia, a reputed international trainer. Over the years students have been to Manali, Jim Corbett National Park, Rishikesh, etc.



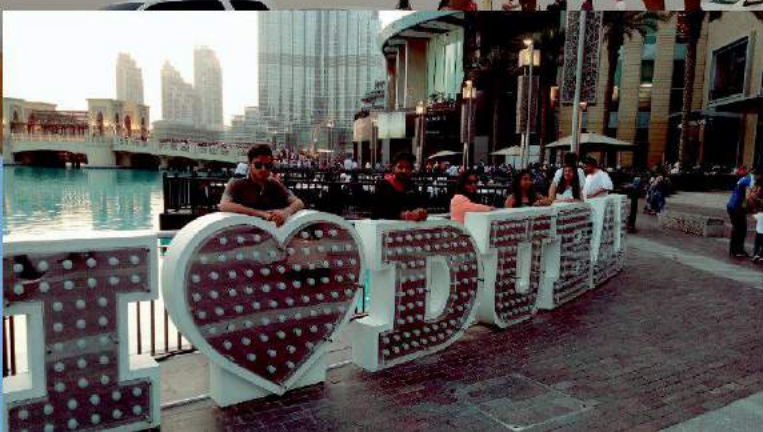
INTERNATIONAL TRIP

INTERNATIONAL EXPOSURE & EDUCATIONAL TRIP



FOSTIIMA provides its students an opportunity to broaden their vision develop their personality by an Exposure cum Educational International Trip to give them a first hand experience of interaction with foreign students and their Faculty.

The main purpose of this activity is to enhance creativity of the experiential pedagogy to fortify the “learning outcomes”, at a suitably selected location either in the Middle East or Far East. The multi purpose program structuring accommodates cross-cultural, heritage, visual, fun and constructive relationship building across borders to facilitate internationalization of Indian business. Last year students were taken to Dubai.



COURSE MODULES

List of Courses in First Year

First Semester

- International Business Concepts
- Probability & Statistics
- Marketing Management – I
- Accounting for Managers & Financial Reporting
- Technology & Operations Management
- Computer Applications in Management
- Business, Government & International Economy
- Micro Economics
- Legal Aspects of Business – I
- Understanding People & Organization
- Written Analysis & Business Communication
- Personality Development & Communication

Second Semester

- Advanced Excel
- Decision Science
- Financial Management
- Human Capital Management
- Marketing Research
- Legal Aspects of Business – II
- Macro Economics
- Management Accounting
- Marketing Management - II
- Sales & Distribution
- Strategic Management
- Supply Chain Management
- International Marketing Management

List of Courses in Second Year

Third Semester

Core Subjects

- Perspective in Banking & Insurance
- Financial Services Management
- Digital Marketing
- Management Information Systems
- Strategic Management – II
- Personality Development & Communication Skills – III
- Quantitative & Logical Skills – III

Marketing Subjects

- Integrated Marketing Communication
- Product & Brand Management
- Business Marketing & Sales
- Rural Marketing
- Customer Relationship Management
- Neuroscience & Consumer Behavior
- Retail Management
- Services Marketing

Finance Subjects

- International Financial Management
- Project Financing & Management
- Security Analysis & Portfolio Management

- Futures, Options & Derivatives
- Indian Capital Market & Financial System
- Mergers, Acquisitions & Corporate Restructuring

HRM Subjects

- Talent Acquisition
- Industrial Relations & Labour Laws
- Training & Development
- Performance & Talent Management
- Human Capital Management – II
- Compensation Management
- Managing Interpersonal Skills & Group Dynamics
- Leadership, Power & Control

Operations Management Subjects

- Total Quality Management
- Six Sigma & BPR
- Services Operations Management
- Predictive Analytics
- Business Analytics, Python & R-Language
- Logistics Management
- Enterprise Resource Planning

Fourth Semester

Core Subjects

- Management of Technology, Innovation & Change
- Corporate Social Responsibility & Business Ethics
- The Entrepreneur Manager
- E-Business Management
- Quantitative & Logical Skills – IV

Marketing Subjects

- Strategic Marketing Management
- Dissertation - Marketing

Finance Subjects

- Strategic Financial Management
- Dissertation - Finance

HRM Subjects

- Strategic Human Capital Management
- Dissertation - HRM

Operations Management Subjects

- Strategic Operations Management
- Dissertation - Operations

ADDITIONAL CERTIFICATES

In addition to the PGDM Diploma, FOSTIIMA students are provided the opportunity to study following additional courses in detail which further enhance the value of their diploma and their job prospects. Professionals with this knowledge are in very good demand and companies look for this talent in new young managers. Knowledge of these modern subjects is a big advantage in the placement market for the students.

- Business Analytics
- Predictive Analytics
- Six Sigma Green Belt
- Digital Marketing

Separate certificates are provided for advance study of these subjects to those students who qualify by passing the exams.

FEE STRUCTURE

Total Fee for 2 Years (Including Registration Fee)	7,25,000/-
Total Fee for 1st Year	4,00,000/-
Total Fee for 2nd Year	3,25,000/-

1st YEAR FEE

Registration Fee	: Rs. 50,000/-	(Payable within 7 days of Offer Letter)
First Installment	: Rs. 1,50,000/-	(Payable within 30 days of Registration)
Second Installment	: Rs. 200,000/-	(Payable on or before 16.08.2019)

2nd YEAR FEE

First Installment	: Rs. 125,000/-	(Payable on or before 15.02.2020)
Second Installment	: Rs. 100,000/-	(Payable on or before 15.06.2020)
Third Installment	: Rs. 100,000/-	(Payable on or before 16.08.2020)

SCHOLARSHIPS & EDUCATIONAL TRIPS

- A limited number of scholarships of up to Rs. 50,000/- are available (criteria based) for exceptionally meritorious students.
- Included in the fee is a program of **Team Building and Leadership Camp** at an exotic location in the Himalayas.
- Also included in the fee is an **International Exposure & Educational Trip** of four to five days for exposure and interaction with the students and faculty of a university or a college in the Middle East or Far East. All students are advised to get their passport, if they do not hold one already.
- All Books, Study Material and a compact light-weight personal laptop computer is provided by the college to every student.

FACULTY



Dr. S.C. Kakkar
(Director)
Ph.D., MBA FMS-Delhi, BE
Experience 30 Yrs
Industry Domain / Fields: Projects & Operations.



Sunil Kala
MBA-IIM A, B.Tech- MNIT Jaipur
Experience 40 Yrs
Industry Domain / Fields: IT Management, Investment Banking, Capital Market



Kamal Sharma
MBA-IIM A, Grad. In Economics- DU
Experience 40 Yrs
Industry Domain / Fields: Textiles, Eco System Project Software.



Anil Soman
MBA-IIM A, B.Tech- IIT B
Experience 40 Yrs
Industry Domain / Fields: Pharmaceuticals, Automobiles & Tourism



Amrish Sehgal
MBA-IIM A, B.Com (Hon.)
Experience 40 Yrs
Industry Domain / Fields: Consumer Goods & Hospitality.



Narpal Uppal
MBA-IIM A
Experience: 40 Yrs
Industry Domain / Fields: Marketing & Strategy.



Arun Sahay
MBA-IIM A, B.Tech- IIT KGP
Experience 37 Yrs
Industry Domain / Fields: Consumer Durables, Building products & Pharma.



Nadra Chaturvedi
MBA-IIM A, B.Tech- IIT KNP
Experience 37 Yrs
Industry Domain / Fields: Consumer Durables, Office Equipment.



Rajeeva Kansal
MBA-IIM A, B.Tech- IIT KNP
Experience 37 Yrs
Industry Domain / Fields: Strategy & HR



Y.N. Kaushal
MBA-IIM A
Experience 37 Yrs
Industry Domain / Fields: Banking, Capital Markets



Gita Agarwal
MBA-IIM A
Experience 29 Yrs
Industry Domain / Fields: Advertising & Market Research.



Hitesh Manocha
MBA-IIM A
Experience 25 Yrs
Industry Domain / Fields: Info Tech, Telecom & Office Automation



Devendra Bahadur
MBA- IIM A
Experience 35 Yrs
Industry Domain / Fields: IT, International Business, Project Management.



Vinod Kaul
MBA- IIM A
Experience 40 Yrs
Industry Domain / Fields: Fashion, Retail, Marketing, Consultancy.



T. Venkateswaran
MBA- IIM A
Experience 30 Yrs
Industry Domain / Fields: Healthcare, Manufacturing, IT, Telecom, Financial Services



Pushkal Pandey
MBA- IIM B, B.Tech & M.Tech(IIT Delhi)
Experience 20 Yrs
Industry Domain / Fields: Civil Construction & Teaching.

*ALMOST THE ENTIRE CORE, VISITING AND GUEST FACULTY AT FOSTIIMA ARE IIM ALUMNI.

PLACEMENT



Bhargab Dhar
Gulf Seafood LLC
CTC: Rs.32.73 Lacs



Abrar Kadvekar
Midland Group
CTC: Rs.18.48 Lacs



Rupak Halder
NTS LLC
CTC: Rs.15.59 Lacs



Rahul Takkar
Commercial Bank of Dubai
CTC: Rs.14.53 Lacs



Nischay Chaudhary
Ujjivan Finance
CTC: Rs.9.00 Lacs



Shikij Malhotra
Citibank
CTC: Rs.8.50 Lacs



Roshani Satra
Axis Bank
CTC: Rs.8.00 Lacs



Mugdha Supal
Kotak Mahindra Bank
CTC: Rs.7.00 Lacs



Pallavi Gujati
ICICI Bank
CTC: Rs.6.50 Lacs



Prateek Samtani
Infosys
CTC: Rs.6.50 Lacs



Rishabh Bhardwaj
Naukri.com
CTC: Rs. 6.50 Lacs



Saloni Arora
TATA Capital
CTC: Rs.6.50 Lacs



Gaurav Tiwari
SKS Micro Finace
CTC: Rs.6.05 Lacs



Sonali Sharma
EY
CTC: Rs.6.00 Lacs



Sheikh Mohd. Ahnaf
OYO ROOMS
CTC: Rs.6.00 Lacs



Sharat Kumar
Safexpress
CTC: Rs.6.00 Lacs

AND MANY MORE...



FOSTIIMA is 5-10 minutes walking distance from Dwarka Sector 9 metro station.

OUTSTANDING B - SCHOOL - NORTH....
ABP NEWS
 National Education Awards 2017 (8th Edition)

...**"Institution with the best Faculty"...**
ASSOCHAM

... **Top Business School in India for Campus Placements...**
 Open - CforeSurvey - www.openthemagazine.com

...**6th amongst Top B- Schools in North India...**
 BhaskarLakshya.

...**"Top of the mind" Business School in Delhi-NCR...**
www.mailtoday.in/bschoolsurvey/



FOUNDERS/TRUSTEES OF FOSTIIMA BUSINESS SCHOOL



Mr. TL Palani Kumar



Mr. Sunil Kala



Mr. Anil Somanl



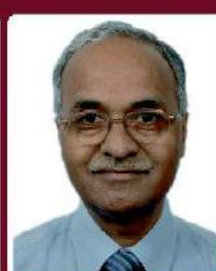
Mr. Jalthirth Rao



Mr. Rajesh Kaura



Mr. Kamal Sharma



Mr. Dhruv Prakash



FOSTIIMA BUSINESS SCHOOL

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