



Placement Brochure - 2009
Department of Management Studies
IIT Delhi

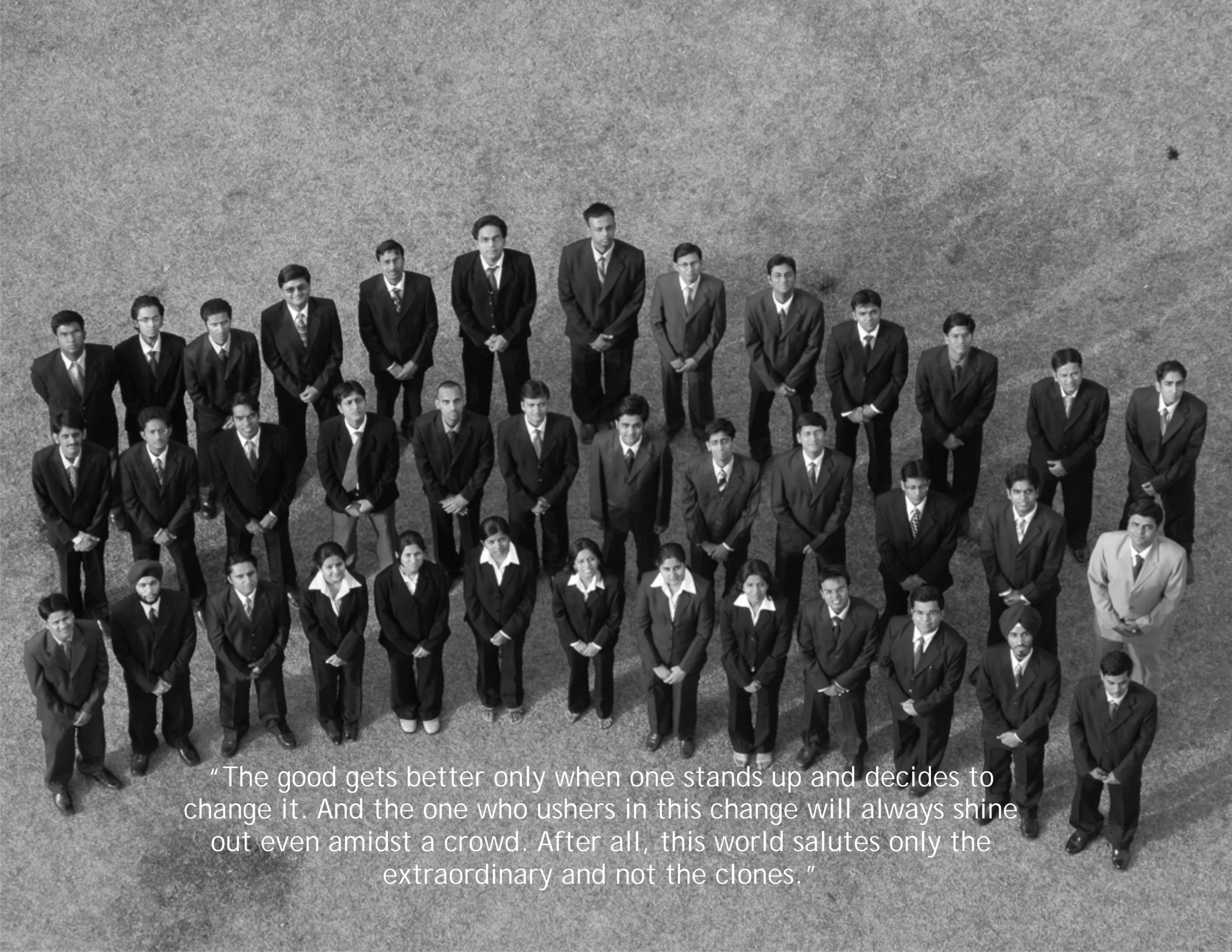
A close-up photograph of a chessboard. The board is black and white checkered. In the center, a dark wooden king piece stands prominently. To the left and right, rows of light-colored pawns and dark-colored pawns are visible, but they are out of focus. The lighting is dramatic, highlighting the king piece.

Standing out

Yesterday

Today

and Forever....

A high-angle, black and white photograph of a large group of approximately 50 people, mostly men in dark business suits, standing in a grid-like formation on a textured, light-colored floor. The group is arranged in several rows, with some individuals in the front rows wearing white collared shirts. The overall composition is symmetrical and formal. The lighting is even, highlighting the texture of the floor and the uniformity of the attire.

“The good gets better only when one stands up and decides to change it. And the one who ushers in this change will always shine out even amidst a crowd. After all, this world salutes only the extraordinary and not the clones.”



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Mission & Vision



Vision statement

To contribute to the Indian economy and the world through excellence in management education, training and research, and to contribute to the all-round development of the Indian world of business and its global associates, through excellence in decision making and problem solving. In doing so, DMS at IIT Delhi aims to emerge as a prime knowledge resource for the growth of industry and society, and to remain a source of pride for all Indians

Mission statement

Through effective research, education extension activities and teaching, we constantly seek to strengthen the ongoing processes of management and extend the frontiers of management knowledge. In doing so, we would endeavour to consolidate the creative bridges between the traditions of management thought in India and the global management thinking.

To achieve the above, we at DMS, IIT Delhi, nurture committed faculty and dedicated staff, and make available world class scholastic infrastructure in a highly supportive learning environment to our students and client groups.

Director's Message



At the Indian Institute of Technology Delhi, we are committed to playing a key role in creating an ambience for the development of new ideas and knowledge. We enable our graduates to be leaders of tomorrow. In doing so, we hope to make significant contributions to the development of the country and to the improvement in quality of life of its citizens. We are convinced that in order to achieve this objective, we will need to pursue a strategy that fosters creativity, supports interdisciplinary research and education. This will provide the students with an understanding and appreciation not only of the process of knowledge creation, but also of the process by which technology and knowledge may be used to create wealth as well as achieve social and economic goals. The Department of Management Studies (DMS) is an essential component of this strategy.

The DMS, ever since its inception, has been growing in strength and stature, gaining from the synergy provided by the rich technological and intellectual environment of the multi-dimensional academic programmes which have been the hallmark of the IIT system. For the last several years, it has been rated amongst the Top Business Schools of the country.

The students, once admitted through a very rigorous process of selection, receive inputs through class room training, research projects and industry interaction. The rich and unique learning environment develops the student physically, intellectually and emotionally. A series of activities such as a cultural festival, a management festival, a technical festival, industry focused seminars and extra curricular activities, open them to challenges of leadership. Two month long summer internship brings them face to face with the problems they are going to encounter and solve in the future. I am sure, prospective employers will find our MBAs responding to their expectations. I wish the placement process all the success.

Prof. Surendra Prasad.
Director IIT Delhi

Head of Department's Message



It is a matter of pleasure for me to present to you the batch of students who will be completing their MBA degree by the end of academic year 2008-09. The tradition of imparting management education at IIT Delhi dates back to more than three decades. From the year 1997 onwards, DMS started offering the MBA programme. Since then, several batches have passed out and have been placed in leading business organizations in all major areas- BFSI, IT/ITES, Marketing, Operations, Consulting, Strategic Management, HRM etc. While the range of jobs has been expanding, the salaries offered have also been increasing year after year. IIT Delhi MBAs have been a preferred choice of many recruiters.

The thrust of learning at DMS is on the synthesis of what is modern and latest with the traditional and ancient, so as to develop holistic managers. DMS, IIT Delhi, has consistently been ranked amongst the top Business Schools of the country. While we value the constant encouragement that these high rankings provide, we do not rest content with what we have achieved. A continued effort on building and improving infrastructure whether physical or intellectual is something that is part of us. We had added a new building with well-equipped class rooms and other facilities. At the same time our library has, through INDEST, developed access to a very large number of journals and databases. Events like the fortnightly ROSTRUM, the annual BUILDING INDIA INC. seminar and the management festival - PARIVARTAN, have increased interaction of students with industry, besides a two month in-company summer training that all of them undergo.

I invite you to take part in the placement process of DMS. I am sure you will find managers looking forward to add value to your organization.

Prof. Yadav Surendra S.
HOD (Management Studies)





DMS IIT Delhi

....Setting benchmarks

Introduction

The Department of Management Studies is a result of the evolutionary process of growth from an idea floated in 1963. What was then a seed gradually came to life through the launch of the first ever postgraduate management programme in 1976. In 1993 the Management Area acquired the status of a statutory Department of IIT(D) with Prof. Vinayshil Gautam as the first Head. IIT(D) was the first IIT to have a regular Department focused on 'Management Studies'. In 1997 the postgraduate programme in Management was formally christened an MBA programme.

MBA program at IIT- Delhi is designed keeping in mind the changes in business environment and the need of the industry. Our academic program is comparable to the best that are available in the world class business schools for creating managers to face the new challenges of the ever changing market environment. The entire course aims at creating holistic managers trained by a very eminent faculty which is also supported by the experienced professionals as external faculty from India and abroad.

The Department of Management Studies, IIT Delhi takes pride in following as its distinguishing features :



A special focus on "Systems Thinking" and "Process Oriented" approach to learning

A special focus on Telecom Systems Management through its two year full time programme

A special focus on Technology Management through the three year part time programme

An emphasis on Entrepreneurship Development aimed at creating successful future Business ventures with the support of SIDBI and FITT

Excellent management research base with the highest number of Phd. Scholars in the country. The Department has produced 60 Phds. in the 25 years of its existence. The research work done at the DMS IIT Delhi has found place in many International and National Journals of repute

World class IT infrastructure with one of the highest Computer-to-student ratio. The students get hands on experience on proprietary software such as Baan ERP Package, Rational Rose Knowledge Management software etc

Association with IBM for training of the students on the latest software products and platforms



FacultyMotivating the ignited minds

Prof. (Dr.) Yadav Surendra S.

(Ph.D., Paris)
HOD (Management Studies)
Areas of Interest:
Corporate Finance,
International Finance,
International Business, and
Security Analysis & Portfolio Management.

Prof. (Dr.) Gautam Vinayshil

(Ph.D., FRAS (London))
Areas of Interest:
Organization Management,
Strategic and Entrepreneurship
Management

Prof. (Dr.) Banwet D. K.

(Ph.D., IIT Delhi)
Areas of Interest:
Operations Management,
Supply Chain and Logistics Management,
IT enabled DSS, Industrial Systems
Engineering, TQM,
Entrepreneurship Management

Prof. (Dr.) Jain P.K.

(Ph.D., Delhi University)
Areas of Interest:
Financial Management,
Financial Accounting,
Management and Cost Accounting,
Corporate Finance and
International Banking.

Prof. (Dr.) Sushil

(Ph.D., IIT Delhi)
Areas of Interest:
Flexible Systems Management,
Strategic Change and Flexibility,
Technology Management,
Creative Problem Solving,
Fundamental of Management and Systems
and Industrial Waste Processing.

Prof. (Dr.) Baisya Rajat K

(Ph.D., Jadavpur Univ.)
Areas of Interest:
Marketing and Strategic Management,
International Business, Project
Management,
Product Management and Brand
Management

Dr. Jain Sudhir K

(Ph.D., IIT Kanpur)
Areas of Interest:
Managerial Economics,
Econometrics and Statistics,
Applied Economics/Econometrics,
Entrepreneurship Management,
Management of Technology (IPR Aspects).

Dr. Bhal, Kanika T

(Ph.D., IIT Kanpur)
Areas of Interest:
Human Resource Management,
Managerial Ethics,
Leadership and Culture.

Faculty

**Dr. Shankar Ravi**

(Ph.D., IIT Delhi)
 Areas of Interest:
 Supply Chain Management,
 Operations Management,
 Information Technology Management,
 E-business,
 Quantitative Modeling,
 Knowledge Management, CRM.

Dr. Iyer K.C.

(Ph.D., IIT Madras)
 Areas of Interest:
 Financial Management,
 Project Risks,
 Legal Issue in Business,
 Project Management,
 Decision Support Systems,
 Evaluation of Performance Level of
 Projects.

Dr. Gupta M. P.

(Ph.D., IIT Delhi)
 Areas of Interest:
 IS/IT Planning,
 Business Intelligence,
 E-business and E-governance.

Dr. Chaudhary Harish

(Ph.D., IIT Delhi)
 Areas of Interest:
 Marketing Management,
 Strategic Marketing,
 Rural Marketing,
 Product Planning and Management,
 Brand Management.

Dr. Momaya Kiran

(Ph.D., Toronto)
 Areas of Interest:
 Strategic Management,
 Corporate Competitiveness.

Dr. Seema Sharma

(Ph.D., IIT Delhi)
 Areas of Interest:
 Marketing research,
 Statistical Analysis, Economics and
 Productivity Analysis.

Dr. Sagar Mahim

(Ph.D., IIITM)
 Areas of Interest:
 Brand Management and Consumer Based
 Business Strategy, Ethical Brand
 Positioning, Product Development

Dr. Jaijit Bhattacharya

(Ph.D., IIT Delhi)
 Areas of Interest:
 E-Governance, Open Technology
 and Applications, IT Business
 Modeling and Strategy

Visting Faculty

Prof. M. Y. Khan

M. Com, Ph.D.
 Head, Dept. of Financial Studies,
 Dean, Faculty of Business
 Delhi School of Economics

Prof. Michael C. Jackson

Dean of Lincoln School of Management
 and Hull Business School
 University Of Lincolnshire & Humberside

Dr. Vinay Bharat Ram

Ph.D., Harvard
 CEO DCM group

Mr. Parveen Tyagi

Brience Inc, San
 Francisco. USA
 (Wireless Technology)

Prof. S. Wadhwa

Ph.D., Ireland

Prof. Veena Kumar

Ph.D., Paris

Prof. Stan Kachnowski

Fellow, Royal Society of Medicine,
 England
 Chair, HIT Lab, Columbia University

Prof. A. Khurana

Ph.D., IIT Delhi

Prof. S. Juneja

Ph.D., Stanford

Prof. Deepak Jain

Dean, Kellogg School

Prof. U. Upadhyaya

Ph.D., Mc Master

Prof. S.G. Deshmukh

Ph.D., IIT Mumbai

Mr. Deepak Dogra

Siemens Technologies

Mr. M.S. Reshi

Chief Mktg officer
 Essar Teleholdings
 (DSL Technology)

Prof. Arun Kanda

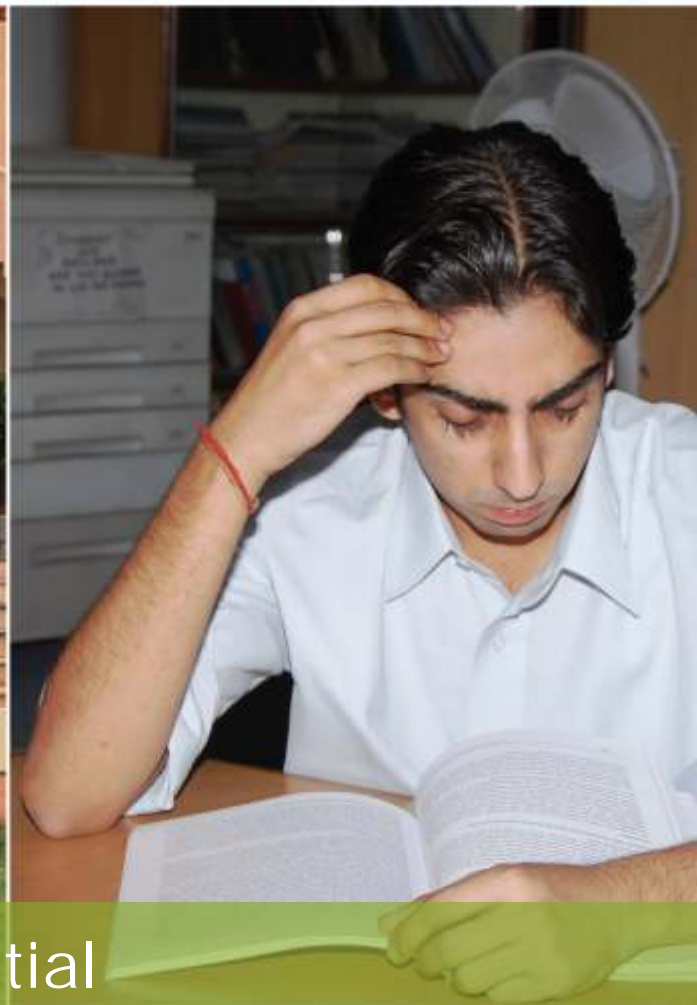
Ph.D., IIT Delhi

Ms. Tina Uneken

Alliance Manager
 Sing Tel
 (Mergers & Acquisitions)

Mr. Umesh Srivastava

Country Manager
 Deutsche Telecom India Ltd.



Infrastructure

....Pushing the potential



Infrastructure



Location

Indian Institute of Technology offers students the benefit of a thriving educational environment set in the heart of a lively metropolitan city. It is situated at Hauz Khas in South Delhi on the outer ring road. The campus of the Institute extends to an area of 320 acres. With many topographical features, imaginatively laid out with picturesque landscape, numerous buildings of various nature and stature, and clean and wide roads, the campus presents a spectacle of harmony in architecture and natural beauty.

Library

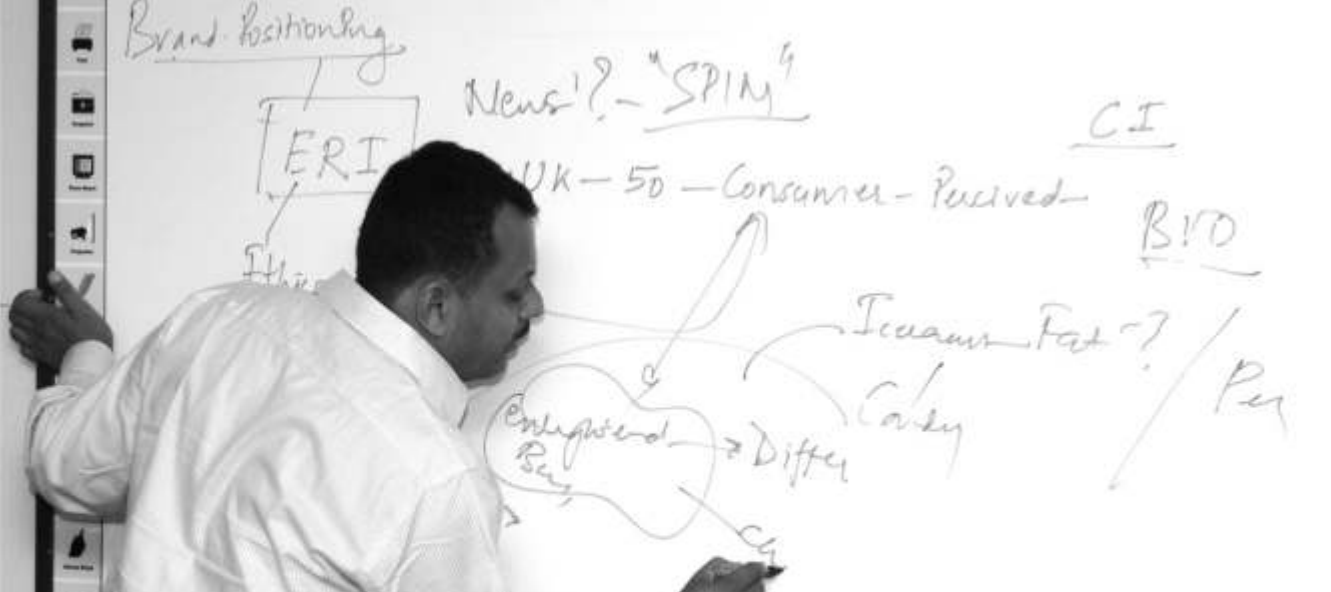
The Central Library with books and journals on all disciplines, is one of the largest of its kind. The Departmental Library has an extensive collection of books and literature related to the management sciences and subscribes to various management periodicals and journals.

Hostels

There are 9 boys' hostels and two girls' hostels. One more girls hostel is under construction. Each hostel is self contained with amenities such as a reading room, and indoor games room, a lounge and a dining hall with mess, a computer room and TV in common room. All rooms are provided with internet facilities.

Facilities

The facilities available on the campus include, fully air-conditioned lecture halls with modern audio-visual aids, conference halls for round-table conferences, an auditorium of 200 seating capacity, Acer Competency Center, Management Laboratory, Enterprise Applications Lab, E-Commerce Lab, Behavioural Lab and Strategy and Competitiveness Lab. The department uses many specialised management aiding software like SAS, BaaN, Oracle Suite, Delphi, Expert Choice, I Think, SPSS etc. Besides the students have access to the CMIE database and the Internet over a 2Mbps direct line.



Pedagogy

....Instilling the belief

The Case Study approach:

We believe that this is by far the most powerful way to learn the skills required to manage and to lead. The case method is used to develop problem solving and decision making skills by facilitating the application of theoretical knowledge to actual real life situations. State of the art facilities and access to plethora of databases helps support the learning experience. Multiple cases are discussed in the class by the faculty and also among the student fraternity to enhance the learning.

Team work/Activities:

There is probably no course in which the performance of the students does not depend upon their team members. The groups are formed with students of diverse educational, cultural and professional background. Feedback from the industry has ascertained that the greatest learning takes place when working in groups and pursuing live projects. A detailed list of the live projects taken up by the students is mentioned which is indicative of the industry participation and the solutions reflect the managerial practices followed by the students.



Programmes



Programmes

DMS takes pride in itself for offering diverse programmes for aspiring Management executives as well as for working professionals. These are:

MBA (Full Time) with Focus on Management Systems.
 MBA (Full Time) with Focus on Telecommunications Systems Management.
 MBA (Part Time) with Focus on Technology Management.
 Ph.D. Programme.

Live Projects

Students pursue a number of live projects with organizations such as IL&FS, Alcatel-Lucent, Dabur India Ltd., ICRA Management Consultancy Services Pvt. Ltd., EGIL to name a few. These projects provide experiential learning and an insight into the complex web of organizational systems.

Project Details

A study on MCA 21

Understanding the Treasury and Taxation functions in the Corporate Finance Division of Dabur India Ltd.

SWAN: Study of issues in the implementation

Teamwork and Collaboration at Alcatel-Lucent

Financial Management System - Web based Database driven Project to manage Finances, currently implemented.

Restructuring and Reorganization of website
<http://www.rootseducation.com/>

Designing the marketing campaign of IMA

CSC: Analysis of implementation problems

Analysing the Passport Seva Project

Advertising Through Google Ad sense for IMA

Creating a Business model for real estate portals

BPR in e-district

e-ticketing and i-ticketing project analysis and scope for Indian Railways.

Exploring Consultancy Opportunities in Power/Energy Sector of Philippines/Vietnam



Students' ActivitiesExperiencing the new





Clubs

Et Kram - Marketing

'Et Kram', the Marketing Club, formed with the purpose of supplementing class room learning with knowledge sharing and practical experience, is the testing and learning ground for all the marketing enthusiasts at DMS. Subject to invigorating rounds of solving real life case studies, playing selling games, analyzing company marketing/ advertising strategies the members are always kept on their toes. The club also organizes guest lectures to supplement learning.

Finatics - Finance

The Finatics club @ DMS, IIT Delhi brings together all the bright minds pursuing interests in the world of finance. The club involves itself in regular meetings, presentations and provides a forum for exchange of ideas in the current and emerging areas of finance. Apart from conducting seminars and guest lectures from the industry heads, the club provides an excellent platform for preparation for certifications and organising simulation games in the area of finance.

i-Prabhat - IT

The name India rings the bell of IT innovation across the world today. The latest sensation in IT and ITes worldwide in India, and the raw and wide talent pool of India's IT domain needs sharp and tactical managerial acumen to guide towards greater heights where it is bound to be. This is why DMS fosters Engineering talent that is interested in IT management, and provides them inter-disciplinary exposure through entry into the UG curriculum and activities of IIT and participation and organization of activities at IIT that need IT Management in them. The i-Prabhat club voyages the entourage of DMS into the newer horizons of IT Management and equips the members with the adequate skillset of maneuvering the waves of IT in India to its own advantage through a series of live projects, lectures, discussions and initiatives IPNA-YCI.

Strategica - Strategy

Team Strategica as we call it, is the mastermind behind quantifying managerial acumen of DMS, condensing it into a theory nutshell and presenting it to the receptive students of DMS. The core of the club lies in extracting strategic thought from the students through interactive case studies and live discussions in the class.

Op Center - Operation

The club Op Centre is focussed on acquainting students with the best practices of the world like Six Sigma, TQM and various Manufacturing marvels that emphasise on excellence in execution. The Op Centre also conducts various tasks in the class where students are supposed to develop solutions for operating procedures, most of the times in IIT itself. The activities involve developing solutions in terms of layout, cycle time and productivity etc. for various operational issues.

Resource Dimension - HR

'Human capital is what most of the companies cherish and compete the competition with. Human Capital Retention, Career Planning and Management, Entry and Exit Strategies etc. play a vital role which is why the HR managers are in vogue today. HR Club Resource Dimension emphasizes on issues like Organization Behaviour and Organization Management. Several Organizations are studied by the students who make interactive presentations and case studies to share it with the entire student body. Apart from this the club also handles activities like Team Building games and Personal Analysis tests like MBTI test for the students thus enabling Organizational Learning over Individual learning.

Committees



Placement Committee

The Placement Committee - PlaceCom, is a student-elected body that interacts with the companies on a continuous basis, to bring the optimum and best-fit career opportunities to the students of DMS for their summers and final placements.

They perform the challenging task of initiating contact with the corporates, making presentations about DMS and subsequently building a profitable and sustainable relationship with the companies.

The PlaceCom plays an integral and vital role in building the DMS brand in the corporate world.

Parivartan Committee

The committee ensures that routine academic lectures and industrial interactions don't overcrowd the budding manager's mind. It organises the national level annual business festival of the Department "PARIVARTAN" that takes a snapshot of the Indian business scenario through a spectrum of events ranging from business plan, case studies, paper presentations, brand equity quizzes to seminars and talk series.

IIC (Industrial Interaction Committee)

A strong emphasis on practical, hands-on learning is a cornerstone of the Management Programmes at DMS, IIT Delhi.

The activities of the Committee include arranging guest lectures, seminars, round table conferences and symposiums by eminent personalities from various sectors such as Information technology, FMCG, insurance, banking, manufacturing etc. Factory visits are often made to understand the functioning of Assembly Line, Quality Control and Assurance, and other aspects of the Manufacturing Sector.



Editorial Committee

It is the endeavor of this board to present the insights and best practices of business thinkers and leaders on management ideas through the annual magazine CHAOS. By synergizing the inputs from faculty and students, the most pressing issues of today's highly dynamic present business scenario are dealt effectively.



Media Committee

The Media Committee (MediaCom) is the blood stream of all activities at DMS. Its primary activity is brand building and promotion of DMS through the media. With plethora of events happening at DMS, the MediaCom does the important work of getting these covered by the media. They also facilitate student participation in the major media events with media houses like NDTV and others.

Alumni Committee

Alumni Committee bridges the gap between alumni and present students, and makes them feel a part of DMS even long after they have gone by organising All India Alumni meets, updating them about happenings at DMS, inviting them for chit-chat sessions with students where they share their valuable insights about the corporate world, specializations and life in general.

Technical Committee

The Technical Committee (TechCom) is responsible for providing the students of DMS, IIT-Delhi, an interface to the newly innovated technical knowledge with the aim of making them Techno-Managers in true sense.

Parivartan 2008 : The Annual B-Fest



Curtain Raiser

Speaker : Mr. Siddharth Gautam, News Editor, TIMES GROUP

Inaugural Ceremony

Speakers : Mr. Surinder Singh Kohli, Chairman, Punjab National Bank
Mr. Deepak Parekh, Chairman, HDFC

Media Conclave

Speakers : Mr. Sanjay Salil, MD, MediaGuru Consultant Pvt. Ltd.
Dr. Ved Pratap Vaidik, Senior Journalist and Renowned Author
Dr. Selvamurthy, Eminent Scientist, DRDO
Mr. G.M. Hiranandani, Ex. Vice Admiral

Halley's Interaction Series

Speakers : Mr. Prakash Jha, National Award Winning Film Director
Mr. Rajyavardhan Singh Rathore, Olympic Silver Medallist

Corporate Dinner

Chief Guest : Mr. Salil Singhal, CEO, PI Industries

Events :

Cygnus - Case Study Competition on Marketing, Finance and HR
Poseidon - B-Plan on increasing ARPU strategies
Star Wars - B-Quiz
Triton - Entrepreneurial Challenge
Protostar - Consulting Event on Hiring and Employee Retention Strategy

In The Words Of Deepak Parekh

"Good morning IIT Delhi and it is indeed my pleasure to be here at "Parivartan 2008". So where is the guy who has coined this tongue twister "Big Bang - Biz Bang? I have actually had to practice saying my topic many times - obviously, there's an IIT brain behind this. On a cold morning in Delhi, I didn't quite bargain to get into tongue twister matches, but I guess I shall endeavour to keep pace with you guys. So here it goes.....

The buzz of Indian Biz

Is bigger than the Big Bang

But can there be a Big, Biz Bang

If there are big, bugs in the Biz?

Judges :

Mr. Krishna Kumar Shankarnarayan, Principal Consultant, PWC
Mr. Sandeep Khanna, Principal Consultant, PWC
Mr. Sanjeev Mehrotra, Regional Marketing Head, Tata Tele Services
Mr. Ashish Mehrotra, North India Marketing Head, Tata Tele Services

Rostrum Series



Rostrum series

Consulting Symposium : September 2007
Theme : "Emerging Challenges in the Global Arena"

Finance Symposium : October 2007
Theme: "Risk Management in the Global Economy"

Entrepreneurship Support Systems Awareness Program: November 2007
Theme : "Incentives and training to promote entrepreneurship"

Budget Rostrum: March 2008
Theme: "Budget 2008: An Analysis"

HR Conclave : ISTD Regional Convention, April 2008
Theme: "Competitive Edge and Employability through Training and Development"

Events Planned For 2008

August-2008	Finance Rostrum
August-2008	Marketing Strategy Rostrum
September-2008	Operations Rostrum
September-2008	IT & Telecom Rostrum
October-2008	Alumni Meet-All India
October-2008	Consulting Rostrum
November-2008	BII

Building India Inc. (BII)

The national level conference is an attempt to bring together the corporate and the academia to deliberate on issues and challenges facing the nation and share their experiences and views with the larger audience. It is well known for raising topics of contemporary Indian relevance and professional treatment is meted to them by eminent dignitaries from the practicing world, the academicians and management students. It provides a splendid opportunity for experts from various fields to come together and brainstorm and stretch their nerves to debate on the nationally relevant topic.

Speakers (Academic Year 2007-08)

Consulting Symposium : Theme

"Emerging Challenges in the Global Arena"

Speakers

Mr. Kaustav Mukherjee, Vice President & Partner, AT Kearny
Ms. Kalpana Jain, Senior Director, Deloitte Touche Tohmatsu India Pvt Ltd
Mr. Ramit Gupta, Associate Vice President, Avlon Consulting
Mr. Shobhit Gupta, Associate Director, Protiviti, India
Mr. Gaurav Sharma, Managing Consultant, IBM India
Mr. Samir Shukla, Senior Consultant, Bristlecone
Mr. Mrityunjay Mishra, JuxtConsult India

Finance Symposium : Theme

"Risk Management in the Global Economy"

Speakers

Mr. Vineet Agarwal, Assistant Vice President, UTI Bank.
Mr. Tejinder Pal Singh, Chief Technology Officer, India Bulls.
Mr. S.K. Gupta, Vice President & Company Secretary, DCM.
Mr. K Gopal, Head, Risk Management (Tax & Regulatory Services), PwC.
Mr. Vipin Marwah, Vice President, Centurion Bank of Punjab
Mr. Amar Kumar, Head, Risk Management, Max New York Life Insurance

Entrepreneurship Support Systems Awareness Program : Theme

"Incentives and training to promote entrepreneurship"

Speakers

Ms. Manisha Sridhar, Joint Secretary, National Entrepreneurship Committee
Dr. A. Wali, Managing Director, FITT, IIT Delhi
Mr. Mahesh Gupta, CEO, Kent Water Purifiers
Mr. Vishnu Dusad, MD, Nucleus Software
Mr P K Padhi, Founder CEO, Global Entrepreneurship Development

HR CONCLAVE

ISTD Regional Convention : Theme

"Competitive Edge and Employability through Training and Development"

Speakers

Sh. M. Damodaran, Former Chairman, SEBI
Dr. Vinay Bharat Ram, CMD, DCM Ltd.
Dr. M. B. Athreya, Management Consultant
Dr. A.K. Balyan, Director (HR), ONGC Ltd.
Prof. Abad Ahmad, Former Pro-VC, Delhi University
Dr. C.S. Venkata Ratnam, Director, IMI
Mr. David Wittenberg, CEO, The Innovation Workgroup Inc. USA
Mr. Subhash Jagota, CEO, Global Business Solutions
Dr. Pramod Batra, Management consultant and Author, Think Inc Sh.
Mr. S.N. Mukherjee, COO, ILFS India
Dr. A.K. Lomas, CMD, Mineral Exploration Corpn. Ltd.
Dr. Y.V. Verma, Director (HR), LG

Budget Rostrum: Theme

"Budget 2008: An Analysis"

Speakers

Mr T.N.Pandey, Former Chairman, Central Board of Direct Taxes
Mr. Krishnakumar Sankaranarayanan, Principal Consultant, PricewaterhouseCoopers
Mr. Arjun Narayan and Mr. Kushagra Srivatsava, Product Evangelist, Google Inc
Mr. Raj Sethia, Head (Finance & Accounting), Vodafone
Mr. Arbind Modi, Joint Secretary, Central Board of Direct Taxes
Mr. Vijay Iyer, Partner, E&Y Consulting

Past Speakers

Mr. Chandra Mohan Sethi
CEO, Reckitt Benckiser (I) Ltd.

Mr. Alok Agarwal
CEO, Polaris India

Mr. Manoj Chugh
CEO, EMC India

Mr. Venkat Subramanian
Chairman, EXIM Bank

Mr. Deepak Puri
MD, Moser Baer

Mr. Anurag Mehra
Director, KPMG

Mr. Murali Aiyer
Director, CRISIL

Mr. Hemendra Mathur
Director, Yes Bank

Mr. Anand Shankar
Director, Eicher Motors

Students Profile

**Abhineet Gupta**

Qualification: B. E., Metallurgy
 College: Punjab Engineering College
 Work Exp: 34 Months
 Company: Bhushan Industries Ltd., JSW Steel Ltd.
 Internship: IDEA
 Project Title: Transformation of Outbound Processes

**Amit Nigam**

Qualification: B. Tech, Chemical Engineering
 College: National Institute of Technology, Rourkela
 Work Exp: 16 Months
 Company: Paradeep Phosphates Limited, Paradeep
 Internship: IL&FS
 Project Title: DPR on Commercial Taxes in Orissa under National e-Governance plan

**Anand Hariharan**

Qualification: B. E., Electronics and Telecommunication
 College: Shri Ramdeobaba Kamla Nehru Engineering College
 Internship: IBM
 Project Title: Studying VAS Worldwide, and designing business proposals for Innovative services for Airtel

**Anil Kumar**

Qualification: B. Tech, Civil Engineering
 College: Institute Of Engineering & Technology, Lucknow
 Work Exp: 80 Months
 Company: Jai Prakash Industries Ltd, Bhutan, Punj Lloyd Ltd., New Delhi, U.P. Housing & Development Board, Lucknow
 Internship: IL&FS
 Project Title: E-Governance in Panchayati Raj Institutions of Bihar

**Ankur**

Qualification: B. Tech, Electrical and Electronics
 College: Bhartiya Peeth College of Engineering, New Delhi
 Internship: DSCIL
 Project Title: Scope of Power Cables, Control Cables and Building Wire Cables in India

**Ankur Minda**

Qualification: B. Tech, Electronics and Communications
 College: Maharaja Institute of Technology
 Internship: Om Logistics
 Project Title: Integrating Logistics in Retail Sector

**Anupam Kashyap**

Qualification: B. E., Electronics and Communication
 College: Delhi College of Engineering
 Work Exp: 36 Months
 Company: Freescale Semiconductor
 Internship: Ernst & Young
 Project Title: Develop a Business Plan and a Business Model for clients in Radio Cabs/Taxis Services Business

**Anurag Chauhan**

Qualification: B. E., Electronics and Telecommunication
 College: Dronacharya college of Engineering
 Work Exp: 25 Months
 Company: Spanco Telesystems & Solutions, Career Launcher India Pvt Ltd
 Internship: IBM
 Project Title: Developing a comparative chart of running Bharti-IBM projects and implementing suggestions through trainings to impart skillsets

**Avijeet Singh**

Qualification: B. E., Information Technology
 College: IIIT-C.
 Work Exp: 28 Months
 Company: Manipal Universal Learning Pvt. Ltd.
 Internship: IBM
 Project Title: Providing Recommendations for accelerating the future growth of E-Commerce in various Industrial Sectors

**Avisek Mullick**

Qualification: B. Com(H), M. Com, Accounting & Finance
 College: St. Xavier's College (B. Com), Calcutta University (M. Com)
 Work Exp: 18 Months
 Company: Tata Motors Ltd.
 Internship: Xerox India
 Project Title: Assessment of Enterprise Document Management to strategise new accounts for Xerox Global Services (XGS)

**Aysha Kaushik**

Qualification: B. E., Computer Engineering
 College: FCRIIT, Mumbai
 Work Exp: 22 Months
 Company: Mastek Ltd.
 Internship: GE Healthcare
 Project Title: Setting up of the Singapore branch of Wipro GE taking into account the systemic, structural, tax and financial requirement

**Ayush Gupta**

Qualification: B. E., Computer Science and Engineering
 College: University Institute of Engineering and Technology
 Internship: GE Corporate
 Project Title: Strategy for GE water to venture into Municipal Markets

Students Profile

**Bhuban Mohan Das**

Qualification: B. Tech, Information Technology
 College: College of Engineering And Technology, Bhubaneswar
 Work Exp: 25 Months
 Company: Kanbay India Pvt Ltd
 Internship: Bombay Dyeing
 Project Title: Design & Implementation of Facility Management Systems in Bombay Dyeing

**Boyana Avinash**

Qualification: B. E., Mechanical Engineering
 College: A. U. College of Engineering
 Internship: Bombay Dyeing
 Project Title: Effectiveness of existing performance appraisal system at Bombay Dyeing

**Chetan Kapoor**

Qualification: B. Tech (Hons.), Marine Engineering
 College: Marine Engg. & Research Institute
 Work Exp: 36 Months
 Company: Seairland Management Services Pvt Ltd.
 Internship: ICRA Management Consulting
 Project Title: Consultancy opportunities in Energy sector of India and Developing a Business model for the same

**Chhavi Kankhedra**

Qualification: B. E., Electrical Engineering
 College: M. B. M. Engg College
 Work Exp: 11 Months
 Company: T. I. M. E Pvt Ltd
 Internship: Xerox India
 Project Title: Enhancing and Expanding Channel Base of Xerox.

**Debosree Roy**

Qualification: M. Sc, Physics
 College: IIT Delhi
 Internship: Xerox India
 Project Title: Assessment of enterprise document management to strategise new accounts for Xerox Global Services(XGS)

**Gaurav Kalra**

Qualification: B. Tech, Computer Engineering
 College: College of Technology
 Internship: IBM
 Project Title: Identifying Customer objectives, expectations and measuring the significance for customer business of Prepaid Itemised Billing System

**Gaurav Negi**

Qualification: B. Tech, Computer Engineering
 College: Amity School of Engineering and Technology
 Work Exp: 13 Months
 Company: Nucleus Software Exports Ltd, Aricent Communications Software Wipro
 Internship: Wipro
 Project Title: Analysing the business process management of WIPRO and suggesting recommendations for EAI-BPM

**Gaurav Sharma**

Qualification: B. Tech., Information Technology
 College: Maulana Azad National Institute of Technology, Bhopal
 Work Exp: 24 Months
 Company: Impetus Infotech Pvt Ltd
 Internship: IL&FS
 Project Title: DPR for use of IT in commercial tax and treasury department of Government of Jharkhand

**Gautam Agarwal**

Qualification: B. Tech, Computer science & Communication
 College: LN Mittal Institute of Information Technology
 Internship: GNG Group
 Project Title: Planning & Implementation of E-governance project in Himachal Pradesh

**K Rahul Iyer**

Qualification: B. I. T, Information Technology
 College: Ram Lal Anand College
 Work Exp: 36 Months
 Company: Global Vantage Ltd. Infosys Technologies Ltd. DSCL
 Internship: DSCL
 Project Title: Macro economic analysis of power and oil sector and understanding their impact on DSCL power generation

**Kavita Sood**

Qualification: B. E., Biotechnology
 College: University Institute of Engineering and Technology
 Internship: GE Money
 Project Title: Improving IVR effectiveness for SBI credit cards

**Lalitha Ramanathan**

Qualification: B. Tech, Electronics and Telecommunication
 College: SCT College of Engineering, Trivandrum
 Work Exp: 24 Months
 Company: Tata Consultancy Services IBM
 Project Title: Pricing: Building a Business Case for Software as a Service

Students Profile

**Mandeep Singh**

Qualification: B. Tech, Mechanical Engineering
 College: NIT Kurukshetra
 Work Exp: 12 Months
 Company: Tata Consultancy Services
 Internship: Citi Bank
 Project Title: Benchmarking Practices in Services and Operations against Competition

**Manish Balani**

Qualification: B.E., Chemical Engineering
 College: Thadomal Shahani Engineering College
 Work Exp: 19 Months
 Company: H-F Paints Ltd
 Internship: IBM
 Project Title: Identifying the project implementation gaps in products named Metasolv M6 AND 95 Percentile

**Mayank Tripathi**

Qualification: B.E., Production and Industrial Engineering
 College: K. J. Somaiya College of Engineering
 Work Exp: 59 Months
 Company: Godrej & Boyce Ltd., Infosys, Juniper Networks
 Internship: IBM
 Project Title: Competitive evaluation, challenges, resource constraints and integration issues with acquired security solution.

**Niharika Saxena**

Qualification: B.Tech, Electrical Engineering
 College: A.K.G.E.C., Ghaziabad
 Internship: Citi Bank
 Project Title: Enhancing paperless transaction experience for customers. Developing an ESOK with access to all NRI business constituents.

**Nilesh Choudhury**

Qualification: B.E., Information Science & Engineering
 College: PESIT, Bangalore
 Work Exp: 20 Months
 Company: Tata Consultancy Services
 Internship: GE Corporate
 Project Title: Building financial model for GE water equipments

**Pratyush Kumar Thakur**

Qualification: B.E., Mechanical Engineering
 College: Delhi College of Engineering
 Work Exp: 37 Months
 Company: Maruti Udyog Limited
 Internship: British Petroleum
 Project Title: Evaluation of A2E project on the regulatory aspects and providing a framework for approvals and designing Corporate Brochure for BP India

**Priyanka Gihar**

Qualification: B.E., Information Technology
 College: Delhi College of Engineering
 Internship: Wipro
 Project Title: Enterprise Resource Planning packaging solutions

**Rajat Khurana**

Qualification: B.E., Electronics and Telecommunication
 College: Vivekanad Education Society's Institute of Technology
 Work Exp: 23 Months
 Company: TULIP IT Services, Tata Consultancy Services
 Internship: Citi bank
 Project Title: Productivity Analysis for Capital Markets and KPO

**Ravi Baid**

Qualification: B.Tech, Information Technology
 College: Institute of Engineering & Management, Kolkata
 Work Exp: 20 Months
 Company: Cognizant Technology Solutions
 Internship: e-Clerx
 Project Title: Quality process improvement in DTCC BAU (depository trust clearing corporation business as usual) for equity & interest rate derivatives

**Sabyasachi Mondal**

Qualification: B. Tech, Electronics and Electrical Communication
 College: IIT Kharagpur
 Work Exp: 34 Months
 Company: Transwitch India
 Internship: Glaxo Smith Kline
 Project Title: Global Procurement for GSK India

**Sai Jayanth**

Qualification: B.E., Electronics and Communication
 College: University College Of Engineering, Hyderabad
 Work Exp: 14 Months
 Company: Siemens Ltd
 Internship: IBM
 Project Title: Improving the value chain of IBM services

**Samarth Sharma**

Qualification: B. Tech, Electronics and Communication
 College: MM Engg College, Ambala
 Work Exp: 24 Months
 Company: PM Electronics, Hewitt Associates
 Internship: IBM
 Project Title: Non Voice CRM Feasibility study, Project Management and interaction with vendors and client

Students Profile

**Sameer Pradhan**

Qualification: B.E., Computer Science and Engineering
 College: Delhi College of Engineering
 Work Exp: 24 Months
 Company: UTStarcom Inc.
 Internship: Xerox India
 Project Title: Designing the strategy for the launch of a new segment of MFP

**Sandeep Agarwal**

Qualification: B.E., Manufacturing Process and Automation
 College: Netaji Subhas Institute of Technology, Delhi
 Work Exp: 10 Months
 Company: Tata Consultancy Services
 Internship: IBM
 Project Title: Mapping the activities of Mediation division in eTOM (enhanced Telecom Operations Map)

**Satyendra Kumar**

Qualification: B.Tech (Hons), Electrical Engineering
 College: IIT Kharagpur
 Work Exp: 108 Months
 Company: Engineers India Limited
 Internship: IL&FS
 Project Title: e-Governance & ICT business

**Shyam George**

Qualification: B.Tech, Safety & Fire
 College: CUSAT
 Work Exp: 36 Months
 Company: Infosys Technologies Ltd.
 Internship: KSA-Technopak
 Project Title: Analysis of future of retail sector in tier 2 and tier 3 cities

**Sidharth Sarda**

Qualification: B.E., Food Technology
 College: Department of Chemical Engineering and Technology, Chandigarh
 Internship: General Electric (Money)
 Project Title: Selling insurance, make 50 employees of GE IRDA certified

**Sukirti Singh**

Qualification: B.Tech, Electronics and Telecommunications
 College: Indira Gandhi Institute of Technology, Delhi
 Work Exp: 20 Months
 Company: DMRC
 Internship: UST Global
 Project Title: Analysis of South American markets for UST to enter those markets

**Sumit Bansal**

Qualification: B.Tech, Biotechnology
 College: Jaypee Institute of Information Technology University
 Internship: GSK
 Project Title: Stability Management and Batch Manufacturing Record Rationalization

**Sumit Cherian**

Qualification: B.Tech, Computer Science and Engineering
 College: G.I.T.A.M.
 Work Exp: 21 Months
 Company: Tata Consultancy Services
 Internship: Wipro
 Project Title: SOA Deal Structuring

**Surampudi Srikar**

Qualification: B.E., Information Technology
 College: Vasavi College of Engineering
 Internship: IBM
 Project Title: Improving the delivery process for CRM implementation for Rockwell automation

**Vaibhav Prabhakar**

Qualification: B.Tech, Electronics and Communication
 College: Babu Banarasi Das National Instt. of Tech. & Mgmt.
 Internship: Bombay Dyeing
 Project Title: Design & Implementation of Facility Management Systems in Bombay Dyeing

**Vatsal Juvariwala**

Qualification: B.E., Computer Engineering
 College: Nirma Institute of Technology, Ahmedabad
 Work Exp: 22 Months
 Company: Satyam Computer Services Ltd.
 Internship: Citi Bank
 Project Title: Improving the CAP tracking and closure process as part of the Third party assessments process.

**Vikas kumar Jha**

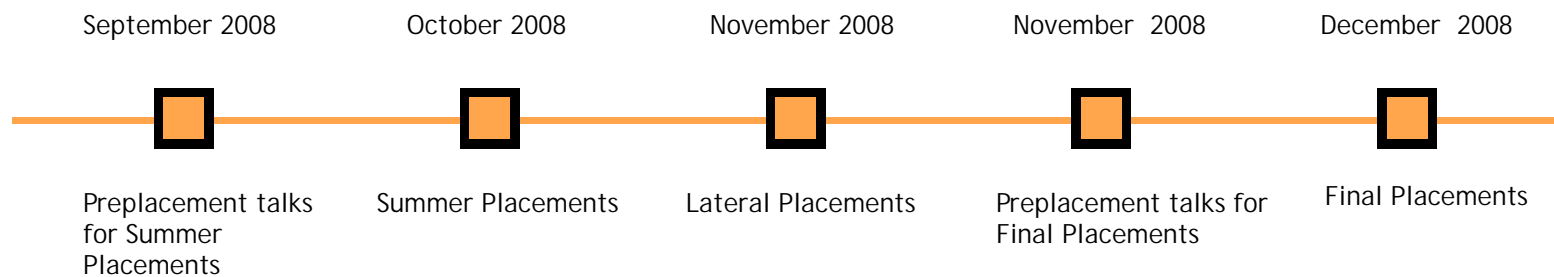
Qualification: B.E., Computer Science and Engineering
 College: BMSCE, Bangalore
 Work Exp: 12 Months
 Company: Fidelity Investments
 Internship: IBM
 Project Title: Consulting in automation of Prepaid Management Services

Placement Schedule



PlacementsEmbracing the extraordinary

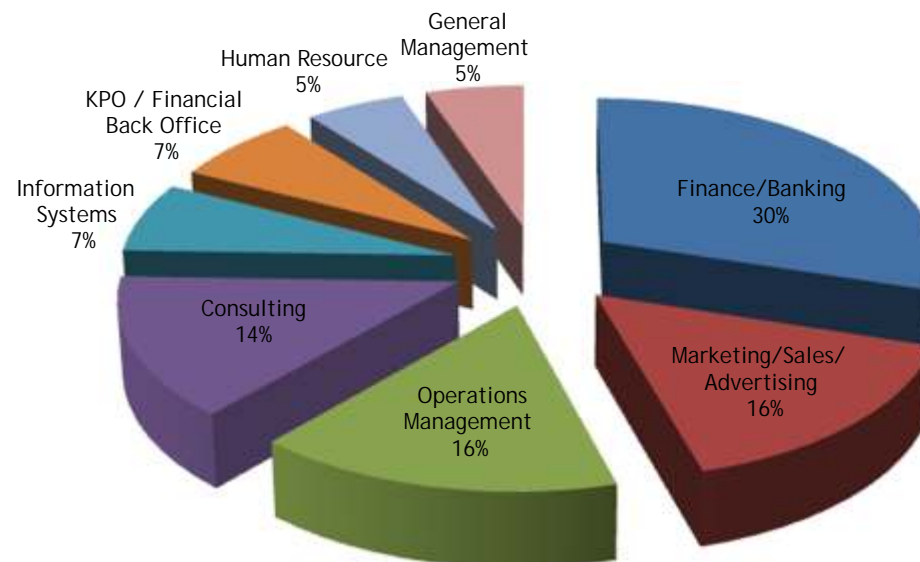
Placement Schedule



Placement 2008



Functional Breakup



Recruiters 2008

FINANCE

Lehman Brothers
Citibank
SBI Caps
Crisil
ICICI Bank
Westend Capital
IDBI
SEBI
Kotak Mahindra
E clerx
Irevna

Consulting / General Management

PWC
GE Corporate
Hewitt Associates
Avalon Consulting
IBM consulting
Bristlecone
Market Rx
PKC
MB Petroleum (Oman)
Reliance Energy

Marketing

GSK
AC Nielsen
Pfizer
Kingfisher
Maruti Ltd.
DCM Shriram
Balmer Lawrie Ltd.
Bharti Enterprises Ltd.
Vodafone
RPG
GE Money

IT/Operations

Arcelor Mittal
Microsoft
Wipro
IBM
Patni Computers
Capgemini
Techmahindra
Infosys
HCL Technologies
US Technologies
North American Software Consultancy (NASC)

HR

Manhattan Associates
Hewitt Associates

Achievements



Name of the Event/Contest	Details of the Contest	Prizes Won
Caritas Call	Business Plan Competition	Second
Savage Garden	Marketing Warfare	First
Au Contraire	Debate	Second
International GLOGIFT08 conference at Stevens	Using Creativity for Sustainable Development by incorporating Clean Development Mechanism	Finalists
Trilogy B Plan Contest	B Plan Contest	Finalists
Poseidon	B Plan Contest	Second
Inter College Quiz Competition	Quiz Competition	First
Big Bang	Overall personality competition	First
EDC Tipping Plan Contest	Marketing strategy competition	Finalists
Trade Arcade	Sales and Marketing Game	First
Bravura	Paper Presentation contest	First
Triton	Management Game, Business Quiz	Finalists
People Tree (HR Consulting Game)	HR Consulting Game	Second
Prince Edwards Island	Advertising And Marketing	Second
Cygnus	Finance & consulting	Second
Kritva	Equity Research and Trading	Finalists



Alumni

ANEESH CHAUDHRY

HLL
Senior Manager(Supply chain)

NIKHIL K CHAUDHARY

Indian Airlines
Senior Manager(Operations)

NIKHIL GUPTA

Capital One
Group Manager-Market Research

AJAY JOTWANI

Syntel
Director(Sales)

VIJAY KUMAR

Vaibhav Informatics
CEO

VIPON KUMAR GUPTA

Essar
Vice President(Country Operations)

AMIT TANDON

Empyrean Partners
Director

ATANU DATTA

PWC
Consultant

PRASAD P V

GENPACT
Asst. Vice President(Quality)

SIMAR SINGH

GENPACT
Asst. Vice President

DHARMESH KUMAR SRIVASTAVA

Gillette India Ltd.
Vice President(Operations)

VIKAS AGGARWAL

India MART InterMESH Limited
Head(Operations)

KAVITA SETHI

Montage
Director

PAWAN KUMAR

Indian Oil Corporation Ltd.
Senior Operations Manager

SANJAY ANAND

INS and solution Ltd.
Director

SUDISH KUMAR

Honeywell
Country Head (Marketing)

RAVINDER SINGH

Finite Softech Pvt Ltd
CEO

PARAG SHARMA

IMACS
Head(Power Sector)

Industry Speak

DR. JONATHAN WHITE

CIO, VP of Global Innovation, Pfizer

It was indeed a great pleasure interacting with the MBA students and their ability to solve challenging business problems swiftly. Their ideas were informed, innovative, and workable. The students have the spirit of 'collaborative competition' that combines teamwork, brilliance, and passion - a great combination.

The intellectual caliber and inherent enthusiasm of these students ranks with any of the top business school in the world.

MR. ANDREW HORNE

MD, XEROX India

The infrastructure and support at DMS, IIT Delhi matches that of top business schools I have seen, I am confident that the institute will continue its rise on the high trajectory it has set off on. The idea of frequent corporate interaction is a laudable idea. It is reflective and leadership qualities which seems to define students.

PROF. STAN KACHNOWSKI

Visiting Professor, Department of Management Studies, IIT Delhi

Fellow, Royal Society of Medicine, England

Chair, HIT Lab, Columbia University

Having taught graduate students of all ages from over 50 countries around the world with various professional backgrounds, the IIT Delhi Management student stands out as amongst the best. The student's thirst for knowledge has them opting for a grueling weekly schedule unlike any other I have heard of or seen. It requires very little facilitation to encourage vigorous classroom discussion, with the students consistently driven by a desire to exceed their own extraordinary expectations. Their exceptional internal motivation and finely tuned social skills make them natural leaders who can contribute immediately upon graduating from the program. The IIT Delhi Management student comes with all of the analytical tools, communications skills, and personal character that any organization will need in order to succeed in this global economy.

MR. RAKESH JAGGI

MD, Schlumberger

It is a great pleasure to back at my Alma matter. DMS, IIT Delhi can surely pride itself on the fact that it has a wonderful faculty that can perfectly straddle the world of academic scholarship and corporate India with equal ease. DMS has a buzzing campus and I look forward to visiting it more often

Contact us

Faculty Co-ordinators (Placements)

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Samarth Sharma - 9810333939
Rajat Khurana - 9868065772
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Debosree Roy - 9899798023