



Institute for Integrated Learning in Management
Graduate School of Management

PLACEMENT BROCHURE



Year 2009



The Institute

IILM-Graduate School of Management was established in the year 1993 under the aegis of Ram Krishan & Sons Charitable Trust with a mandate to provide management education of the highest quality for business & hence develop leaders. It also promotes understanding & practice of management through research.

The programme designed by the institute integrate classroom exercises with industrial and business settings to bridge the gap that most professionally trained managers find between theory and practice. The diversity of the faculty and the students gives them a real global experience.

As an academic institution we are always keen on making improvements and learning from past experiences. We constantly introspect and are open to evaluation by peers that gives us an opportunity to benchmark ourselves with the rest of the best.

Program Structure (PGDM 2008-10 Batch)

Term I	Term II
<ul style="list-style-type: none"> – Marketing Management – Quantitative Techniques for Business – Financial Accounting – Organization Behavior – Managerial Economics – Technology in Business – Business Law 	<ul style="list-style-type: none"> – Business Communication – Marketing Planning and Strategy – Operations Research – Management Accounting – Interpersonal and Group Processes – Business Research – Corporate Finance – Economic Environment and Policy
Term III	Term IV
<ul style="list-style-type: none"> – Fundamentals of Human Resource Management – Service Marketing – Market Research – Production and Operations Management – Management Information Systems – Management of Financial Services – Strategic Management – Organization Dynamics and Change 	<ul style="list-style-type: none"> – Supply Chain Management – Summer training (8 weeks)
Term V	Term VI
<ul style="list-style-type: none"> – Entrepreneurship & Innovation Management – Quality Management 	<ul style="list-style-type: none"> – Corporate Governance & Social Responsibility – Comprehensive Project – Specialization Electives(Major/ Minor)

Elective Courses

Marketing	Finance
<ul style="list-style-type: none"> – Sales and Distribution Management – Product Management – Marketing of Services – Retail Management – Consumer Behaviour – Advertising and Sales Promotion – Strategic Brand Management – Rural Marketing – Technology in Marketing (CRM) – Business to Business Marketing 	<ul style="list-style-type: none"> – Project Appraisal and Financing – Insurance and Risk Management – Management of Banks and Financial Institutions – Investment Analysis and Portfolio Management – Management Control Systems and Cost Management – Financial Derivatives and Financial Engineering – Corporate taxation – Merger and Acquisitions & Financial Restructuring – International Finance & Treasury Management – Management of Financial Services – Real Estate & Infrastructure Financing
Human Resource Management	International Business
<ul style="list-style-type: none"> – IR and Labour Laws – Talent Acquisition & Development – Compensation Management – Human Resource Assessment – Strategic Performance Management – Leadership Development – International HRM – Cross Cultural Management – Organization Development 	<ul style="list-style-type: none"> – The New Global Competitive Environment – Resourcing in International Business – Global Business Strategy
Information Technology	Strategy
<ul style="list-style-type: none"> – Internet Strategy for Business – Enterprise Resource Planning – Database Management System 	<ul style="list-style-type: none"> – Product Innovation Strategy – International Business Strategy – Operational Excellence



The PGDM Programme

IILM-Graduate School of Management launched its AICTE approved Post Graduate Diploma in Business Management (PGDM) programme in 1993 to prepare the graduating students for challenging careers through an intensive and rigorous curriculum. Developed over a decade's experience, the innovative teaching learning methodology ensures thorough grounding of fundamental concepts in various fields of management, and concurrently develops in students the requisite pragmatism to test and apply these concepts to real life situations.

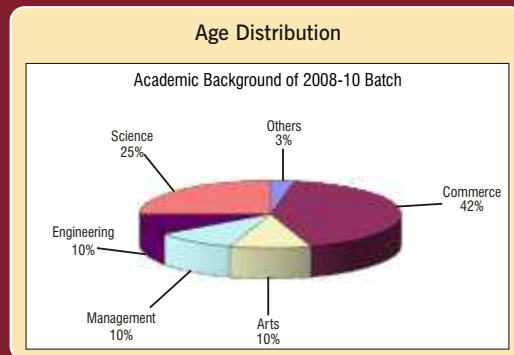
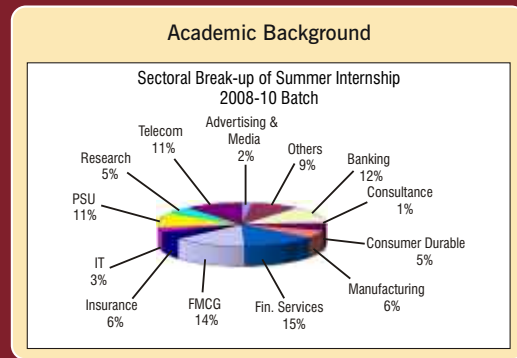
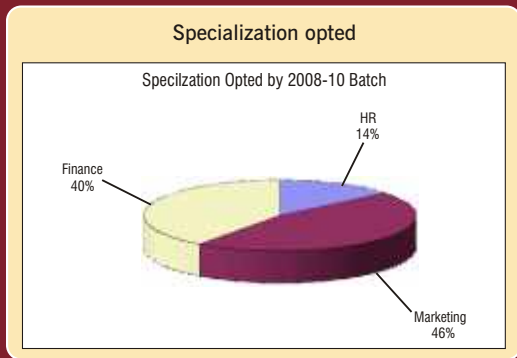
The students participate in an education program, which instills in them professionalism, hard work and high thinking. The institute also exposes the students to all aspects of the economy and its various facets like environment, societal values, human-value and ethics. Thus, within a short span IILM-Graduate School of Management has earned a reputation for its management education, research and consulting.

IILM-Graduate School of Management has full time core faculty strength of sixty plus members with rich and varied academic qualifications from the leading national and international universities and institutions. Most of the faculty members also have an extensive industry experience, to facilitate academia-industry interface that IILM-Graduate School of Management is proud of.

IILM-Graduate School of Management Advantage

- Imparts students the right mix of knowledge, skills and attitudes to successfully meet the challenges of dynamic international business environment.
- Experimental learning to foster in them professionalism, collaboration, importance of leadership, ability to work hard, take thoughtful decisions, develop high thinking and sensitization to social needs.
- High caliber faculty with a strength of 60+ members dedicated to excellence in teaching, research and consultancy.
- International faculty from some of the world's best B-Schools to teach specialized courses.
- Student centric activities such as Clubs and Societies evolve students to learn management by doing.
- Intensive interface with industry to bridge the gap between theory and practice.
- Prepare a graduate who has a strong desire to learn and improve continually, welcome new ideas, value diversity with desire to succeed and give ones best towards excellence in all spheres of life.

Student Analytics of 2008-10 Batch



Final Placement Procedure

- The company should mail the Response Sheet to Placement Office or send a notification via e-mail to placements@iilmgsm.ac.in.
- Pre-placement talks will be held at the institute during placement weeks in which the companies give presentations about their operations and job profiles.
- Detailed resumes of the interested and eligible students are dispatched to the company on request after the PPTs.
- If the company wishes to conduct a written test/preliminary interviews as a part of the selection process, it must do it before the placement week.
- Companies are requested to declare the result of the selection process while on campus.

Summer Placement Process

- The selection process for Summer Placements is an ongoing process.
- There is no system of ranking/slotting the companies and they would be allowed to select the students on a first-cum-first served basis.
- Companies can invite applications for summer placements by inviting resumes of the students.

- Every student is given the option to apply to as many companies as she/he opts. However she/he will be deemed to have opted out of the placement process once an offer is received by her/him. No second offer will be permissible.
- Summer Internship is for six to ten weeks during the months of April-June 2010.

Placement Schedule

Pre-Placement Talk : October 2009 onwards

Placement Weeks : November 9th to November 14th 2009

For more information about the institute, faculty profiles, course curriculum, international associations etc., kindly go through our website www.iilmgsm.ac.in.

The response sheet should be sent to:

The Manager-Placements
The Placement Cell
IILM-Graduate School of Management
16, Knowledge Park - II, Greater Noida, U.P.

Tel : 0120-3374361, 3374319, 3374320, 3374300

Fax : 0120-3374270

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