



भारतीय प्रौद्योगिकी संस्थान दिल्ली  
Indian Institute of Technology Delhi  
Department of Management Studies  
IIT Delhi



# Department of Management Studies

## IIT DELHI

EXCELLENCE | FLEXIBILITY | TRANSPARENCY | MUTUAL RESPECT

### INFORMATION BROCHURE

# DMS, IIT DELHI

From the HOD's desk



**Prof. Kanika T. Bhal**  
(Head of Department),  
DMS, IIT Delhi

The tradition of imparting management education at IIT Delhi dates back to more than three decades. Over the years, management teaching has evolved here and 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. IIT Delhi MBAs have been the 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 a part of the department. We have 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 Confluence, the annual Building India Inc seminar and the management festival Parivartan, have increased interaction of students with industry. Beside these activities, a two month summer internship with reputed organizations, provides the students with vital industry exposure. So, whether you are a prospective student, recruiter or international partner, DMS, IIT Delhi has a lot to offer you. A special word of welcome also to our alumni, who are eminent in every walk of life and in every part of the world.

## Our Vision

To attain global prominence by developing thought leadership, innovative solutions, and responsible business leaders through flexible, values-based management education driven by high impact research.

## Our Mission

To provide high-quality and values-based management education to nurture business leaders with global outlook; conduct cutting edge research to contribute to the body of knowledge in management; and offer innovative management solutions to our stakeholders integrating technology and management for a sustainable world.

## Our Commitment to Stakeholders

**Students:** To provide high impact learning for growth and development.

**Industry:** To provide globally relevant and responsible leaders and solutions.

**Professional Community:** To create knowledge and through leadership.

**Society:** To be responsible citizen and provide innovative solutions for social problems.

**Government:** To address national priorities and technological competitiveness for efficient governance.



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# MBA PROGRAMS

The Department currently runs three MBA programs: a **two-year full time MBA programme**, a **two-year full-time MBA programme with focus on 'Telecommunication Systems Management'** (under the aegis of Bharti School of Telecom Technology and Management) and a **three-year Executive MBA programme with focus on 'Technology Management'**. Department offers functional area specialization in Finance, Marketing, Information Systems, Strategy, Organization Management, Human Resource, Economics, Technology Management and Telecom Management. The students in a two-year full time MBA programme are admitted on the basis of robust **Shortlisting Index (SI)** which takes into account CAT (Common Admission Test) Score, Group Discussion and Personal Interview.



## PEDAGOGY

The Department places heavy emphasis on experiential and process - oriented learning. The pedagogical tools include extensive use of Harvard case studies (HBS), simulation exercises, industry - oriented project work, eight weeks of summer projects, and the like, to facilitate the same. The process - oriented learning is further enhanced by Global Field Studies (GFS) which students undertake for their projects. Besides honing up the skills of individual decision-making, enough emphasis is laid on developing team skills and value focused decision making. The compulsory audit courses are designed for this purpose. Extensive research and consultancy that have gained wide peer level recognition back the teaching.

### Master in Business Administration

With the unique features of systems orientation and a blend of creativity and analytical problem-solving skills, MBA is aimed to develop holistic managers who internalize a synthesis of conventional and modern management - thinking and who can comfortably adapt to changing business requirements. The program provides the students with various routes to the industry, matching its requirements with their skills and predispositions. Every student gets the opportunity to take courses in major - streams: Information Systems, Finance, Marketing, Strategic Management, Human Resource Management and Operations Management. Along with the functional areas of specialization, the students also get a cross functional perspective.

### Master in Business Administration (Telecommunication Systems Management)

The MBA program with focus in Telecommunication Systems Management is a hallmark of techno-managerial excellence imparted to the scholars at DMS. This programme is comprehensive in nature, involving all the business functions – Information Systems, Finance, Marketing, Strategic Management, Human Resource Management and Operations Management, with an emphasis on Telecommunications Systems Management, which provides a strong foundation in Telecom. Technology, Business and Regulation. This programme draws Telecom technology inputs from Bharti School of Telecom Technology and Management of IIT Delhi. The inclusive nature of the program fosters creation of effective managers across different domains, equipping them with holistic skills and a strategic advantage when it comes to leading business in the Telecom sector.

### Executive MBA – 3 Year Master in Business Administration (Technology Management)

For the Indian industry to gain global competitiveness, effective management of technology is crucial. This would mean using technology as a strategic variable to gain competitive advantage and would require an organization to critically understand processes of technology planning and strategy, management of technology transfer and absorption, and more. The Executive MBA programme with focus on 'Technology Management' is aimed at fulfilling these requirements so as to enable the managers to effectively contribute in evolving core competencies in Indian industry. This program is designed to impart management education to working executives.



# DOCTORAL (PhD) PROGRAM



The department of Management Studies has a full-fledged PhD program in Management. With its liberal multidisciplinary approach, the department provides excellent ambience for research amidst the world class infrastructure at IIT Delhi. In a recent Stanford study on Indian Universities doing research in social science, the Department of Management Studies, IIT Delhi has been ranked Second in the Business and Management category. Surpassed only by IIM Bangalore, DMS is ahead of all other IIMs, IITs and ISB.

The research areas are broadly classified into the following areas: Economics, Finance & Accounting, Information Technology & Systems, Marketing, Operations, Supply Chain Management, Strategy, Technology Management and Human Resource Management.

Specific research and teaching interests of the department include:

Global strategy & strategic alliance; Knowledge management; Flexible systems Management & planning of service systems; Technology Management; Systems approach to waste management & productivity; Business forecasting; Strategic business management; Managerial economics International economics; Economic feasibility & Techno economic analysis; Productivity & efficiency analysis; Business ethics & Innovation; R & D management; Intellectual Property Rights; Financial analysis & control; Corporate Finance; International Financial Management Derivatives; Mergers & Acquisition; Risk management; Financial analytics; Financial management of manufacturing & service sectors; Marketing management; Industrial and Hi-Tech marketing; International marketing; Industrial marketing & service marketing management; Strategic marketing; Market research; Consumer behavior; Customer Relationship Management; E-Marketing; Human resource management; Organization management; Organization behavior & Development; Leadership; Entrepreneurship management; Corporate Entrepreneurship; Logistics & Supply chain management; Operations Research; Manufacturing systems management; Project management; Product management; Enterprise resource planning; Total Quality Management; JIT operations; Business Process Re-engineering; Management of IT; System analysis & computer applications; Management Information system & Decision Support System; Business Analytics; E-Commerce; E-Governance; Information Communication Technology & Development; Social Media; Telecom Management.

# COURSES OFFERED



## FINANCE

- Management Accounting
- \* Financial Management
- \* Mergers & Acquisitions
- \* Corporate Governance
- \* Banking and Financial Services
- \* Security Analysis & Portfolio Management
- \* Indian Financial System
- \* International Financial Management
- \* Current & Emerging Issues in Finance
- \* Working Capital Management

## MARKETING

- \* Marketing Management
- \* Market Research
- \* Product Management
- \* Advertising and Sales Promotion Management
- \* Corporate Communication
- \* Sales Management
- \* International Marketing
- \* Industrial Marketing Management
- \* Current & Emerging Issues in Marketing



## ORGANIZATION BEHAVIOUR AND HUMAN RESOURCE MANAGEMENT

- \* Communication Skills
- \* Negotiation Skills & Strategies
- \* Interpersonal Behavior & Team Dynamics
- \* Individual Behavior in Organization
- \* Managing With Power
- \* Developing Self Awareness
- \* Ethics & Values Based Leadership
- \* Organizational Structure and Processes
- \* Management of Change
- \* International Human Resources Management
- \* HRM Systems
- \* Current & Emerging Issues in Organizational

## OPERATIONS

- \* Operations Management
- \* Procurement Management
- \* Services Operations Management
- \* Total Quality Management
- \* Manufacturing Strategy
- \* Supply Chain Analytics
- \* Supply Chain Modeling
- \* Total Project Systems Management
- \* Applied Operations Research
- \* Current & Emerging Issues in Manufacturing Management
- \* Supply Chain Logistics Management
- \* Quantitative Methods in Management



# COURSES OFFERED

## INFORMATION SYSTEMS

- \* Cyber Security: Managing Risks
- \* Big Data Analytics & Data Science
- \* Electronic Commerce
- \* Business Intelligence
- \* Business Process Management with IT
- \* Enterprise Cloud Computing
- \* Digital Marketing-Analytics & Optimization
- \* IT Consulting & Practice
- \* Mobile Commerce
- \* Data Analytics using SPSS
- \* Predictive Analytics
- \* Social Media & Business Practices
- \* Software Project Management
- \* Electronic Payments

## STRATEGIC MANAGEMENT

- \* Strategic Management
- \* Strategic Technology Management
- \* Fundamentals of Management of Technology
- \* Management of Innovation and R&D
- \* Management of Technology Transfer and Absorption
- \* Systems Thinking
- \* Creative Problem Solving
- \* Flexible Systems Management
- \* Strategy Execution Excellence
- \* International Business
- \* Strategic Change & Flexibility
- \* Global Strategic Management
- \* Strategic Alliance

## ECONOMICS

- \* Managerial Economics
- \* International Economic Policy
- \* Financial Mathematics
- \* Statistics for Management
- \* Econometrics
- \* Macro Economics

## TELECOM MANAGEMENT

- \* Telecommunication Systems
- \* International Telecommunication Management
- \* Telecom System Analysis Planning & Design
- \* Telecom Systems

## FACULTY PROFILE



**Prof. Kanika T. Bhal**  
(Professor and Head of Department)

**Research and Training Interests:**

Corporate Governance, Business Ethics,  
Leadership and Culture, HRM

**Ph.D., IIT/K; VF Sloan School of  
Management, MIT**

**Area: OB & HR**



**Prof. P. K. Jain**  
(Professor)

**Research and Training Interests:**

Financial Management,  
Management and Cost Accounting,  
Corporate Finance and Corporate  
Restructuring and Business Valuation

**Ph.D., Delhi University**

**Area: Finance**



**Prof. Sushil**  
(Professor)

**Research and Training Interests:**

Strategies Management, Strategic  
Alliances and M & A, Flexible Systems  
Management, Strategic Change &  
Flexibility, Technology Management,  
Creative Problem Solving, Waste  
Management and Sustainability

**Ph.D., IIT/D**

**Area: Strategy**



**Prof. Surendra S. Yadav**  
(Professor)

**Research and Training Interests:**

Corporate Finance, International Finance,  
International Business, Security Analysis  
and Portfolio Management, and General  
Management

**Ph.D., Paris**

**Area: Finance**



**Prof. Sudhir K. Jain**  
(Professor)

**Research and Training Interests:**

Managerial Economics, Entrepreneurship  
Management & Intellectual Property  
Rights

**Ph.D., IIT/K**

**Area: Economics**

(currently on leave)



**Prof. M.P. Gupta**  
(Professor)

**Research and Training Interests:**

Information System, Business  
Intelligence, E-commerce and E-  
governance

**Ph.D., IIT/D**

**Area: Information Systems**



# FACULTY PROFILE



**Prof. Ravi Shankar**  
(Professor)

**Research and Training Interests:**

Supply Chain Management, Operations Management, Project Management, Total Quality Management & Six Sigma, Strategic Technology Management, Quantitative modeling & Optimization, Knowledge Management

**Ph.D., IIT/D**

**Area: Operations & Supply Chain Management**



**Dr. Seema Sharma**  
(Associate Professor)

**Research and Training Interests:**

Productivity and Efficiency Analysis, Socio-economic Analysis, Energy Economics and Sustainable Development

**Ph.D., IIT/D**

**Area: Economics, Statistics**



**Dr. Mahim Sagar**  
(Associate Professor)

**Research and Training Interests:**

Marketing, Brand Management, Ethical Brand Positioning, Product Management, Consumer Based Business Strategy, Telecom Policy and Management

**Ph.D., IITM/G**

**Area: Marketing**



**Dr. P. Vigneswara Iavarasan**  
(Associate Professor)

**Research and Training Interests:**

Information and Communication Technologies & Development (ICTD), Information Technology Industry in India, ICTs & Government, Social Media & Business Practices.

**Ph.D., IIT/K**

**Area: Information Systems**



**Dr. Harish Chaudhary**  
(Assistant Professor)

**Research and Training Interests:**

Marketing Management, Strategic Marketing, Education Management, Product Planning & Management, and Brand Management

**Ph.D., IIT/D**

**Area: Marketing**



**Dr. Surya Prakash Singh**  
(Associate Professor)

**Research and Training Interests:**

Operations Management, Manufacturing Systems, Optimization Techniques, Operation Research and Supply Chain Management, Project Management, Modelling Operations and Big Data Analytics

**Ph.D., IIT/K; PDF (NUS Singapore-MIT USA Alliance)**

**Area: Operations**

## FACULTY PROFILE



**Dr. Shveta Singh**  
(Associate Professor)

**Research and Training Interests:**

Financial Management, Security Analysis and Portfolio Management and Corporate Governance

**Ph.D., University of Allahabad**

**Area: Finance & Corporate Governance**



**Dr. Jitendra Kumar Madaan**  
(Assistant Professor)

**Research and Training Interests:**

Operations Mgmt., Supply Chain Management, Information System, Modeling / Simulation of Flexible/Sustainable System, Effectiveness System Architecture and Reverse/Green Supply Chains

**Ph.D., IIT/D**

**Area: Operations**



**Dr. Sanjay Dhir**  
(Assistant Professor)

**Research and Training Interests:**

Strategic Management, Joint Ventures, Innovation, Creative Problem Solving, Technology Transfer and Strategic Alliances

**Fellow, IIM Lucknow**

**Area: Strategy**



**Dr. Amlendu Kumar Dubey**  
(Assistant Professor)

**Research and Training Interests:**

Macro Economics & Econometrics

**Ph.D., IGIDR, Mumbai**

**Area: Economics**



**Dr. Shuchi Sinha**  
(Assistant Professor)

**Research and Training Interests:**

Leadership development, Identity work, Workplace controls, Service work, Managing change, Workplace Spirituality

**Ph.D., University of London**

**Area: OB & HR**



**Dr. Smita Kashiramka**  
(Assistant Professor)

**Research and Training Interests:**

Financial Accounting, Financial Management, Financial Markets and Institutions, and Corporate Restructuring

**Ph.D., BITS/Pilani**

**Area: Finance**



**Dr. Arpan Kumar Kar**  
(Assistant Professor)

**Research and Training Interests:**

E-Commerce, M-Commerce, Social Media, Business Analytics and Intelligence, Digital Marketing and Software Project Management

**Fellow, XLRI**

**Area: Information Systems**



# FACULTY PROFILE

## Ms. Vandana Chak (Visiting Faculty)



**Research and Training Interests:**  
Education, Corporate Law and Governance, Community Development and Revitalization

**Esq. Adv. LL.M. (Harvard), LL.B. (Delhi), B.A. Honors (LSR)**

## Dr. Manoj K Sharma (Visiting Faculty)



**Research and Training Interests:**  
Strategy, Telecom Policy & Management, Policy Analysis, Flexible Systems Management, Corporate Governance, E-Governance, Supply Chain Management and Project Management

**Ph.D., IIT/D**

## Dr. Jaijit Bhattacharya (Adjunct Faculty)



**Research and Training Interests:**  
Next Generation Governance, E-Governance, Open Technology and Applications, IT Business Modeling and Strategy  
**Ph.D., IIT/D**

## Dr. Sanjay Patro (Adjunct Faculty)



**Research and Training Interests:**  
Marketing

**Associate Dean, FPM & Research, XLRI Jamshedpur**

## Dr. Vasant Dhar (Adjunct Faculty)



**Research and Training Interests:**  
Information Systems

**Director, Center of Digital Economy Research, Stern Business School, USA**

## Guest Faculty

**Dr. Sharda S Nandram,**  
Associate Professor,  
Nyenrode Business Universiteit,  
Netherlands

**Prof. Suman Modwel,**  
School of International Business ENPC  
France

**Mr. Ashok Wahi,**  
Director, Convergys

**Prof. S. G. Deshmukh,**  
Director, IIITM Gwalior

**Prof. Arvind Mahajan,**  
University of Texas, USA

**Prof. Stan Kachnowski,**  
Columbia University

**Prof. V. Upadhyaya,**  
Humanities & Social Sciences, IIT Delhi

**Dr. Vinay Bharat Ram,**  
CEO, DCM group

**Dr. Shyam S. Sethi,**  
Life Time Associate, Whirlpool

**Dr. A. Khurana,**  
Humanities & Social Sciences, IIT Delhi

**Mr. Umeshwar Srivastava,**  
M.D., Ei-In (Pvt.) Ltd.

**Dr. K.V. Damodaran,**  
Joint Director, TRAI

**Prof. M.Y. Khan,**  
Ex. Dean, Faculty of Business  
(Delhi University)

**Dr. Vinay Kumar,**  
Ex-Advisor, DSIR

**Dr. D. Vijayrao,**  
DRDO

**Prof. Abid Haleem,**  
Jamia Millia University, Delhi

**Mr. Priyank Narayan,**  
Founder, IndiaPreneurship and People  
Dynamic

**Dr. Kamlesh K Bajaj,**  
CEO, Data Security Council of India

# Life at DMS

**Learning**



**Alumni Meet**



**Interactions**



**Conclave**



**Rendezvous**



**Business Competitions**



**Personality Development**



**Sports**





# Life at DMS

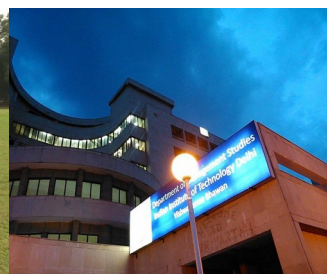


DMS, IIT Delhi believes in an overall development of a student and in order to achieve this we try to make the stay at DMS exciting and enriching. Life @ DMS is a combination of case studies, assignments, exams, guest lectures, competitions, Alumni meets, organizing events and lots of fun. In the Fun part students of DMS go on trips which includes a global field study where DMS students visit different industries and universities in different countries, participate in different cultural and sports events. Our list of achievements in business and cultural events shows that our students have maintained a right mixture of work and fun in their life.

DMS, IIT Delhi is situated at a strategic position in NCR hence students are exposed to lots of events organized by GOI and other eminent bodies like TRAI, CII and FICCI. Because of DMS presence in Delhi DMS students also enjoys an advantage of knowing the current policies and government take on these policies. IIT the parent body of DMS in collaboration with GOI organizes many events where eminent personalities visits the campus and expresses their views on technology and management.

DMS believes in providing world class facilities to its students. It comprises a separate auditorium, world class lecture rooms, a library containing all important business materials, etc. Along with the above facilities DMS also have conference room, syndicate room and computer labs to keep the student in pace with world class institutes. Other than these facilities students also have the access to IIT facilities like Club Building, Gymnasium Hall, Swimming Pool, Amphitheatre, Music Rooms, and Hobbies Workshop.

DMS students organize many business meets and guest lecture series to keep themselves updated and industry ready. Building India Inc., Confluence, Horizon and Strategia among others, are business guest lecture series which our institute has been organizing for a decade. We also organize Alumni meets in different cities like Delhi, Mumbai, and Bangalore to keep our Alumni engaged with the institute and shares their industry experience and success mantras with us. Parivatan, the flagship event of DMS is one of the biggest B-school event of this country and is organized to encourage interaction between various institutions and to promote competitions of high standard.



# INFRASTRUCTURE and FACILITIES



## DEPARTMENT OF MANAGEMENT STUDIES

The Department of Management Studies has five fully air conditioned Wi-Fi enabled lecture theatres equipped with LCD projectors to ensure the best possible environment for learning. The auditorium has a seating capacity of over 120 and hosts numerous guest lectures, seminars and other programmes. There is also an exclusive library in addition to the central library of the institute.

The following laboratories facilitate learning and research:

1. Computer Lab
2. Behavioral Lab
3. Strategy and Competitiveness Lab
4. Intellectual Property Rights Cell
5. Entrepreneurship Development Cell

A large collection of software packages such as SPSS, AMOS, STATA, Hummingbird Knowledge Management Suite, Prowess, LINGO, ARENA etc.) are available in the laboratories. Further, the Behavioral Laboratory has in-house camera, TV, VCR and specialized software to help the students hone their behavioral skills. The department has adequate work space for all the full time PhD students.

## IIT DELHI

The Department's own impressive infrastructure is further augmented by that of IIT Delhi. The Central Library of the Institute has over 300,000 books, out of which over 21,000 pertain to management. Through INDEST (Indian National Digital Library in Engineering, Sciences and Technology) and other subscriptions, the students have access to a vast array of journals and databases, including Euromonitor, Capitaline, Science Direct, CMIE (Centre for Monitoring of Indian Economy) Scopus database, EBSCO database, Emerald database, ASCE Journals, INSIGHT, Nature Sci Finder Scholar access, ACS achieves, JSTOR etc. Institute also provides latest software such as MATLAB and ARENA simulation for the research work.

The Institute provides accommodation for all students in its thirteen hostels out of which three are exclusively for girls:

Each hostel is self-contained with a mess, common room, reading room, indoor games room, gym and other such facilities. The rooms are provided with internet through a 10 Mbps leased line. There is a Warden-in-charge of every hostel. An elected student body with House Secretary, Mess Secretary, Cultural Secretary, Sports Secretaries, and Secretaries for various functions and along with club representatives run the hostel functions and ensure that the stay in hostel is memorable. The huge 320 acre campus also provides ample opportunities for sports and games. There are grounds for hockey, football and cricket; basketball, volleyball, badminton and tennis courts, along with a multi-equipment gym and a swimming pool.

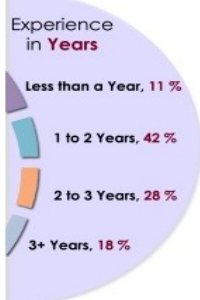
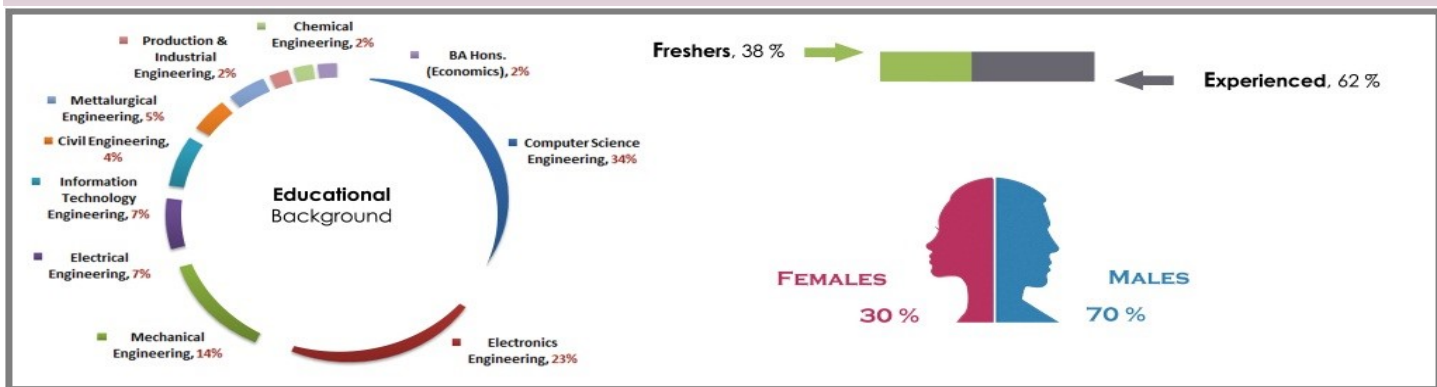
The excellence of the infrastructure available at both Departmental and Institute level ensures an extremely enriching experience for the student – academically as well as at other levels. Learning takes place not just inside the classroom, but in a very large number of settings and activities that DMS and IIT Delhi expose one to.



# BATCH PROFILE



## CLASS of 2015-2017





# THE CLUBS GALORE

The club activities along with the academic rigor make learning holistic. The following is a quick peek into the clubs that exist in DMS and their functions.



## D-Mint The Finance Club

The Finance and Economics Club of DMS has its own special legacy. Ratios have been debated, approaches to evaluation have been discussed and many a times rating agency has been blamed in our sessions.

## Chamber 42

The Consulting and Strategy Club takes up case studies on a regular basis to ensure that students understand the complexities underlying strategic decision-making. The club familiarizes the students with various consulting frameworks, which are then applied to develop solutions for given problem statements.

## G-String

The official music club of DMS provides a clique for musical events throughout the year. It seeks to bring together the everyone with a passion for any genre of music. It is the perfect refuge for all those who can't seem to fill their appetite for music.

## EntreeBiz

The entrepreneurship development cell of DMS brings to life under the aegis of great business leaders of IIT Delhi fraternity.

## Opcentuate

The Operations Club conducts a variety of events aimed at honing the skills of the students in applying concepts learnt in the classroom. Many of the club's activities involve developing solutions for different problems within IIT Delhi itself. It also aims to make sure the students are up to date with the latest best practices in the world of operations and manufacturing.

## Quiz Club

The Club's focus lies on business quizzing. The club sessions are a window to the business world, its current affairs, history, origins and if one can extrapolate one will get a glimpse of

## Oculus

The Photography club of DMS instigates the artistic perspective of students with regular excursions to exotic locations, and also supplements DMS editorials and blogs by capturing crisp moments at all the major events of DMS.

## Ad-Marque The Marketing Club

Ad-Marque, 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.



# COMMITTEES at DMS



Management Systems Society

The MSS oversees and coordinates the functioning of various clubs and committees at DMS. It works under the guidance of a faculty coordinator and is responsible for allocation and monitoring of the funds spent by the bodies under it. Other notable initiatives presently underway include a Vendor Management System to reduce costs and the formation of a formalized Students Council.

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, winters and final placements. The team plays an integral and vital role in building the DMS brand in the corporate world.

Industrial Interaction Committee

The activities of the Committee include organizing business summits, arranging guest lectures, seminars, round table conferences and symposiums by eminent personalities from various sectors. Building India Inc. and Confluence are the flagship events where industry experts share their experience with the students of the department.

Cultural Committee

It organizes the national level annual business festival of the Department "PARIVARTAN" that takes a snapshot of the Indian business scenarios through a spectrum of events ranging from business plan, case studies, paper presentations, brand equity quizzes to seminars and talk series.

Admissions Committee

The Admissions Committee is responsible for conducting all the activities related to the admissions in the institute. The face of the college for prospective students, the committee surely has a challenging and exciting job to do and strives for continual improvement in the admissions process.

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 organizing "All India Alumni" meets, where they share their valuable insights about the corporate world, specializations and life in general.

Media Committee

The Media Committee (MediaCom) is the blood stream of all activities at DMS. It's primary activity is brand building and promotion of DMS through the media.

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.

Sports Committee

What is life with all work and no play? Here at DMS, we take pride in our ability to maintain a fine balance between both. The Sports Committee is at the fore in organizing and facilitating the sporting endeavors of DMS.

Global Field Study Committee

This committee is responsible for organizing trip to various universities and industries across the world that exposes the students to global business environments and pedagogies.



# EVENTS at DMS



## PARIVARTAN

DMS has its own flavor while organizing a cultural and a competitive extravaganza. Parivartan envelopes a wide range of events and competitions challenging the best Business brains of the country on different frontiers of management and unscaled domains of non management activities. A perfect mixture of culture with a managerial flavor, Parivartan brings along a wide range of events like Corporate Roadies, Nut crackers, B-School Got talent etc. Every February Parivartan comes along with a wide variety of questions and creates new for next year.



## Parivartan PRESENTS



DMS, IIT DELHI

a nation awaits for you @ IIT Delhi



## RENDEZVOUS

Rendezvous, the cultural fest of IIT Delhi, started way back in 1978; those black and white photographs still haunt the dusty cabinets at IIT Delhi. Today we realize that a few things remain constant though, the zeal, the passion, the amazing enthusiasm and the camaraderie that the people share. Rendezvous introduces a host of new events, in addition to the past favorites. With the choice of informal events, competitive ones and performances lined up at this year's Rendezvous, where else would you be this October?



# EVENTS at DMS



STRATEGIA '15

The Industry Interaction Committee of DMS, IIT Delhi organized STRATEGIA '15 (Analytics & Consulting Conclave) where eminent guest speakers have been invited to share their key insights and enlighten the students on Analytics and Consulting domain. The topic for the first session was 'Leading Business Change through Analytics'. The topic for the second session was 'The Digitization Megatrend - Consulting in the Age of Disruption'.

The Department of Management Studies, IIT Delhi successfully organized **Horizon '15**, the annual Human Resource Conclave, on September 26, 2015. The first session of the event focused on the theme "Employee Growth in times of Economic Growth - Devising the firm's hiring, training and development agenda". The post lunch session focused on the theme: "Local Leaders drive Global Success - Globalization spurs HR to rethink hiring, operating models".



HORIZON '15

## BUSINESS LEADER LECTURE SERIES - RECENT GUESTS



Mr. Vipul Tuli, Director- McKinsey & Company



JANE (Japan Association of New Economy)

## RECENT COMPETITIONS HOSTED BY DMS, IIT DELHI



Department of Management Studies (DMS), IIT Delhi & Healthcare Innovation & Technology Lab, New York conducted HITLAB INNOVATORS SUMMIT INDIA 2015. The HITLAB Innovators Summit culminates in the HITLAB World Cup India 2015, a challenge of unparalleled diversity where innovators from start-ups present original solutions to pressing global healthcare challenges.

## EVENTS at DMS

## BUILDING INDIA INCORPORATED



“Building India Inc.”, the annual seminar series organized by Department of Management Studies IIT Delhi, is a podium to highlight the contribution of Corporate India in the Indian Economy and towards making India a developed nation. This seminar is an attempt to bring together the government, corporate and the academia, to deliberate on the issues and challenges facing the nation and share their experiences and views with the larger audience.



**Mr. Anup Roy Chaudhary**

Chairman and MD,  
NTPC



**Mr. Rajat Sharma,**

Chief Editor, India Today

**Mr. Sam Pitroda,**

Former Advisor to the Prime Minister on Public Information Infrastructure & Innovations (PIII)



CONFLUENCE '15

The Department of Management Studies, IIT Delhi organized **Confluence '15**, the annual Finance & Marketing Conclave on September 12, 2015. The first session was marketing oriented based on the theme "Target Marketing: Emerging Trends in Optimizing Business". The post lunch session was finance oriented based on the theme "Vision 2020: Innovating towards a Better Financial Health".

The Industry Interaction Committee of DMS, IIT Delhi organized **OPERA '15** (Operations Conclave) where eminent guest speakers have been invited to share their key insights and enlighten the students. The topic for the first session was 'Smart Supply Chain: What makes them really smart'. The post lunch session focused upon the topic- "Reverse Logistics - An Untapped Revenue Stream".

OPERA '15





# GLOBAL FIELD STUDY

## *DMS IIT Delhi students make GFS to Netherlands, Belgium and France in 2016*

The Global Field Study trip to Europe covering Netherlands, Brussels and Paris stood out to be a wonderful trip with its enriching insights of knowledge and enjoyment offered to students. The students of DMS had attained an international industry exposure through the visits to Heineken Brewery, European Parliament, AUDI factory, Yakult and ESSEC business school during their stay in Europe.



Each of the visits to the above industries proved out to be one of its kind. The Heineken experience detailed its entire brewing mechanism to the students through an extremely interactive and knowledgeable session. The visit to European Parliament provided huge information to students regarding the history of Europe and the formation of EU. The experience at AUDI happened to be a loveable experience giving deeper manufacturing insights of AUDI's approach through a tour to their assembly line and body shop. Yakult was a great learning in terms of how technology is used in the creation of probiotic dairy product to benefit its customers. The ESSEC business school provided the platform for interaction with international B-School students and increased the student's perception on IOT through an interactive session by Prof. Fourcadet.

Apart from the huge industry exposure offered by the trip, the visits to 'Dam Square' and canal cruise at Amsterdam, Eiffel tower, Seine river cruise and 'Disney land' offered a fun-loving experience. Overall the Europe trip was a unique opportunity offered by DMS to the students to broaden their international exposure.



## *GFS to Singapore*

The Singapore field study was kick started with a visit to the Coca Cola bottling plant located at the outskirts of Tuas, a large industrial zone located in the western part of Singapore. participation from students, academia and industry. They also went to East Asian School of Business. A visit to Shell's corporate office was also organized.



## DISTINGUISHED ALUMNI

- ♦ **Pearl Uppal**  
Founder, **Sideas inc**
- ♦ **Rajnish Sharma**  
CEO, **UTD Motors**
- ♦ **Parag Sharma**  
CEO, **ReNew Wind Power Private Limited**
- ♦ **Vijay Kumar**  
CEO, **Vaibhav Informatics**
- ♦ **Sanjeev Sadavarti**  
CEO, **Q Ultima Consultants**
- ♦ **Ajit Jain**  
Vice President, **Deutsche Bank**
- ♦ **Ajay Gupta**  
Head, Infra Finance, Investment Banking, **HDFC**
- ♦ **Sandeep Malhotra**  
Sr. Director, **ICICI Ventures**
- ♦ **Rajesh Raghuwanshi**  
Regional Business Leader, **Yes Bank**
- ♦ **Ankur Dhingra**  
VP, **AMEX**
- ♦ **Nikhil Gupta**  
Head of Analytics, **JP Morgan Chase**
- ♦ **Rohet Sareen**  
VP, **Credit Suisse**
- ♦ **Pradeep Joshi**  
Head, Business Excellence, **Franklin Templeton Inv.**
- ♦ **Simardeep Singh**  
VP, Transformation & Process Excellence, **HSBC**
- ♦ **Satyam Kumar**  
Director, **CitiGroup global markets**
- ♦ **Tanay Sape**  
VP, **Barclays Capital Japan Ltd.**
- ♦ **Divyaman Srivastava**  
AGM, **RBI**
- ♦ **Gautam Garg**  
Director- Integration, **Pepsico**
- ♦ **Parag Sharma**  
Associate Director, **KPMG**
- ♦ **Manu Dwivedi**  
Associate Director, **PricewaterhouseCoopers**
- ♦ **Anshuman Kalia**  
Head Business Consulting, **IBM**
- ♦ **Shreejay Mehta**  
IT Leader, **GE Healthcare**
- ♦ **Munish Myer**  
Director, **A.C. Nielsen**
- ♦ **Ashok Kamal**  
Chairman, **Orient Resins Group**
- ♦ **Savinder Sarna**  
CEO, **Mconverge Services**
- ♦ **Kapil Bardeja**  
CEO, **Kritikal Secure Scan**
- ♦ **Sanjay Gupta**  
CEO, **Mobisolv**
- ♦ **Aneesh Chaudhry**  
Director, **Unilever**
- ♦ **Gautam Garg**  
Director – Integration, **Pepsico International**
- ♦ **Uday Maydeo**  
Deputy General Manager, **Aditya Birla Group**
- ♦ **Arun Sethi**  
Director Quality, **United Health Group**
- ♦ **Ramit Mahajan**  
Business Planning and Operations Leader, **SABIC**
- ♦ **Gaurav Saxena**  
Head, Logistics, **SONY**
- ♦ **Ajoy Shah**  
Deputy Gen Manager, **JK Tyres**
- ♦ **Amit Gossain**  
EVP, **JCB India Ltd.**
- ♦ **Neeraj Vyas**  
VP, **Ericsson**
- ♦ **Subba Rao**  
Director, **Scheinider Electric**
- ♦ **Ashish Mathur**  
Director, **Emerson**
- ♦ **Anshuman Kalia**  
Head – Deployment, **Nokia**
- ♦ **Gundeep Singh Sandhu**  
Director - SEA & Korea (Applications), **Teradata**
- ♦ **Kapil Ghorse**  
Head, Chief projects Officer, **Trident**
- ♦ **Anurag Joshi**  
Regional Head, Middle East, **Airtel**
- ♦ **Shagun Chadha**  
Head, VAS, **Aircel**
- ♦ **Pankaj Nawani**  
AVP, **Max Newyork Life Insurance co.**
- ♦ **Sanjay Khanduja**  
GM, **Pearson India**
- ♦ **Rohet Sareen**  
VP, **Maersk**

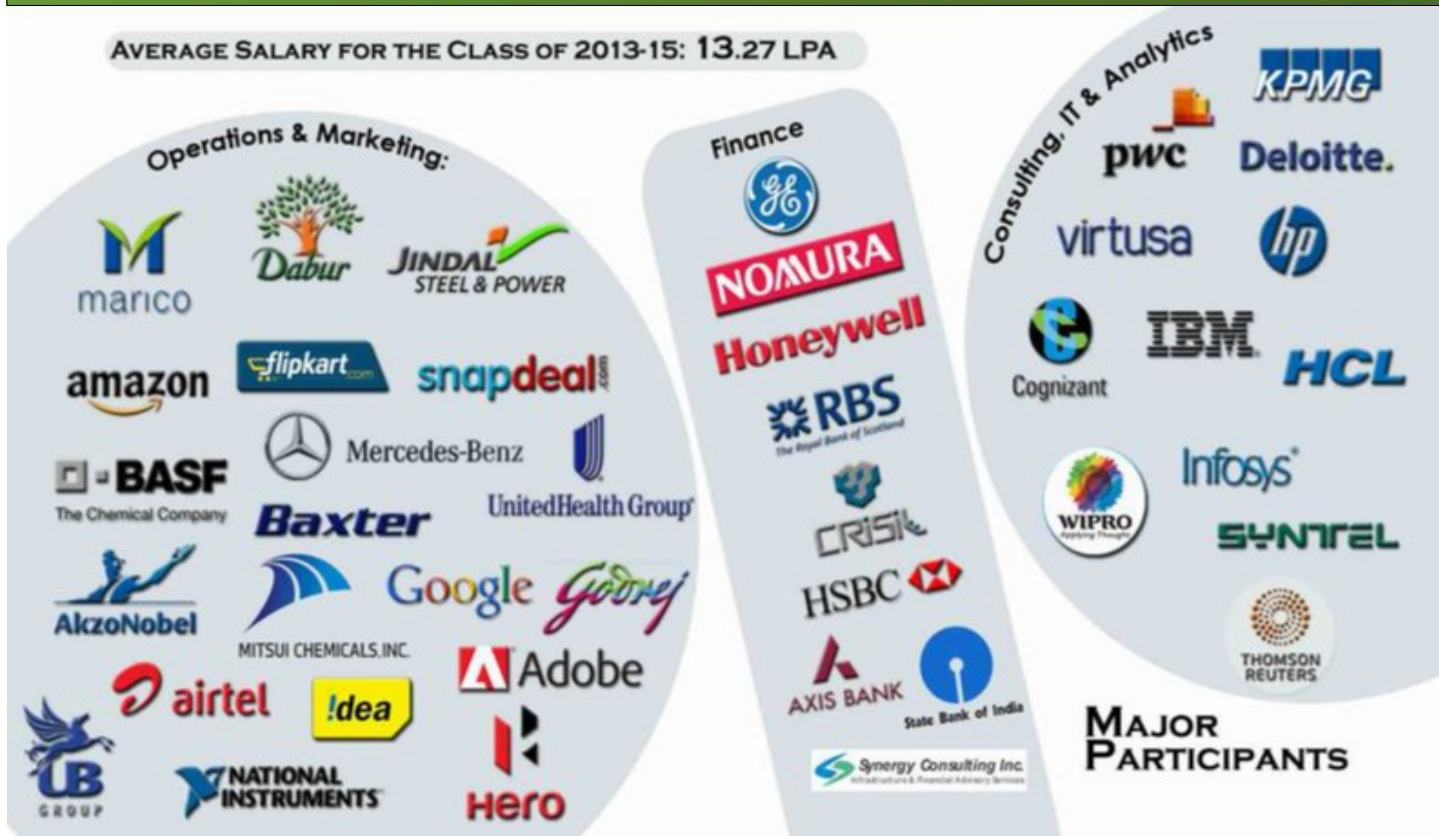
# CAMPUS ENGAGEMENT

At DMS we intend to foster functional, mutually beneficial and long-term relationships within our corporate and industrial networks. By means of a comprehensive approach aptly titled the Campus Engagement Program, we attempt to involve our potential employers and recruiters throughout the year, in a variety of avenues such as:

LIVE PROJECTS & COMPETITIONS	GUEST LECTURES	SPONSORSHIPS
<ul style="list-style-type: none"> <li>* VIRTUAL INTERNSHIPS</li> <li>* CASE STUDIES</li> <li>* RESEARCH AIDING TERM PAPER</li> </ul>	<ul style="list-style-type: none"> <li>* BUSINESS LEADER LECTURE SERIES</li> <li>* CONFLUENCE</li> <li>* WORKSHOPS</li> </ul>	<ul style="list-style-type: none"> <li>* SPONSORSHIP FOR MANAGEMENT: CULTURAL FESTIVAL OF DMS-PARIVARTAN</li> <li>* SPONSORSHIP FOR ANNUAL BUSINESS SUMMIT: BUILDING INDIA INC.</li> </ul>
WINTER INTERNSHIPS	FINAL PLACEMENTS	SUMMER INTERNSHIP
<ul style="list-style-type: none"> <li>* FULL TIME INTERNSHIP</li> <li>* DURATION: ONE AND A HALF MONTH</li> <li>* TIMELINE: DECEMBER - JANUARY</li> </ul>	<ul style="list-style-type: none"> <li>* COVETED PROFILES OFFERED</li> <li>* LEADERSHIP PROGRAMS, GENERAL MANAGEMENT ROLES &amp; INTERNATIONAL OFFERS</li> </ul>	<ul style="list-style-type: none"> <li>* 3 MONTHS ADVANTAGE</li> <li>* DISTINCTIVE INTERN PERFORMANCE HIGH PPI TO PPO CONVERSIONS</li> </ul>

## PLACEMENT 2014-2015 HIGHLIGHTS

AVERAGE SALARY FOR THE CLASS OF 2013-15: 13.27 LPA



# EMINENT VISITORS

Dr. APJ Abdul Kalam, Hon. Ex. President of India  
A P Verghese, Executive Director (LNG), IOCL  
A. Chandrashekar, Director, TCIL  
Abhishek Pandey, Corporate VP, Max Life Insurance Co. Ltd  
Aevinder Gill, President, W.M. Sunroofs Ltd  
Agendra Kumar, Director, Symantec Corp  
Ajay Garg, Managing Director, Equirus Capital  
Ajay Gupta, AVP, Hughes Software  
Alok Agarwal, CEO, Polaris  
Alok Baveja, Rutgers, US  
Alok Chaudhary, Sheffield University, UK  
Amarjit Singh, Regional Manager, SEBI  
Amit Chatterjee, Tata Honeywell  
Amit Puri, Global Delivery Leader, IBM-Twitter  
Amrita Das, Associate Director - HR, HCL Technologies  
Amrita Gangotra - Director, Airtel  
Anand Shankar, Director, Eicher Motors  
Anil Aggarwal, CEO, Vedanta Group  
Anil Jain, Product Group Head, Electrolux.  
Anshuman Gupta, Associate Director, CTS  
Anup Pandey, MD & Country head, NetCustomer  
Anupam Singh, CEO, Conexant India  
Anuradha Balram, Consultant, ADB  
Anurag Mehra, Director, KPMG  
Anurag Sharma, Perot Systems  
Arun Bhalla, Executive Director (BD), Power Trading  
Arun Jaitley, Ex- Minister of Commerce  
Arvind Mediratta, VP Marketing, Whirlpool  
Arvind Singhal, Chairman, KSA Technopak.  
Ashok Bhattacharya, VP - HR, Dalmiya Cements  
Ashok Sethi, CIO, Sapient Corporation  
Ashok Wahi, Director, Convergys  
Atul Chaturvedi, COO, Idea Cellular  
Avik Banerjee, Product Manager, Adobe India  
B K Gairola, DG, NIC  
Balaji Iyengar, Plant Manager and Regional HR, Baddi Plant, P&G  
Balbir Kaur, Director Research, RBI  
Ben Gaucherin, CTO, Sapient Technologies  
BVR Subbu, MD, Hyundai Motors India  
Capt I. S. Mohan Ram, President, TVS Motors  
Cariappa Appaish, VP Marketing, LG Systems  
Chintamani Rao, President, McCann Ericsson Corporation  
Chitrangna Minocha, KPMG  
Deepak Bajaj, Director, Unitech Reality Investors  
Deepak Jain, Partner, Bain & Company  
Deepak Puri, CEO, Moser Baer India  
Deepak Sethi, CEO, Mayer Pharma  
Deepinder Bedi, Executive Director, Tulip Telecom  
Dharmender Kapoor, COO, Birla Soft  
Dhruva Gupta, Advisor, IFCI  
Dilip Modi, CEO, Spice Group  
Dinesh Tiwari, Managing Director, Multiples Alternate Asset Management  
F.C.Kohli, Emeritus Vice Chair, TCS  
Gulraj Bhatia, VP Marketing, NIIT  
Gunjan Bhardwaj, Innoplexus  
Gurcharan Das, Author, Columnist, TOI, India  
Indranil Chakroborty, Director, Business Management, Barclays  
Jay Sultan, Strategy Consultant, Edifecs Technologies Pvt. Ltd.  
Jaideep Gokhale, Marketing Communications Director, Region South Asia, East Asia and Oceania, Tetra Pak  
J.C. Jhuraney, VP - HR, Samtel Group  
Jasbir Singh, CTO, Airtel  
K K Agrawal, Ex. Vice Chancellor, IP University  
K.Kulbhushan, Head (Quality), Jubilant Organosys  
Kalpana Jain, Senior Director, Deloitte  
Kalyaan Banerjee, Co-founder, Mindtree  
Kapil Mehta, Max New York Life  
Keith Budge, Managing Director, Oracle  
Khalid Raza, IBM  
Kiran Bedi, Social Activist  
Krishan Kalra, Secretary General, PHD Chambers

Kunal Bajaj, TRAI  
Mahesh Mahajan, VP Marketing, TCS  
Manish Maheshwari, VP & Head of Seller Ecosystem, Flipkart  
M. Pazi Sinjela, Dean, WW Academy, WIPO  
Mahesh Gupta, Chairman, KENT RO Systems Ltd  
Manoj Chugh, CEO, EMC India  
Manoj Dhingra, Director Finance, KPMG  
Massoud Amin, Director CDTL, University of Minnesota, USA  
Mita Ray Brahma, Corporate HR, Nucleus s/w  
Murali Iyer, Director HR, Crisil  
Murlidhar Rao, COO, NIS  
N. N. Akhouri, VP -HR, Hero Honda.  
Namrata Suri, Director NIA  
Naveen Jindal, MP & MD, Jindal Power and Steel  
P Jalote, Director, IIIT, Delhi  
P. K. Agarwal, Director, EIL  
Palash Jain, Director, Google  
Parul Soni, Executive Director, E&Y  
Piyush Singhanian, KPMG  
Pradeep Jolly, Jt. MD, Fena (P) Limited  
Pratyush Kumar, President and CEO, GE Infrastructure  
Pushpendra Rai, Director, WIPO  
R Ramakrishna, Director, SAP  
R. Mukerjee, Head, Corp affairs, Idea Cellular  
Rajeev Karwal, CEO Electrolux  
Rajendra Singh, Advisor, TRAI  
Rajiv Chawla, President, FSIA  
Rajiv Karwal, CEO, Milagrow  
Ranjan Kumar Dash, Asst. VP, Axis Bank  
Ravi Vasudev, Director (F), Shivani Locks  
Rohit Mahajan, CEO, Saviance Technologies  
Rohit Sharma, Senior Director-Supply Chain, Flipkart  
Ruchir Godhra, Country Manager, UTStarcomm  
Samiron Ghoshal, Partner, Advisory Services, E&Y  
Sanjay Thawakar, Assistant Vice President, Max Life Insurance Co. Ltd  
S D Saxena, Director-Finance, BSNL  
S R Rao, Additional Secretary, DIT  
S Ramakrishna, Executive Director, Caterpillar  
S. M. Krishna, CM Karnataka  
S. S. Sandhu, VP Marketing, Ichiban India.Ltd.  
S. V. Raman, VP Systems, CISCO.  
Sanjay Diwan, Director Strategy, TATA Telecom  
Sanjay Nandrajog, CEO, AirTel  
Sanjeev Bikhchandani, CEO, Naukari.com  
Saurabh Srivastava, EC, Xansa (India)  
Sean Dexter, CEO, Spice Telecom  
Selvraj, Administrator, Lakshdeep  
Shefali Chachi, GM, Marketing  
Shyam Sethi, Ex-Director Whirlpool  
Stan Kachnowski, Columbia University  
Subhash Lakhotia, Income Tax Expert  
Subroto Ghosh, Director - Lean CoE, Global Operations, Barclays  
Sudepto Mukherjee, Director Sapient Tech.  
Suresh Gupta, Head (Operations), Deutsche Bank  
Surya Kant, VP-HR, TCS  
T.K. Banerjee, CEO, Haier India  
Tantra N Thakur, CMD, PTC  
Tejender Pal Singh, CEO, Indiabulls  
Tom Rabon, VP of Corp Affairs, Red Hat Inc.  
V K Garg, Chairman, Power Finance Corp.  
Vasant Dhar, Stern Business School, USA  
Venu Nair, Director Sapient  
Vikas Aggarwal, National Head - Customer Servicing, Indiamart  
Vinti Gajree, Sr. Consultant, Deloitte Touché  
Vipul Tuli, Director, McKinsey & Company  
Vishnu R Dusad, MD, Nucleus Software Export Ltd.  
Virendra Sehwaig, Cricketer  
Wajahat Habibullah, Chief Information Commissioner  
Yasufumi Hirai, Executive Vice President and Representative Director, Rakuten Inc., and Chairman, Fusion Communications Corporation  
Y V Verma, Director (HR), LG India  
Yogendra Prasad, CMD, NHPC



# DMS IIT DELHI RANKINGS



DMS, IIT Delhi featured in the **top 100 - 150 rankings** across the world according to **QS World University Rankings (2015)**



**Stanford University (USA)** ranked DMS, IIT Delhi **2nd best institute in India** in the **Business & Management Research category (2015)**



The Department of Management Studies, IIT Delhi has been ranked in the **top 5 business schools** in the “**4 palmes of Excellnce - Top Business School with significant International Influence**” category of the “**Eduuniversal Business School Rankings**” for 2015.



The Department of Management Studies, IIT Delhi has been ranked in the **top 3 schools** in the “**Top Public B-Schools in India 2015**” category of the “**Career360**” for 2015.



The Department of Management Studies, IIT Delhi has been ranked **12th in Top B-Schools: All India** and **top 4th in the Northern Zone**



DMS, IIT Delhi has been conferred with “**EDUCATION FUTURIST AWARD**” by the “**BUSINESS WORLD - RICOH EDUCATION EXCELLENCE AWARD 2016**”

DMS IIT DELHI the ‘**Best Management Institute In North India Award**’ by Brands Academy in Education Excellence Awards , 2015.



ABP National Education Awards 2015 has adjudged the DMS, IIT Delhi as the “**Outstanding B-School (North)**” for year 2015.

# GLIMPSES 2016



**ESSEC BUSINESS SCHOOL**



**YAKULT, NETHERLANDS**



Department of Management Studies  
PRESENTS

**PARIVARTAN**  
2016 DMS, IIT DELHI

**THE LOCAL TRAIN**

Host of the Show  
RJ UV | City Da GABRU  
Radio City

Venue: Open Air Theatre (OAT), IIT Delhi  
21st February 2016,  
05:00 pm

Artists managed by:  
**SPECTRA**

**CANDICE REDDING**  
opened for MARTIN GARRIX  
and STEVE AOKI

Venue: Open Air Theatre (OAT), IIT Delhi  
21st February 2016, | 05:00 pm

Candice Redding contest  
Two lucky winners will get a chance to  
meet the star in person.  
For more details visit [www.dmsparivartan.org](http://www.dmsparivartan.org)

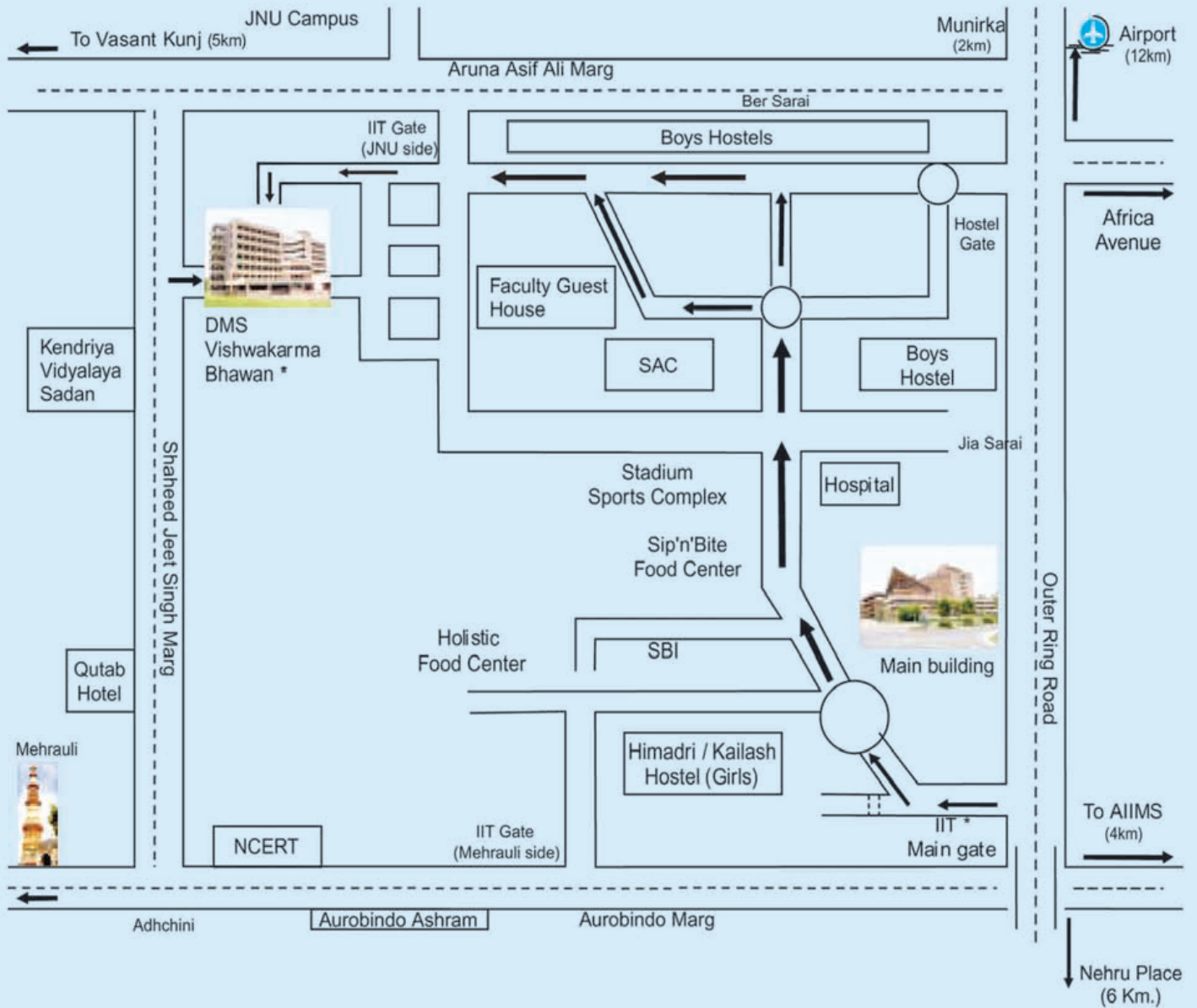
**ZENITH**  
performed at  
SUNBURN and EVC

Artists managed by:  
**SHARKPINK**

For early bird passes contact:  
Urmang Sharma (9810770030) Praveen Rana (9854750405)



# MAP



\*Visitor entry from IIT Main Gate and Vishwakarma Bhawan Gate



भारतीय प्रौद्योगिकी संस्थान दिल्ली  
Indian Institute of Technology Delhi  
Department of Management Studies  
IIT Delhi



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