



**FOSTIIMA**  
**Business School**

FOSTIIMA BUSINESS SCHOOL

**“The Business School set up by IIMA Alumni”**



**35+ IIM GRADS AS FACULTY**  
**Largest for any B-School**

**PGDM 2023-25**  
**AICTE APPROVED FULL TIME PROGRAM**



## About FOSTIIMA

# FOSTIIMA - A UNIQUE B-SCHOOL

FOSTIIMA was established in 2007 by the alumni of IIM Ahmedabad (**FOSTIIMA** is an acronym for **F**riends **O**f **S**eventy-**T**hree batch of **I**I**M**A) with the aim of imparting quality management education benchmarked to the IIMs.

FOSTIIMA provides an IIM atmosphere and excellent career opportunities to those who have not been able to make it to the IIMs.

FOSTIIMA has the largest group of IIM Ahmedabad graduates working together with the sole intent of 'giving back to the society'. Not only is it founded and managed by IIMA alumni, today more than 35 IIM / IIT alumni are directly providing inputs at FOSTIIMA – in management, curriculum design, content development and as faculty. They bring with them their vast corporate experience, industry best practices and global business perspectives to FOSTIIMA students.

At FOSTIIMA, we take great pains in mentoring students with the sole objective of grooming them to their peak potential so that they can carve out a successful career for themselves and also make a positive contribution to the society, business and industry.

### FOSTIIMA Differentiators – Total IIMA Flavour

- ✓ Founders – All IIMA Educated
- ✓ Managed By – IIMA Grads
- ✓ Faculty – IIM Grads with vast experience in diverse industries / fields
- ✓ Curriculum – Benchmarked to IIMs
- ✓ Placement – Through Pan IIT – IIM Global Network



**Mr. Ravi Uppal**

MD & Group CEO,  
Jindal Group at FOSTIIMA



**Prof. Anil D. Sahasrabudhe**

AICTE Chairman  
at FOSTIIMA



**Dr. Ashish Nanda**

Former Director IIMA at  
FOSTIIMA Campus to Meet  
Delhi Based IIMA Alumni



# FOSTIIMA STRENGTHS

## MANAGEMENT EDUCATION WHICH INCULCATES CRITICAL THINKING IN AIDING BUSINESS DECISIONS

Management education at FOSTIIMA focuses on developing the analytical skills of students to help them to analyze management problems from multi-functional perspectives and to provide them a practical perspective of management to enable them to apply text-book management concepts and techniques to practical situations that they are likely to encounter in their work-life.



The FOSTIIMA course curriculum is benchmarked to IIMs. It is contemporary, in tune with the needs of the industry and is focused at making the students job ready. The curriculum is updated at regular intervals based on inputs from eminent academicians and industry experts. Care is exercised to encapsulate knowledge inputs in all new and emerging areas. FOSTIIMA offers **Dual Specialization** to its students with each specialization having equal importance.

## ADDITIONAL CUTTING EDGE CERTIFICATIONS

FOSTIIMA students are provided the opportunity to study additional courses such as Predictive Analytics, Six Sigma Green Belt, Digital Marketing, Business Analytics, Big Data Analytics, Artificial Intelligence (AI), Block Chain, Crypto Currency, Machine Learning. which further enhance their job prospects. separate certificates are provided for the advance study of these courses to those students who qualify by passing the exams with greater than 75% marks.

## CURRICULUM

The areas of specialization are:

1. Marketing
2. Finance
3. Human Capital Management
4. Operations
5. International Business

In addition to core and specialization subjects, the curriculum includes a number of cutting-edge subjects such like Business Analytics, Digital Marketing, New Trends in Marketing, Emerging Technologies, etc.

# FACULTY

The FOSTIIMA Faculty is a special strength of the Institute. Almost all the faculty members are alumni of the IIMs who have several years of experience in the corporate world as senior managers at positions like Vice President, President, COO or even Managing Director. They share their rich, practical experience with FOSTIIMA students in the class. Thus, a FOSTIIMA class is a unique mixture of theory and 'Experiential Learning', a methodology adopted by the best B-Schools in the world like Harvard, Stanford and the IIMs. This helps in a FOSTIIMA student becoming practical and job ready even before completing the program.



## FOSTIIMA FACUTLY

35+ IIM GRADS AS FACULTY Largest for any B-School



**Rajeeva Kansal**

MBA-IIM A, B.Tech. – IIT, Kanpur  
Experience: 37+ Yrs Industry  
Domain / Fields: Industrial Products,  
Management Consultancy



**Gita Agarwal**

MBA-IIMA  
Experience: 20+ Yrs  
Industry Domain / Fields:  
Advertising & QSR



**Kamal Sharma**

MBA-IIMA, BA (Eco Hons),  
St. Stephen's College, New Delhi  
Experience: 40+ Yrs Industry Domain /  
Fields: Textile Eco System, Project Software



**Dr. V. K. Narayanan**

Mba-IIM(A), B.Tech-IIT (Madras)  
Ph.D (Business)  
University Of Pittsburgh, USA  
Experience: 40+ Yrs  
Professor at Drexel University,  
Philadelphia (USA)



**Samir Bhatia**

MBA-IIMA, MA (Eco) – DSE  
Experience: 30+ Yrs  
Industry Domain / Fields:  
Management Consultancy, Training



**V. Kasturi Rangan**

B.tech – IIT (Madras), MBA – IIM(A)  
Ph.D. in marketing from Northwestern  
University (Evanston, Illinois)  
Baker Foundation Professor, Malcolm P.  
McNair Professor Of Marketing, Emeritus  
Harvard Business School



**Dr. Arnav Kumar**

Ph. D., MA Eco. (Delhi University)  
Experience: 7+ Yrs Industry Domain /  
Fields: Academics



**Vinod Kaul**

MBA-IIMA, B.Sc. (Hons),  
St. Stephen's College, New Delhi  
Experience: 40+ Yrs Industry  
Domain / Fields: Fashion,  
Retail, Consultancy



**Dr. Subhash Kakkar**

Ph.D. & MBA FMS – Delhi, B.Sc. (Engineering) –  
Delhi College of Engineering Six Sigma Master Black Belt  
SAP R/3 PP Guide Experience: 30+ Yrs  
Industry Domain / Fields: Automotive, Beverages,  
Industrial Gases, Projects & Operations, Academics



**Rakesh Kumar**

MBA-IIMA, BE – IIT Roorkee  
Experience: 33 Yrs Industry Domain /  
Fields: FMCG, White Goods,  
Beverage, Electronics



**Arun Sahay**

MBA-IIMA, B.Tech. – IIT, Kharagpur  
Experience: 39+ Yrs Industry Domain /  
Fields: Consumer Durables, Building Products,  
Pharmaceuticals



**Nadira Chaturvedi**

MBA-IIMA, B.Sc.  
Experience: 37+ Yrs  
Industry Domain / Fields:  
Automotive, Garments



**S L Ganapathi**

MBA-IIMA, BE  
Experience: 45+ Yrs.  
Industry Domain / Fields:  
Logistics & Supply Chain



**Aditya vij**

Ph.D. & MBA, MPA & B.sc.  
Anthropology  
28 Years Industry Experience  
Industry Domain/Fields:  
Fashion (28 Years).  
Education (15 Years).



**Y.N. Kaushal**

MBA-IIMA  
Experience: 35+ Yrs  
Industry Domain / Fields:  
Consultancy, Executive Coaching, Training



**Hitesh Manocha**

MBA-IIM A, B.Tech. – DTU  
Experience: 25+ Yrs Industry Domain /  
Fields: Info Tech, Telecom,  
Office Automation



**Gautam Kaul**

MBA-IIMA, B.Tech. – IIT, Delhi  
Experience: 40+ Yrs. Industry Domain /  
Fields: FMCG, Beverages,  
Tobacco, Academics



**Ferzand Khan**

MBA-IIMA, B. Tech – Kerala University  
Experience: 9+ Yrs Industry Domain /  
Fields: Analyst, Data Finance



**Jayant Bose**

MBA-IIMC  
Experience: 42+ Yrs  
Industry Domain / Fields:  
Advertising, FMCG



# AWARDS, HONOURS & ACCOLADES

FOSTIIMA has received many prestigious awards and honours regularly year after year

**"FOSTIIMA  
FACULTY"**  
ASSOCHAM

**"Outstanding  
B- School in  
North India"**  
... ABP News

**"Top Business  
School in India  
for campus  
Placements"**  
... Open-Care Surveys

**"6th Amongst Top  
B- Schools in  
North India"**  
... Bhaskar Lakshya.

**"Top of the mind"  
Business School  
in Delhi-NCR...**  
[www.mailtoday.in/bschoolsurvey/](http://www.mailtoday.in/bschoolsurvey/)

## MARGDARSHAK AWARDS 2.0





## Team Building & **LEADERSHIP CAMP**

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

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

The students are also encouraged to live in an eco-friendly manner and reduce their carbon footprint. The camp is organized and managed by an IIM(A) Alumnus, Samir Bhatia, a reputed international trainer. Over the years, students have been to Manali, Jim Corbett National Park, **Rishikesh & Nanital**.





# ENTREPRENEURSHIP DEVELOPMENT CENTRE

FOSTIIMA Business School has set up an Entrepreneurship Development Centre at the Campus to help the students with entrepreneurial aspirations to start giving shape to their business idea even while pursuing their PGDM education.



## INTERNATIONAL EXPOSURE & EDUCATIONAL TRIP

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



The main purpose of the trip is to showcase to the students the international culture and business environment at a selected location either in the Middle East or Far East.



While the trip structure entails cross-cultural heritage and constructive relationship building to facilitate globalization of Indian business, it is also a lot of fun for the students. Last year the students were taken to Dubai.



# FOSTIIMA PLACEMENTS

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

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

Our current placement average salary is 9.2 LPA and Median salary is 9.8 LPA. **From this year we have formed a "SELECT GROUP of Students with high CAT/XAT percentile to whom we offer a committed placement in the range of 10-25 LPA.**

Summer Internships of FOSTIIMA students are stipend paid where the stipends have gone upto Rs. 80,000 for 2 months.



**Kunal Mittal**  
Khimji Ramdas  
25 LPA



**Abhishek Chaturvedi**  
Square Yards  
17.50 LPA



**Rahul Dubey**  
Toppo  
12 LPA



**Basima Andrabi**  
Deloitte  
8 LPA



**Mehul Kashyap**  
Ujjivan Small  
BSFI Bank  
9 LPA



**Sanya Arora**  
Kotak Mahindra  
Bank  
7.5 LPA



**Harish Sharma**  
ICICI Securities  
8.5 LPA



**Tarang Mundra**  
IDFC First Bank  
8.5 LPA



**Avinav Jain**  
MakeMytrip  
9 LPA



**Akshit Kumar**  
ICICI Bank  
9 LPA



**Aditi Modi**  
Prism Johnson  
7.5 LPA



**Harshwardhan Seth**  
Asian Paints  
8.5 LPA



**Avantika Pathak**  
Axis Bank  
9.8 LPA



**Gagan Chopra**  
Tata Power  
7.5 LPA



**Kartika Khandelwal**  
JLL  
8 LPA



**Sukrita Ahuja**  
Protiviti  
7.5 LPA



**Vaibhav Dixit**  
Flipspace  
14 LPA



**Vanshika Sharma**  
Indusind Bank  
9.5 LPA



**Chaitanya Chauhan**  
MRF Tyres  
7.5 LPA



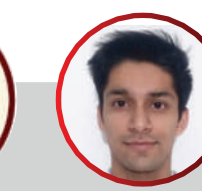
**Riya Bajaj**  
Wipro  
8 LPA



**Pulkit Kumar**  
RBL Bank  
9 LPA



**Salman Uddin**  
TCS  
7 LPA



**Tanish Bandhu**  
CBRE  
6.5 LPA



**Nivesh Agarwal**  
Black Rock  
8.5 LPA





## LIFE @ FOSTIIMA





## CONTENTS

FOSTIIMA Business School's 2-Year Full Time Post Graduate Business Management Program is a comprehensive PGDM Program leading to a Post Graduate Diploma in Management (Approved by AICTE).



## ELIGIBILITY

- ☑ A Bachelor's Degree in any discipline recognized by the UGC with minimum 50% marks or equivalent CGPA.
- ☑ Applicants appearing for the final year of the Bachelor's degree and those who have completed the degree requirements and awaiting results can also apply.
- ☑ The Institute considers CAT / XAT / GMAT / CMAT scores for admission to the PGDM Program. The expected cut-offs are 65%ile for CAT / XAT, GMAT Score of 600 and 75%ile for CMAT.

**Procurement of Form:** The Application Form is available on our website [www.fostiima.org](http://www.fostiima.org). Fill the Application Form online and upload the Educational Documents and a Passport Size Photograph.

**Application Fee:** The Application Form can be submitted online by paying Rs. 1,200/- through Credit Card / Debit Card / Net Banking / UPI / Phonepe / Paytm.

## APPLICATION EVALUATION AND FINAL SELECTION

The Application Forms of the Applicants who satisfy the eligibility criteria will be shortlisted for further participation in the selection process. The selection for shortlisted students is carried out through a structured process which considers the Applicant's composite academic performance at school, in graduation, score in CAT / XAT / GMAT / CMAT examinations, Writing Ability and performance in Group Discussion and Personal / Skype / On-line Interviews. Selection is based on a weighted average score of an Applicant's overall performance. Applicants with relevant work experience of at least two years and extra-curricular accomplishments and will be given special consideration in the selection process.

Successful Applicants shall be informed of their selection through an Admission Offer Letter. The selected Applicants must deposit the Registration Fee of ₹ 75,000/- within the time frame given in the Admission Offer Letter to secure their admission, failing which the offer may be passed on to other candidates. FOSTIIMA has limited intake and seats shall be offered to the selected Applicants on first-come first-served basis.



Total fees for two years  
**₹8,95,000/-**

## FEE STRUCTURE

NATURE OF FEE	AMOUNT (RS.)	DUE DATE
REGISTRATION FEE	₹ 75,000/-	Payable immediately upon receipt of Offer Letter
FIRST INSTALLMENT	₹ 2,00,000/-	Payable within 30 days of registration
SECOND INSTALLMENT	₹ 2,00,000/-	Payable on or before 14.08.2023
THIRD INSTALLMENT	₹ 1,50,000/-	Payable on or before 31.01.2024
FOURTH INSTALLMENT	₹ 1,50,000/-	Payable on or before 14.06.2024
FIFTH INSTALLMENT	₹ 1,20,000/-	Payable on or before 14.08.2024

## SCHOLARSHIPS

FOSTIIMA offers attractive Scholarships to meritorious students.

There are various categories and criteria for scholarships:

- A. General Scholarships: For CAT/XAT 70%ile or higher or CMAT 80%ile = Rs.50000/-
- B. Academic Scholarships: For 60% or above throughout marks in 10th, 12th & Graduation = Rs 25000/-

### AN ELITE OFFERING BY FOSTIIMA FOR ITS “SELECT GROUP” FOR PGDM 2023-25

FOSTIIMA has created a “SELECT GROUP” of high CAT/XAT percentile and offers them very attractive scholarships and job opportunities.

#### THE FOSTIIMA SELECT GROUP

- Eligibility Criteria :
  - A CAT/XAT Percentile  $\geq 75$
  - 60% or above throughout 10th, 12th and Graduation
- Select Group Offerings : Committed placement opportunities for the range of 10 - 25 LPA.

A Scholarship of Rs. 1.00 lac for percentile holders from 75 to 80  
A Scholarship of Rs. 1.25 lac for percentile holders from 80 to 85  
A Scholarship of Rs. 1.75 lac for percentile holders from 85 to 90  
A Scholarship of Rs. 2.50 lac for percentile holders from 90 to 95  
A Scholarship of Rs. 3.00 lac for percentile holders  $\geq 95$



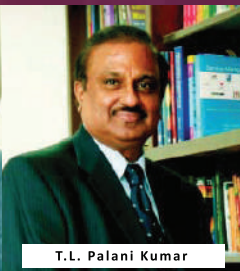
## Founders/trustees of \_\_\_\_\_ FOSTIIMA BUSINESS SCHOOL



Jaitirth [Jerry] Rao



Anil Somani



T.L. Palani Kumar



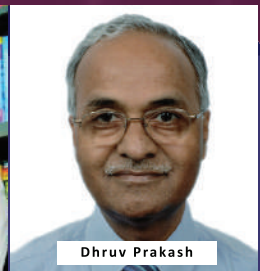
Sunil Kala



Kamal Sharma



Rajesh Kaura



Dhruv Prakash



SCAN TO  
Apply at FOSTIIMA



SCAN TO VIEW  
FACULY at FOSTIIMA



SCAN TO VIEW  
PLACEMENTS  
@ FOSTIIMA



SCAN TO ACCESS  
FOSTIIMA's GPS  
Location

**FOSTIIMA B-School... *As close as you can get to the IIMs!***

Plot No. HAF-1, Dwarka Sector 9, New Delhi, Delhi 110077 (India)

Phone: +91-11-46126000 (30 Lines), +91-9891844585

E-mail: [admissions@fostiima.org](mailto:admissions@fostiima.org), Website: [www.fostiima.org](http://www.fostiima.org)