

13000+
Alumni

1500+
Entrepreneurs

800+
Global
Professionals

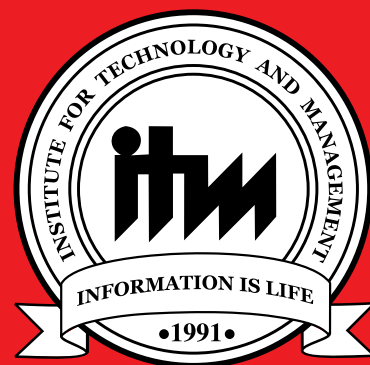
650+
CEOs

150+
Alternative
Careers

ONLY
ITM Business
School

Connect to your future

ITM PGDM *i*CONNECT
2020-22



ITM Business School
Institute for Technology and Management
Chennai Mumbai Navi Mumbai Raipur Vadodara





Contents



iFIRST

A radically different business education



Dear student,

Thank you for considering ITM Business School, and congratulations on taking the first step towards your management career. Business Management has changed considerably in the last decade and business schools are striving to adapt their curricula to meet the needs of aspiring business professionals.

At ITM Business School, we've been constantly re-imagining what the ITM PGDM should deliver and this has brought us to the forefront of business education in India. Consistently ranked among the Top 25 business Schools in India, and as high as 15th rank all-India in recent times, ITM Business School can be the platform for you to launch your business career.

Since 2012, we've branded the ITM PGDM program as '*iConnect*'. *iConnect* refers to our unique take on management education which focuses on teaching students a modern curriculum, combined with developing in them a wide range of business and personal skills. ITM PGDM *iConnect* features extensive soft-skills training, a 5 month internship and a stream-lined academic curriculum that covers both the foundational knowledge as well as the latest know-how from various fields of business and technology.

ITM Group is in its 27th year, and we are more committed than ever to deliver on our mission of value focused education leading to positive and life-changing outcomes for our student.

I wish you the very best in your journey!

Dr. P. V. Ramana
Chairperson
ITM Group of Institutions





About ITM Group

ITM Group of Institutions was established in 1991 by Dr. P.V. Ramana, Founder and Chairman. Today, we offer the highest quality higher and technical education at our Institutions located across India, in various streams including Engineering, Management, Health Sciences, Hotel Management, Culinary Arts, Fashion and Interior Design.

ITM Group operates 6 Business Schools offering AICTE approved full-time PGDM programs. ITM Executive Education Centre is one of the largest Executive Education providers with 15 centers in India.

ITM Universities in Raipur, Chattisgarh and Vadodara, Gujarat are UGC recognized, and offer a range of undergraduate and postgraduate programs in Engineering, Life sciences, Law, Design, Hospitality and Management.

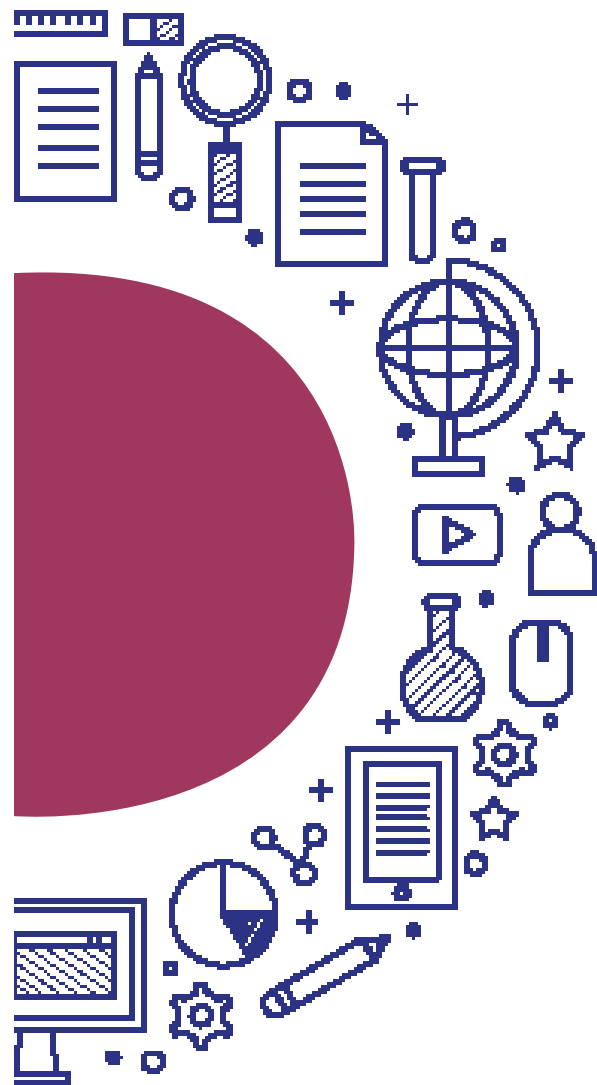
The group has 2 renowned Institutes of Hospitality Management and Culinary Arts in Mumbai, as well as a Design School in Mumbai. ITM Institute of Health Sciences is a pioneering Institution, working closely with the health industry to offer programs in allied health professions.

ITM has associations with renowned universities across the world, such as RMIT (Aus.), Queen Margaret Univ. (UK), Politecnico Milano, (Italy) and many more.

In 27 years, ITM Group has grown in reputation and size, with over 15,000 students currently enrolled in our campuses across India.



About ITM Business School



Founded in 1991, ITM Business School is a member of the ITM Group of Institutions. ITM Business School has campuses in Navi Mumbai, Chennai, Dombivli (Mumbai) and Warangal. At these campuses, ITM offers the AICTE approved ITM PGDM *iConnect* program.

In 2017, ITM Business School launched its programs at ITM University at Raipur and ITM Vocational University at Baroda. At these campuses, ITM offers the ITM MBA *iConnect* program.

Business education is at the very core of ITM Group of Institutions, and ITM Business School is our flagship institution. Since 1991, thousands of graduates have moved into successful careers and our Alumni network consists of hundreds of professionals who lead large organizations, as well as many entrepreneurs who have launched successful businesses in a wide range of sectors.

ITM's faculties range from highly experienced industry veterans, to young professionals and subject experts. In addition, a team of dedicated life-skills trainers delivers ITM's innovative TALEWIND program to all PGDM students.

We take your careers very seriously at ITM, therefore we have a centralised national team of placement managers who engage with India's top companies to bring them to campus for final placement and internship hiring.



Recent Rankings ★★★★★

For 28 years, ITM Business Schools have been consistently ranked among India's elite business schools.

ITM Business School, Navi Mumbai

- ITM Kharghar got a 2 Palm ranking in a global B-School Survey, 2019
- 12th Ranked by Business world B-School survey regional 2019
- 20th ranked at Times B-School survey Maharashtra 2019
- 32nd Ranked by Business world B-School survey private 2019
- 34th Ranked by Careers 360 B-School ranking survey 2019
- 41st among top 100 Business-Schools - Times B School Survey 2019
- 55th Ranked by Business world B-School survey 2019
- NBA and AIU Accredited
- 2nd in Mumbai by All India - Times B School Survey 2018
- 5th in Maharashtra by All India - Times B School Survey 2018
- 8th among TOP 75 in west zone - Times B School Survey 2018
- 15th among top 100 Business-Schools - Times B School Survey 2018

ITM Business School, Chennai

- AA+ Rating by Careers360 India's Best B-Schools Survey in 2017
- Ranked 27th outstanding B -schools of Excellence by Competition Success Review 2018
- ITM Chennai Ranked 23rd TIMES B School Survey 2018

ITM Business School, Warangal

- Ranked 141 - All Over India Ranking (Govt. & Pvt.)
- Ranked 119 - Top Pvt. B-school India
- Ranked 47 - Top Pvt. B-schools - South
- Ranked 51 - Top B-School in South Zone (Govt and Pvt)



Prestigious Alumni



It gives us immense pride to share the journey of our Prestigious Alumni. Below they have shared their views and opinions about their learning phase and entire journey while they studied with us.



"ITM was not only an education institute for me but it presented me with Kaleidoscope of experiences. Two years of studying and living at ITM was the most cherished time of my life. The learning's, and the small but profound insights given by our visiting faculties, the fun and the late nights presentation preparation, the ups and the downs .. every moment spent with ITM is still nurtured by each one of us because you change the moment you become an "ITM-ite"... it helps you to find the best in you."

Ritika Patel (Batch: 2007-2009)
HR Business Partner - Kirloskar Oil Engines Ltd



"ITM is one of the best institutes where the focus is on the overall development of the student. Not only does it provide the best infrastructure in terms of professors, study material, labs, libraries etc, but also, most importantly, encourages students to take projects with corporate for learning in actual environment. Now, after almost 13 years of passing out, when I take interviews of candidates, I become proud to see that the ITMites stand out of the crowd and at times are better than the best institutes!"

Rupak Agarwal (Batch: 1997-1999)
Director - Business Development - Mobiloitte



"Doing MBA from ITM was a great experience. Everyone I met in ITM, be it a fellow student or a professor, have help me learn something new, something creative. The atmosphere was very friendly and there was a feeling of being a part of one big family, everyone was ready to help and support each other. Presently working with Kotak Securities Ltd. (PMS department) as Deputy Vice President. Provide Views on the basis of technical analysis to Fund Managers on global equity markets, commodity and forex markets. As well as looking at Equity Dealing function of the PMS department."

Abhijit Patharkar (Batch: 1993 - 1995)
Chief Manager - ICICI BANK



"My experience at ITM was very valuable as I gained useful functional insights about my profession which has since then stood me in good stead. I hold ITM pedagogy and curriculum in high regard as it is very practical and useful in the current management context"

Sunjoy Dhaawan (Batch: 1991-1993)
Vice President - DHL Express India



"The biggest advantage was that we had students from every part of the country which gave me a very good exposure. 2 years at ITM gave me knowledge which was both practical and very helpful in actual work environment."

ACHAL DAGA (Batch: 1994 - 1996)
Director - Prudent Broking Services Pvt Ltd



"Like so many others, I joined ITM Business School without a clear idea of where I was headed in my career. The two years I spent at ITM made me realize what my strengths and weaknesses were and defined my capabilities. It's a combination of the aggressive culture, excellent faculty and the inspiration to overcome our flaws and make the most out of ourselves... that's what ITM stands for"

Naresh Sharma (Batch: 1991-1993)
Divisional Head- Fashion and Franchise Business (Saudi Arabia)
Landmark Group



"ITM has given me enough knowledge and exposure that made me confident that I could achieve something in life. I have gained the knowledge and media exposure which adds to my credibility as an analyst". ITM-FM training is undoubtedly the best one can have. I have learnt a lot from this very comprehensive, straightforward and instructive program. The course has given me a much better understanding of all the different interrelated applied principles in business management. Thank you very much for you has given me the keys to success. I strongly recommend ITM -FM to anyone seeking finical training. The experience at ITM kharghar is worth it. The opportunity to learn from the plethora of diverse industry, professionals from my batch, where I was one of the few freshers, worked the best for me. I made excellent friends and also polished my personality to come out better prepared for the corporate challenges ahead. I especially recommend the course to the professionals looking for a global career ahead."

Dharmesh Bhatia (Batch: 2004 - 2006)
Deputy Vice President - Research Kotak



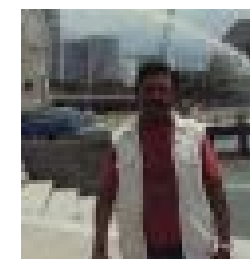
"ITM was a wonderful experience in terms of both learning as well as fun and it was a turning point in my career. At ITM, emphasis is given on making us not only accademically brilliant, but true leaders and team players, thus preparing us for the real life corporate world. I wish everyone from the past, present and future batches, all the best and also wish to thank the faculty that has taught at ITM over the years."

Dipu Rajan (Batch: 2004-2006)
Assistant Vice President - HDFC Bank



"As they say making decisions in life is very crucial and making crucial decisions is difficult! Twelve years ago, I made a decision to join ITM and never regretted about it. The ITM experience not only geared me up for the corporate world but also taught me some finer details of life. A few of the faculties have become mentors in life and have helped me in becoming a good human being. ITM has made me a lot smarter person in life."

Rahul Prasad (Batch: 2003 - 2005)
HR Head HR - Volkswagen



"My experience with ITM has been quite wonderful and enlightening, the college provided the best possible opportunities. We had an opportunity of having guest speakers from every sphere of life such as professionals, academics entrepreneurs and spiritual leaders. Personally, the institute helped me in reinventing & transforming myself from a raw college student to a person loaded with confidence, improved skill set, positive attitude towards life and determination to succeed in Corporate Sector."

Biswaranjan Nanda (Batch: 1995 - 1997)
Vice President & Head- SEG Business - Axis Bank



Placement Success



Final Placement is the yard-stick that every B-School is measured, and ITM Business School has an impressive Placement Record going back 27 years. Every year, over 250 top companies are lined up for campus placements and Internships at ITM.

We focus on getting the best brands and high-demand job profiles, giving our students a world of interesting opportunities in a wide range of industries.

The 5-month Industry Internship is a defining experience for our students, who get to work on real-world projects at some of India's brand-name companies. Over this 5 month period, company managers get to see our students in action, up close, and this has resulted in a large number of Pre-Placement offers (PPOs) for our students.

TOP 10 RECRUITERS

ITM Business School Navi Mumbai J P Morgan Hindustan Unilever LG Electronics TNS Global Amazon	ITM Business School Chennai Kotak Mahindra Bank GIC Housing Finance Ltd Saint Gobain City Union Bank Ernst & Young	ITM SIA Business School Mumbai (Dombivli) TATA CAPITAL American Express Reliance Communication DocOn Technologies Pvt. Ltd. ITC Godrej & Boyce JM Financials	ITM Business School Warangal Berger Paints City Union Bank Bose Corporation Colgate Palmolive Ltd Franklin Templeton
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Highest & Average Salary

No	Specialization	Highest INR Lacs	Average INR Lacs
1	Marketing	22	8.5
2	Finance	14.2	7.6
3	IT & Analytics	13.4	6
4	Supply Chain & Operation Management	13.4	6
5	International Business	15	7.1
6	Retail Management and Marketing	22	7
7	Human Resource and Management	8	5.6
8	Financial Markets	10.8	6.5

Highest & Average Salary - ITM Campuses

1	ITM Chennai	10.2	6.8
2	ITM Warangal	7.8	5.2
3	ITM Dombivli	12.4	5.6



Recruiters Speak



ITM Business School has been privileged to be associated with various leading global Recruiters from the industry for providing job placements for our students. We are honoured to share the experience of some of our top recruiters linked with us.

SHOPPERS STOP



Greetings from Shoppers Stop Ltd.
We have been engaged with ITM for our internship and final placements since more than 4 years now and bond has only growing stronger. The students shortlisted from this institute have the good potential to grow faster. ITM team including the Director and faculty has always shown their support and involvement. We are always happy to be connected with ITM.

Pallavi Desai
CCA & Deputy Manager - HR Operations
Shopper's Stop Ltd.



"It was a wonderful experience at ITM Kharghar campus and talking to the MBA students, they are very vibrant and participative. I really appreciate level of inquisitiveness among the students and the good hospitality by the management.
I wish each one of them all the very best for the future.
Looking forward to coming here again."

Ashu Sethi
Lead – Talent Acquisition



Hiring from ITM Mumbai has been a professionally satisfying experience for our HR team and Business. We have observed that students we have selected from ITM possess excellent quality and the requisite maturity and expertise for performance in their respective roles. We look forward to strengthening this relationship going forward.

Alfred Mendes
AVP – Resourcing, Capital First Limited.



"ITM students have good technical competence, good attire and generally their communication skills were very good."

Tanmay Panda (Head HR)
National Payment Corporation of India



"I am very much impressed with the Managerial skills of the ITM students."

Padma Gupta (Director HR)
Hafele India



Hicare has been recruiting from ITM from the past two seasons, and we have had high quality management trainees from here. The placement team is very approachable and ensures that they are providing the right manpower. The feedback given is also incorporated well and you get a good quality recruit year on year.

Zainab Bootwala
Sr. Manager - HR
Hicare Services Pvt. Ltd



"Good infrastructure and students quality is par excellence. It feels great to recruit ITM students."

Rashmi Hegde
Senior Manager-HR)
Kotak Securities



"ITM is a professionally managed B School and the interactions have always been relevant year on year."

Avinash Krishnamurthy
Campus Lead - Talent Acquisition
Tata Consultancy Services Limited.



The speed and efficiency of ITM's placement cell is one of the reasons I love connecting with ITM. The team has never failed in responding to requests and supporting me. We are very happy to give internship / placement opportunities for ITM students. We believe ITM's training program prepare students to face today's corporate requirements. Here's wishing ITM all the best in producing future Indian talents for the global market.

Jagriti Dey Sarkar
Lead - Talent Management & Development
AGC Networks Ltd.



"It was great to come across bright young minds from ITM. I am sure the students selected, will have great insights to share with us and it will be a mutually beneficial association in the times that we work together."

Ms. Reji - Team HR
J.K. Helene Curtis Ltd - Raymonds



Campus wise Top Recruiters



Chennai
Tata Consultancy Solutions
Capital First
City Union Bank
AON
L& T Financial Sevices
HDFC
CCD
ICICI Securities
Reliance
Kotak Mahindra

Mumbai
Compuage Ingfocom India Ltd.
HDB Financial Services Ltd.
Kanakia Spaces
Byju's
Nestaway
TATA CAPITAL
American Express
Reliance Communication
DocOn Technologies Pvt. Ltd.
Mak Kotwal Realty

Navi Mumbai
Amazon
L&T Finance
Onspon
Arpan Fragrances Pvt.Ltd
Godrej Properties
HDFC LTD
Ecolabs
Hafele India
Byju's
Kalpataru
Deloitte
GIC Housing Finance
Lodha
Reckitt Benckiser

Warangal
Kurlon
Berger India
S&P Capital IQ
ITC Hotels
Deloitte
ICICI Bank
BNY Mellon
City Union Bank
TCIL
VOLTAS Limited - A TATA Enterprise
Zomato



Scholarship 2020



Funded by the ITM Trust, ITM Business School prides in offering a wide range of scholarships up to 100%. The scholarship is open to all successful PGDM applicants, who have sound academic and professional merit and demonstrate the ability to contribute to all the aspects of the programs.

Scholarship Testimonials



Like many others, Mumbai is my city of dreams too! As I wanted to shift to Mumbai I started searching for B-Schools in and around Mumbai. I shortlisted many B-Schools but ITM Navi Mumbai fitted my requirements the best as it offers 5 Month internship program. I applied to ITM online and got to know about the ITM iFirst Scholarship program. As I had one month in hand, I prepared well for the scholarship test. I knew it wouldn't be that easy! However, I didn't lose hope. I still remember there were only 2 names that day among the students selected by ITM for scholarships and the second name was mine. It was such a winning moment for me and I wanted this feeling to last forever. I called my father who was waiting and saw a smile on his face that would remain in my memories forever. I could make him proud.

Swapneel Das
PGDM-Marketing (Batch 19-21)



ITM being one of the most prestigious B-schools in India was definitely one of my first choice for MBA. After clearing my competitive exams like CAT, MAT etc. I zeroed down on ITM Business School not only for the superlative reputation of the college since 1991 but also for the locational advantage of the college. On the day of admission process I was very stressed and nervous but after I took the scholarship test I felt confident. I carried that confidence in my personal interview and Micro-Presentation round. I still remember that when the ITM admission faculty announced that I got a 50% scholarship on my first-year tuition fees I was ecstatic, not only for me but also for my father. I felt proud of myself because I had given a reason to my parents to be happy and proud of me. The scholarship is not only a financial support but also makes me less dependent on my parents. Getting scholarship from ITM Business School is indeed a big achievement for me and it has helped showcase my abilities to my family.

Debajyoti Ghosh
PGDM-Finance (Batch 19-21)



I am B.Tech graduate in Civil Engineering from West Bengal. ITM is considered as one of the premium institutes in India and it offers scholarships worth Rs. 1.5 Crores every year. Obviously ITM was one of my first choices.

On 29th January, 2019 I reached the venue of ITM Admissions Process at Kolkata. The first round had a scholarship test along with the regular admissions process which means I had a chance to get a 100% scholarship. I religiously went through the entire process. As the results were announced, I was among the students who received scholarship and to my surprise I was awarded 100% scholarship! It was so far one of the biggest achievements of my life and I can't thank ITM enough to have been so considerate to help students. My parents were elated as through their constant guidance and support, I could achieve this. ITM scholarship not only made me financially independent but also helped me in getting a better ROI.

Arka Roy
PGDM-Marketing (Batch 19-21)



ITM Business School believes in awarding the students who are academically strong and are performers. One such platform is their iFirst Scholarship test. I applied to ITM in a hope to be awarded this scholarship so that my parents feel proud of me. I prepared well and took the test. Qualified for the admissions process and to my surprise I was awarded 25 % scholarship. This was one of the happiest day of both my parents' and my life. Education is very important and vital to the success of everyone's future. Winning this scholarship only confirms that college was the best platform for my future. This scholarship allowed me to open up new doors to learn and pursue my career goals. Thankyou ITM.

Vasudha Chaturvedi
PGDM-Business Analytics (Batch 2019-21)



ITM PGDM

*i*CONNECT

2020-22

- 5 months *iConnect* intensive internship program with a focused “On-the-Job” training
- End-to-end mentoring and coaching on communication, values and life skills
- Re-designed NGO Projects to inculcate Corporate Social Responsibility
- Research based Capstone project
- Redesigned classroom teachings through focused insight sessions, case base and live projects through a team of industry experts and core faculties



Serious success needs intensive preparation

ITM Business School's PGDM iConnect program requires mental strength. With over 1000 contact hours of curriculum and 300 hours of personal and professional development, we aim to develop our students into ready-to-work professionals.

How do we do it?

iConnect is a paradigm that connects the individual, the institution and the industry. We start with a foundation module, and a common core of first term subjects. By term two itself, students must select their specializations, enabling them to take up more specialized subjects than any other PGDM/MBA course in India. From term 1 itself, students focus on basic how-tos and advanced skills, taking our now famous TALEWIND courses which is a part of the curriculum. TALEWIND fixes your initial weaknesses and gets you ready for work with required skills.

Can you do it? Prove it!

Ready to try out your new found skills and knowhow? ITM is the pioneer of the 5 month Industry Internship, where you get to dive in and work full-time with top companies, getting actual work done, while learning first-hand, what it takes to be a professional. Its hard work, but super rewarding, as many of our students land PPOs and start building their professional networks, even before they graduate.

Get ready to launch!

Once back from internship, the pace accelerates. Lots of advanced specialization subjects, internship reports, intensive placement prep, followed by a rush of on-campus interviews, selections and job offers. ITM brings over 650 recruiters to its campuses each year, every big name and juicy job profile you can imagine, just bring your 'A game'!

8 Reasons why ITM's PGDM *iConnect* program is transforming students and their careers

- 1. Get your basics right:** The ITM PGDM *iConnect* program starts with a Foundation Course, which helps students from different graduate streams get caught up on the basic subjects required of all management students. From quantitative techniques to accounting and finance, the foundation course makes getting up-to-speed easy.
- 2. Become a Specialist:** Students choose their specializations in the first year itself. This enables ITM faculties to deliver more specialization subjects than a standard PGDM program. This is essential, as the required knowledge in each field is vast, and students can become specialists in their chosen field.
- 3. Get real industry experience:** 2-month summer projects are old-school. The ITM PGDM *iConnect* features a 5 month full-time, paid industry internship. Students get hands-on work experience in top companies, handling business operations, strategy and research projects. Aided by faculty mentors, teams of students work and learn directly from industry. Many students get a PPO (Pre-placement Offer) from their internship companies.
- 4. Evolve into a professional:** Over 200 hours of personal and professional development coursework are integrated throughout the 2 year program. This innovative course combines essential hard skills, general knowledge and soft skills to help students become articulate, knowledgeable and confident professionals. It culminates in intensive pre-placement training, to help students succeed in final placements.
- 5. Awaken your Inner Human:** Social responsibility is not just a feel-good thing at ITM, we take CSR and ISR very seriously. That's why every student takes up a one month NGO project, working directly to support social causes and understanding how charitable organizations work and how their work changes the lives of millions.
- 6. Focus on What Matters:** ITM faculties take up the challenging task of constantly revising and enriching the courses delivered in the ITM PGDM program. Each year, they review the state of various industries and the global economy and change course content to focus on what matters to business professionals today.
- 7. Start your career with the best companies:** Over 650 companies visit ITM's campuses each year for final placements. Some of India's biggest companies, and even global giants are regular campus recruiters. With the best brands and challenging job profiles on offer, ITM students get a wide choice of career starts.
- 8. Build a network for a lifetime:** With thousands of Alumni in virtually every top company, becoming an ITM PGDM graduate has value beyond the 2 years spent studying. ITM students get plugged into a vast network of ITMites, which will help them progress in their careers.



Specializations



With the redesign of the ITM PGDM *iConnect* program, we've modified, enhanced and created new specializations, considering that the industry has moved far ahead of what business schools have traditionally taught.

Marketing

Offered at Chennai, Navi Mumbai, Raipur, Vadodara, Warangal

ITM-Business School offers specialization in Marketing with a curriculum offering a blend of discrete terms of study, industry immersion and applied research that takes students through a developmental journey from inexperienced fresher to corporate-ready manager. The main focus is to grant knowledge and develop those skills which help them sail through the challenges of the corporate world. In order to make them a better fit for such profiles, along with classroom teaching covering the concepts of Sales & Distribution. A Sales Simulation called 'Business Chaupal' is also run in Kharghar campus. Under this Simulation, after going through a half day training conducted by an external trainer, all marketing students on a single day are put into the market with a product to sell. They learn territory allocation, target marketing, pricing strategy, sales & negotiations and the like. Another Simulation that marketing department runs in campus is that of MarkStrat wherein students work in groups and for a virtual company take all different marketing decisions and develop strategies related to target market, pricing, communication, positioning and many more.

Finance

Offered at Chennai, Mumbai, Navi Mumbai, Raipur, Vadodara and Warangal

It can be easily said that studying finance is the smartest selection by potential students who want to embark upon rapid career growth and most rewarding career. The courses like Principles of Accounting and Corporate Finance covers the study and analysis of Financial Statements on one hand and decision making with respect to wealth maximization of the concern on other hand. Specialization courses like Corporate Restructuring and Valuation, Financial Risk Management, Corporate Tax Planning, Equity Research, I-Banking and others, synthesizes the nuances of finance in such a manner that the essence is funneled out and students can assimilate them in the easiest possible manner. Growth in the field of finance in the recent years has been phenomenal and it guarantees a highly rewarding career comparatively to the other fields. There can be many reasons for studying finance as a specialization however few of the most pertinent reasons are:

1. Decision Making Approach
2. Enhancement of Analytical thinking
3. Best job prospects
4. Financially most rewarding career

Business Analytics

Offered at Chennai, Navi Mumbai

The PGDM in Business Analytics answers the industry's demand for a skilled pool of individuals who can apply data science to solve business challenges. The program allows you to gain an in-depth understanding of advanced tools and techniques that can be utilized for making business decisions, even for someone with no prior knowledge of programming or statistics. Through this program, one will become a well-rounded business professional with a specialty in business analytics, and have learning opportunities that reinforce theories, practices and principles through internships and projects.

Supply Chain & Operations Management

Offered at Navi Mumbai

Two-year full-time PGDM (AICTE Approved) in Operations and SCM specialization at ITM Business School focuses on the concepts of production and operational functions of an organization, and hence generally deals with two areas, i.e., the study of service operations and manufacturing and production operations. The course prepares the students to tackle challenges in Logistics, Supply chain design and Supply chain management, Quality, Innovation and Environmental issues. It is an attractive specialization for students interested in management careers in manufacturing, engineering and logistics. There are many other industries and areas where operational functions and the skills of an effective operations manager are strongly related to the success of an organization.

Digital Marketing & Transformations

Offered at Navi Mumbai

ITM's unique approach to Digital Marketing is a specialization that combines 4 aspects - Digital Media, Business Transformation through Analytics, Digital Marketing and Technology. This combination is designed to equip students with the know-how and tool-set to be new age marketing professionals. ITM's Social Media Lab is a space for students to practice and experience real-world digital media campaigns under the guidance of industry experts.

Marketing and Digital Media

Offered at Mumbai

Marketing specialization includes an in-depth study of Digital Media Marketing in addition to the mainstream marketing methodologies. India is one of the fastest growing digital media markets in the world. With the advent of broadband and 3G, Indians are becoming voracious consumers of digital content Consumers & businesses are increasingly shifting their attention from traditional marketing media- television, radio, and print; to digital media. A long-term, strategic investment of resources in digital media is now the norm for companies across industries. The 'Marketing and Digital Media' specialization enables students to understand the role of digital media in successful marketing strategies. In the form of a dual-specialization, the curriculum for this program includes a full suite of modern Marketing courses, as well as in-depth training in Digital Media Marketing.

Immersion - Experiential Learning through Rural Research Projects Local Immersion- Experience Retail and Marketing techniques hands-on by running a live retail store at Glomax Mall

FinTech

Offered at Navi Mumbai

FinTech or financial technology has emerged as a relatively new industry in India. FinTech is an industry comprising companies that use technology to offer financial services. These companies operate in insurance, asset management and payment, and numerous other industries.

To cater to this requirement from the industry ITM has geared up for providing India's First AICTE Approved PGDM Fintech

- Learn the latest technologies, in payments, block-chain, AI, cryptocurrencies, Internet of Things, Big Data and Machine Learning
- Industry-ready curriculum, designed to get you the best job opportunities in Fintech sector
- Specialization subjects delivered by Fintech industry professionals and IT pros
- Targeted internships at Fintech firms and startups

International Business

Offered at Navi Mumbai

The PGDM *iConnect* in International Business program develops professionals with a global mindset and is able to integrate this diversity into attitude and behavior. Offering a Curriculum that focuses on practical application, the course is equipped to facilitate students with both analytical and practical skills to help them manage effectively in multinational firms.

A two years full time program with a 10 weeks European term designed to develop the capabilities and resources of managers in the global economy. Students are presented with a thoroughly researched, well sequenced curriculum

consisting of 6 trimesters, which includes a European study trimester at EM Normandie, France and ESSCA, Hungary. Students will have the advantage of learning basics as well as advanced concepts in both domestic and international management along with specialized programs in Sales & Marketing, Logistics, operations and Finance. Teaching methods include lectures, workshops, simulations, field trips and assignments. Practical exposure with a two months internship and a two week project immersion with NGOs add to their all-round experience.

Our Tie - Ups



Retail Management & Marketing with International Perspective

Offered at Navi Mumbai

The PGDM iConnect Program in Retail Management and Marketing crafted in collaboration with Retail industry experts in India. Our focus for this course is changing from Concept Driven to Value Driven through experiential learning of Local Markets, Rural Markets and Global Markets. Keeping the retail industry in focus, it prepares students to take on the challenges offered by hyper-paced retail industry. The curriculum equips participants with relevant topics, models, frameworks and tools to develop a competent RMM function. The Program covers various aspects like Understanding the overseas Retail Business, Retail operations, International Business, Mall Management, Merchandising, Retail Research, Consumer Behavior, Selling & Negotiation Skills and many more. Specialization subjects in Retail and Core subjects of Marketing are covered Intensive Industry Exposure via Guest Lectures, Industrial Visits and Research publications

Global Immersion:

A Ten days Singapore Internship program with Nanyang Technological University

Rural Immersion:

Experiential Learning through Rural Research Projects

Local Immersion:

Experience Retail and Marketing techniques hands-on by running a live retail store at Glomax Mall

Human Resource Management

Offered at Chennai, Mumbai, Navi Mumbai, Raipur, Vadodara and Warangal

The special feature of our program Holistic skill development through innovative teaching pedagogy, Intensive Corporate Interface & Professional HR Certification Workshop from renowned professional bodies, Live Research Projects. HR Simulation Lab at ITM gives the students experiential learning by providing real-time exposure to various HR activities like Employee Resourcing, Learning and Development, HR Consulting, The program also includes excellent Industry Interface through Industry Visits, Guest Lectures, Area Specific Workshops etc.

Our Campuses



ITM Business School Chennai

ITM Business School Chennai campus is an ideal and exclusive institution of higher learning in management. Situated amidst international companies in SIPCOT IT Park at OMR road, the sprawling four acre campus offers a high-tech experience in learning. The modern infrastructure with Wi-Fi enabled, AC class rooms and computer aided teaching makes it pleasant and effective. A library with over 20000 books, 45 national and 11 international journals, two research oriented electronic search engines namely Jgate and EBSCO enable students to develop original research. Doctorate level qualified and industry veterans as faculty offer an intensive learning environment. AICTE approval, high industry recognition, top ratings by reviewing bodies and a very successful placement program with 100% placement record over the years make ITM Business School, Chennai, a first choice destination for management education.

ITM SIA Business School Mumbai (Dombivli)

ITM-SIA B-School is running AICTE approved PGDM Program at Dombivli (Mumbai) campus. At ITM-SIA, we offer specializations in Marketing Management & Digital Media and Financial Management. Located in the suburb of Dombivli, as part of a collaboration with the South Indian Association's colleges, ITM's newest b-school has excellent infrastructure, dedicated faculties, computer labs, library and many student amenities. ITM *iConnect* PGDM program at ITM-SIA features five months industry internship, which will provide immersive industry experience, concurrent NGO project, 'Insight Sessions' with continuous interventions in professional and personal growth, Intensive 'Career Management' sessions, preparing students for final placement process and Capstone project in the second year for intensive and active practical learning.



ITM Business School Navi Mumbai

Kharghar is renowned for being a world class educational hub, talent hub and intellectual capital of Navi Mumbai. This is where ITM Business School stands tall celebrating 27 years of existence, nurturing business leaders and professionals of class. ITMs' Sprawling campus with hostel facility has extraordinary student community from across India fulfilling the adage "unity and learning in diversity". ITM team of Professors and Staff collaborate to provide excellent experience to our students who are far away from home to study with us. The large auditoriums, the theatre, the greenery, the cafeteria, labs, library, placement cell, counselling room and the entire campus breathe intellect and youthful energy.



ITM Business School, at ITM Vocational University, Vadodara GJ

ITM Vocational University, Vadodara was founded in 2014, and has been offering a variety of MBA programs since its inception. The University is a UGC recognized, private university and conducts a wide range of courses in management, engineering and health sciences, out of its expansive campus at Vadodara. With the launch of the ITM *iConnect* MBA, ITM Business School at Vadodara will offer the full ITM *iConnect* experience, including the industry internships, TALEWIND training and top notch placement opportunities.

ITM Business School, at ITM University, Raipur CG

ITM University Raipur joins the ITM Business School network in 2018 with the launch of the ITM *iConnect* MBA program. The university, established in 2012 has been conducting regular MBA programs very successfully and is supported by a group of experienced faculties. ITM University at Raipur is situated in Naya Raipur, in a large 35 acre campus, with over 2 lakh sq. ft of academic spaces such as large classrooms, cafeteria, computer labs and more. The campus offers convenient hostel facilities with a shuttle bus service. ITM Business School at ITM University will offer the full ITM *iConnect* experience, including the industry internships, Talewind training and top notch placement opportunities. ITM University is a UGC recognized private university.



ITM Business School Warangal

ITM Business School, Warangal was established in 1995 as a fully residential campus nestled in the educational township of Warangal where the historic Kakatiya University and NIT are located. The city is 130kms (2 hours) away from the mega-city of Hyderabad and well connected to it by several trains and buses. The campus was designed to reflect the indigenous architecture of the region around Warangal, which is replete with history and ancient civilization. Characterized by its lush plantations and large central garden, the campus has new academic, administration and hostel buildings in keeping with the demand for high-quality, modern facilities.



ITM Centres of Excellence

As a business school, we are acutely aware of the speed of innovation and expansion of knowledge across the fields of business and technology. Every sector of business is evolving rapidly and it is imperative for students to keep ahead of the curve in their respective fields. For this reason, ITM Centers of Excellence were created. Here, a set of dedicated faculties bring together their industry experience, ongoing research and knowledge development and the latest trends in the industry into the specialized PGDM programs at ITM Business School.

ITM Institute of Financial Markets

ITM IFM was established to train the next generation of Indian & International capital markets professionals & to provide access to the latest knowledge & skill sets in use globally. The Institute offers a range of educational programs catering to the needs of fresh students as well as experienced professionals in the broad field of Finance and Financial Services. The centerpiece of ITM IFM is the Business Simulation Lab. When set up, it is 1st of its kind lab in India, and the 6th in the Asia, for learning in a real-time, live market environment simulation in various asset classes, giving a chance to the students to get a firsthand experience of a live trading environment.

Apart from above, ITM IFM has subscribed to Cogencis (Newswire software) for getting Live News feeds on global & domestic economy and financial markets. It also has subscription to financial database of companies through Ace equity (Accord Fintech). In addition, ITM IFM is the oldest accredited partner in India of CISI (Chartered Institute for Securities), UK. It is also accredited training providers for NISM (National Institute of Securities Markets) for conducting Continuous Professional Education (CPE) programs. It has also signed up with tie-up with MCX (Multi Commodity Exchange) to offer joint-certification. ITM IFM also offers various certificates

ITM Global Leadership Centre

Established in 2002 ITM Global Leadership Centre is a center of excellence in the development of specialized programs focused on emerging market trends. From its inception, the Centre has collaborated with industry associations, industry-leading companies and foreign institutions to ensure that its program curriculum stays relevant and updated; and to provide significant real-world exposure to its students. Whether it is the unique European or Asian Study Tours as part of the PGDM: International Business programs, or the extended internships that are a part of the PGDM: Retail and PGDM: HRM programs.

ITM GLC has proved itself as the “B - school for specialists”. Located in the same campus as the ITM Business School, Navi Mumbai, ITM GLC shares the academic resources, faculties and infrastructure of the business school.



An exhaustive and rigorous educational system needs to be supported by an equally effective skills training program to prepare the students for the real-world and corporate challenges. ITM offers exactly this with one-of-its-kind program, led by the team TALEWIND that stands for, “Totally Awesome Learning Experience Which Inspires New Directions.” Covered under this program, are all the skills essential to bridge the gap between theory and practice, aptitude and attitude and knowledge and transformation. The two-year professional development program runs concurrent to the core management course, ensuring that students learn to apply their skills to real-life scenarios effectively.

The program is designed with the meticulousness that covers all aspects of communication, language, etiquette and grooming that do not make a part of technical aspects but are most essential for dealing with peers, seniors and subordinates. Developing self-awareness, learning self-management and self-acceptance form an integral part of this. TALEWIND faculties, equipped in soft skills,

communication and applied behavioural science, assure focused attention and personal guidance to every student. The course content ranges from one-to-one mentoring sessions, effective attitude development, interpersonal skills, global skills enhancement and career management. Students are also taught public speaking, mindfulness, life skills, mental flexibility, presentation and GD-PI skills, etc. Another USP of this program is the use of Visual-Auditory-Kinaesthetic model of learning to help students understand and assimilate the knowledge gained.

TALEWIND believes in hands on approach training; the team emphasizes experiential learning wherein it is easy for the learners to acclimatize with the learning patterns and also apply the same into the corporate world with great ease. Overall, the programs are designed to provide intellectually enriching, artistically inspiring and vocationally burgeoning experiences. In short, TALEWIND is a holistic program meant to transform students into thought-leaders of this generation.





Student Internships



Dr. Lakshmi Mohan
Director

ITM Business School,
Navi Mumbai

A great corporate journey begins with an internship, is a proven fact at ITM.

ITM is one such unique Business school with five months intense internship that seeks to open the corporate world to you. We have more than 200 companies that line up for Internship selections and it is not a wonder that every year the demand from companies are rising.

Large organizations partner with us to provide experiential learning to our students. Companies that select students for internship are L&T, HDFC, Reckitt Benckiser, Reliance, Marico, Godrej, Logo Infosoft, Quality Kiosk, Titan, Lowe Lintas and a long list of companies. For some of our students, it is a moment of accomplishment when the corporate provides them a pre-placement offer and for the others it is an enriching phase. The path from an innocence to wisdom is worth traveling with us!

The internship experience with a combination of industry and faculty mentors enables self-development, professional development and real work insights. Internship has been a path for fulfillment of corporate dreams and a highly practical approach to being successful in one's career.

Making each day a masterpiece is what we drive at, and internship is one of them. It will prepare you to do well every day, leading the path to excellence. "Improvement" begins with "I" and for ITM Business School, the unique five months "Internship" is a great Inspiration to excel in "Industry"!



Social Consciousness Initiatives



Prof. R S S Mani
Vice President
Institutional Development

The study and practice of business is incomplete without understanding and experiencing the effect of business practices on our human society and our planet. Corporate Social Responsibility is becoming a core value at most organizations today, and most companies in the Fortune 500 are following the tenets of the Triple Bottom Line: People, Planet & Profit.

ITM has always fostered a culture of giving and sharing- evidenced by the many long-term CSR initiatives that we have undertaken in the past decade. Our objective is to inculcate the values and practices of CSR into every student who passes through our doors.

The NGO project, which has been a mainstay of the ITM PGDM program for many years, has also been redesigned in keeping with the objectives of the *iConnect* initiative.

Instead of taking up a project for a few weeks to obtain a certificate at the end, ITM PGDM *iConnect* students will involve themselves with intensive, concurrent NGO projects. In this manner, they will be sensitized towards the need of CSR, and be able to experience and participate in the socially conscious business practices of NGOs, charities and foundations that are dedicated to the upliftment of people and the planet.

In fact, many NGOs have had their briefing sessions with the students where expectations are clearly laid out, and names like Kotak Education Foundation, Akanksha Foundation, Dharam Bharti Mission and Sujaya Foundation have already confirmed their participation in the program along with many others.

The NGO project has been designed to be concurrent, allowing students to spend a part of their program schedule at the NGO project site, and actively participate in the operations of these organizations. Like every part of the *iConnect* redesign, the concurrent NGO project is a full-credit course and performance in the project will affect the students overall grade.



Program Schedule

2020-22

	AY 2020-21		Summer 2021	AY 2021-22	
Schedule	Semester 1 July 2020 - October 2020	Semester 2 October 2020 - March 2021	<i>iConnect</i> Core April 2021 - August 2021	Semester 3 September 2021 - December 2021	Semester 4 January 2022 - March 2022
Experience	Initialization, Core Courses	Developing Competencies & Specialization Core	5 months, Industry Integrated Internship	Advanced Specialization courses, Career prep, Placement readiness	Assimilation of learning, research and work experience
Academics	Foundation course + 7 Core courses	6 Courses + NGO Internship	Mentorship Sessions	8 Courses	1 course
Research	Research Fundamentals Course	Company Analysis	-	Research Project	Capstone project
Talewind	3 courses	4 courses	-	4 courses	1 course

ITM PGDM *iConnect* 2020-2022 Specializations

The ITM *iConnect* PGDM is a 2 year, full-time Program with a choice of specializations and campuses:

Institution	Campus	PGDM <i>iConnect</i> Specializations
ITM Business School	Chennai	<ul style="list-style-type: none"> • Finance • Marketing • Business Analytics • Human Resource Management
ITM SIA Business School	Mumbai (Dombivli)	<ul style="list-style-type: none"> • Finance • Marketing and Digital Media • Human Resource Management
ITM Business School	Navi Mumbai	<ul style="list-style-type: none"> • Marketing • Finance • Business Analytics • Supply Chain & Operations Management • Digital Marketing and Transformations • FinTech • Financial Markets • Human Resource Management • International Business • Retail Management & Marketing (with International Perspective)
ITM Business School at ITM University	Raipur	<ul style="list-style-type: none"> • Marketing • Finance • Human Resource Management
ITM Business School at ITM Vocational University	Vadodara	<ul style="list-style-type: none"> • Marketing • Finance • Human Resource Management
ITM Business School	Warangal	<ul style="list-style-type: none"> • Finance • Marketing • Human Resource Management





International Experiences



Global Study Term
PGDM: International Business, Navi Mumbai



Audi Factory in Gyor, Hungary



At Paris



Festylend, Caen, France



Prasun Sarkar
International Business
2018-20

From the beginning of my PGDM-IB Course at ITM I was able to acquire industry relevant skills without much difficulty. The courses at ESSCA Budapest and EM Normandie, Caen, where we go for international immersion, added value and had a lot of learning. The teaching methodology was different and helped us understand core concepts with ease through unconventional subjects such as Project Process Innovation, Negotiation skills, Crisis Management, Business Simulation Game, Cross Cultural Management etc. Spending 3 months in Europe for this Educational Programme has added advantage, as we learn Cultural Flexibility and adaptation, and the importance of understanding diversity. This programme has made me stand out in a crowd as it would accelerate my placement process and career.

Thanks,



Sripriya Konakanchi
International Business
2018-20

I always wanted to be a global professional but was not getting the programme that caters to my requirements and is cost effective as well. I got to know about ITM PGDM in IB program that gives an international exposure for a good 12 weeks. The program of PGDM IB has a different teaching methodology that includes a short term Students Exchange Program in Europe for a span of 3 months that not only provides theoretical approach, but teaches us practical skills.

During the program we are exposed to different business scenarios that helped us understand Cultural differences, Negotiation skills, Product and Process Innovation, Design thinking, Crisis management and Project management.

The Industry Visit in Europe gave us an insight how industry functions and different International standards that an Industry follows abroad as well.

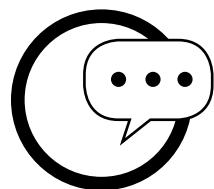
We also gained knowledge about business expansion and development through a business simulation game that was part of our rich curriculum.

Thanks,





Student Testimonials



At ITM Business School, we provide a 5-month Industry Internship which is a defining experience for our students. Our faculties range from highly experienced industry experts to young professionals. In addition, a team of dedicated soft-skills trainers delivers ITM's innovative TALEWIND program. Every student journeys through a 360 degree growth of personal and professional level.

Here's what some of our students have shared about their learning experience at ITM Business School.



At ITM Business School, there's never a dull moment, and my journey in ITM thus far has been very interesting. Here you can be a part of multiple clubs be it academic, social or co-curricular adding value to your candidature. To add to this, there are several cultural fests and celebrations that happen on campus, like the Ganapati celebrations, Onam celebrations and many more. At ITM you learn to work hard and become a true professional, ready to take the corporate world into your stride. Academics at ITM is also quite rigorous. The curriculum is designed in a way where you not only learn what you need to be ready for the current market scenario but you also get future ready. Under the mentorship program, the faculty guides every student personally. There are regular guest lectures and seminars conducted by industry leaders who tell us exactly what is expected from us in the corporate world. This allows us to take proactive steps to build our profiles and plan our future.

At ITM, I have become a better version of myself, ready to take the corporate world head-on.

Naheed Wakhariya



As I was searching for B-Schools, I came to know about ITM through digital platforms. I contacted one of my friends who was studying at ITM and got a positive feedback. ITM has a wide range of specialisations and eventually I chose Financial Markets because of its rigorous curriculum and uniqueness. ITM is one of the few colleges offering PGDM in Financial Markets in India and being situated in Mumbai which is financial hub of the country, helped me to go along with it.

I chose ITM because of its student diversity. Many students from different parts of the country join ITM for pursuing their PGDM, which helps us to understand human psychology and nature and learn about various cultures, leading to our preparation for entering the corporate world.

Akshita Saxena

PGDM-Financial Markets (Batch 19-21)



I had a keen Interest in Retail sector and Retail Marketing. I was looking for Institutes that provides specialisation in this programme. A friend of mine had applied to ITM and she suggested I too should apply as ITM offers exactly the same programme that I was looking for. I also wanted to explore more places in our country and Mumbai eventually was my city of dreams as well, therefore ITM exactly fitted my requirements. What attracted me more to ITM was the one week International Immersion to NTU, Singapore for a certification programme in Design Thinking. ITM offers a variety of specialisations to choose from and ample opportunities to enhance your personality and stand out in a crowd. The learning experience so far has been amazing as there is a lot of practical experience where we learn by doing.

Rashmita K

PGDM-Retail Management & Marketing (Batch 2019-21)



Being an average student at academics, it was very important for me to choose the right B-School to kick start my professional life. Through online websites I shortlisted certain institutes and ITM was one of them. By going through the official website of ITM I got to know about the curriculum, academic rigour and placements. One thing that attracted me especially was the 5 months internship program. Being a fresher it was a very good opportunity for me to gain new experience. After discussion with my seniors my decision of getting into ITM became much stronger as there feedback was exactly the same as what I had seen on the website. ITM prepares me for a smooth campus to corporate transition through this program. I am sure by choosing ITM, I have chosen the best fit for my career needs.

Ishita Dilip

PGDM-Digital Marketing Training (Batch 2019-21)



After graduating in Hotel Management, I was working in sales profile at the Leela. I realised that I need something more than just a graduation degree to accelerate my career. I was looking for a B-School that not only caters to my needs but is also considered one of the best in the country. As I wanted to go for Marketing as my specialisation, I was especially searching for a B-School that has a big name for its marketing. My search for the right B-School concluded after I found ITM. I am doing my PGDM course with ITM Business School and I could not have asked for more as the curriculum here is the right blend of theory and practice. I would just like to say that "Keep working, moving ahead and be consistent. Remember nothing is bigger than your dreams so don't give up on your dreams ever".

Ashish Singh

PGDM-Marketing (Batch 2019-21)



My name is Shivesh Rastogi, from Lucknow. As a graduate student I was very clear about my career goals and had decided to go for PGDM course right in my 1st year of graduation. I was looking for a B-School that give a lot of practical experience and exposure to the corporate world and make me future ready to be a good Manager. As I was doing my research for this kind of B-School, my neighbour, who is an Alumni of ITM Business School suggested me to consider ITM. After going through the ITM website and talking to some students on social media, my decision was made as understood that ITM not only provides good corporate exposure but also an evolved learning experience. The cutting edge curriculum fulfills the industry requirements. My only advice for the future MBA aspirants is 'being confident and brave enough to believe in your own decisions ' that's what MBA teaches you. So, choose wisely and live well!!!

Shivesh Rastogi

PGDM-Marketing (Batch 2019-21)



ITM Business School is one of the most premier business schools in India that offers students a chance to sharpen their human as well as academic skills. ITM is a perfect blend of culture and academics.

At ITM we are treated as Managers in Making. We have highly knowledgeable faculty and mentors who makes us future ready by their constant guidance and support. At ITM Business School we have extensive internship program which is bifurcated in 2 parts. The first one is NGO Internship, where we get to work with NGOs and helps to sensitize us to the ground realities of society. The 2nd one is Intensive internship programme, which is a corporate on the job training for 5 months. In this internship we get to work with the kind of people that we aspire to be one day. These two very diverse experiences gives us a very holistic perspective. I would sum up by saying that the blend of academics plus Internships has made me confident and corporate ready.

Aditi Vijay

PGDM-Finance (Batch 2019-21)



Eligibility and Application Procedure

Eligibility

Minimum eligibility for application to the ITM PGDM programs is a bachelor's degree (10+2+3) from any AIU recognized University with minimum 50% marks in the qualifying examination. Final year students may also apply. In addition, candidates must have appeared for one of the following MBA Entrance Tests: CAT, XAT, CMAT, GMAT, MAT, ATMA, State CET tests & NMAT by GMAC where applicable, and as per AICTE guidelines.

How to Apply

Visit - forms.itm.edu

For assistance contact us:

Toll Free: 1800 209 9727

Email: pgdm.admissions@itm.edu

Application Instructions

- Please read the application instructions carefully for detailed information.
- You must maintain a valid email account & phone number throughout the selection process, so that we may contact you.
- You will be required to submit attested photocopies of required mark sheets & certificates during the MPPI process. See the selection process section below.
- Any wrong or misleading information in the online application form will disqualify your application and if already admitted, will lead to the cancellation of your admission.
- While filling out the academic records section, the basis of computing percentage marks obtained by you would be based on the practice followed by the board/institution from where you have graduated.
- If your marks are calculated in grade point averages (GPA), they need to be converted into percentage score as per the conversion scheme of your institution. If your institution does not have conversion scheme for GPA, you can calculate it by dividing obtained cumulative GPA (CGPA) by the maximum possible GPA and multiplying by 100. eg: $3.5 \text{ (CGPA)} / 4.0 \text{ (Max GPA)} \times 100 = 87.5\%$
- IMPORTANT: You must keep a photocopy of the filled online application form for future reference. Once the application form is accepted by ITM, an Application ID will be communicated to you, which must be quoted in all future correspondence.

- Students who are seeking admission to PGDM-IB program should have passport with them or should initiate the process of obtaining passport as soon as they reserve seat.

Selection Process

Shortlisting for MPPI and final selection for admission to the above programs is based on your overall academic performance & followed by scheduled Micro Presentation & Personal Interview. Short-listed Candidates will be called to attend the MPPI Process selection rounds; Call-letter for the Selection Process is sent through courier / post and e-mail. The selection criteria for final admission is based on following multiple factors:

- Past academic performance.
- Entrance test scores.
- MPPI performance.
- Work experience (if any) after completion of your graduation.
- Extra curricular activities, other interests and accomplishments.
- A combination of all the above factors are used to determine the eligibility of candidates to be called for MPPI and offered final admission. A high Entrance Test score above does not guarantee a call for selection process or admission offer.

You must bring the following documents to the MPPI venue to participate in the selection process:

1. **Application Form:** Photocopy/Printout of your filled online application form.
2. **Entrance Test Scores:** Original score sheets (with an attested photocopy) of all management entrance exams given and where the scores have been sent to you. If scores are published on the web, an attested printout of the web page showing your result shall be permitted. If you have not yet received your Test Score Card, please provide a photocopy of your Test Admit Card.
3. **Mark sheets & Certificates:** Originals & attested photocopies of all mark sheets and certificates including Std X, XII, & all years / terms of graduate degree.
4. If you have work experience, relevant Photocopies of Experience Letter / Pay Slips / Offer Letter.
5. **Important: ITM shall not retain any original documents or marksheets. We will only verify the originals against the photocopies and return the originals to you.**
6. A Demand Draft for ₹25000/- in favor of "Institute for Technology and Management", payable at Mumbai.

7. On successful completion of your MPPI, you may be offered admission to one or more programs, based on your overall performance in the selection process. Should you choose to accept the offer of admission, you must submit the above-mentioned demand draft of ₹25,000/- which represents Part-I of the program fees. You will then be given a confirmed offer of admission, as well as a receipt towards the initial fee payment. At this point, you are required to submit attested photocopies of all the above documents.
8. Should you choose not to accept the offer of admission, you are under no obligation to make any payment. Please note that after such a time, the offer of admission may be revoked.
9. Three colour passport size photographs. Proof of Identity in the form of Voter ID, PAN Card, Driving License, AADHAR card or passport.

Important Note: Please write your Application ID, Full Name and email address on the back of all photocopies.

General Instructions

- Please quote your name, date of birth and application ID in all your communications with us.
- We welcome the applicants and parents to visit any of our campuses to experience our programs, infrastructure & people.
- Any dispute arising from matters given in this document are subject to Mumbai jurisdiction and no other court shall have jurisdiction in this matter.

Scholarships

ITM awards a limited number of scholarships to candidates who have demonstrated academic, social, cultural/arts or personal achievements, and whose personal or family finances are inadequate to support the costs of the PGDM program. The scholarship awards are in the form of full or part waiver of Academic Fees and other costs at the sole discretion of the Scholarship Committee.

* ITM uses the CAT, XAT, CMAT, GMAT, MAT, ATMA, State CET tests & NMAT by GMAC and other scores for short-listing candidates for our selection process. Neither IIM's nor other Test Administrators or regulatory bodies have any direct role in the selection of applicants. ITM follows the guidelines of AICTE and other applicable regulatory bodies in its selection process.

ITM Business School grants a limited number of merit scholarships. The awards range from 25%-100% of program fees.

Deadline for scholarship
20th January 2020



Life at ITM Business School





ITM Business School

Campus: Chennai Mumbai Navi Mumbai Raipur Vadodara Warangal

Admission Office:

Plot 25 & 26, Institutional Area, Sector 4, Kharghar (E), Navi Mumbai - 410 210

Admissions Open for ITM PGDM *iConnect* (2020-22)

Apply online: www.itm.edu/pgdm

You can connect with us on

 ITMPGDM  ITMInstitutes  itmgroupofinstitution/  ITMGroupVideos

