

IN THE FIELD OF EDUCATION SINCE 1951

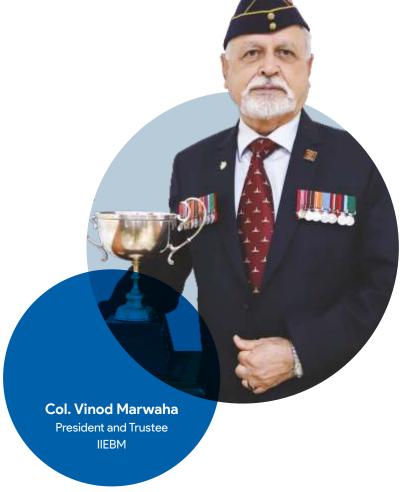


BEING CORPORATE BATTLEFIELD READY!





If the Indian industry is to carve out a niche for itself in the world economic order, it is imperative that the management must transform to accept new technologies. This implies that entrepreneurs and managers ought to acquire new skills and understand clearly the impact of technologies on the business process.





Dear Students.

The global business environment is witnessing unprecedented changes. New challenges and opportunities are being created. In every industry and economy, paradigms are shifting, calling upon new attitudes toward work, new mind-sets, knowledge and skills for success in this time of transition.

One of the more significant phenomena in recent times is the emergence of new technology in every business. It has impacted the way companies make products, look at customers and build and maintain relationships with their stakeholders. Technology is important to every company regardless of size and it is becoming must for the very survival of any enterprises.

If the Indian industry is to carve out a niche for itself in the world economic order, it is imperative that the management must transform to accept new technologies. This implies that entrepreneurs and managers ought to acquire new skills and understand clearly the impact of technologies on the business process.

We at IIEBM foresaw the emergence of technology in management of enterprises and have developed a two-year curriculum, "Postgraduate Diploma I Management (PGDM)" which is innovative, contemporary and addresses requirements in terms of knowledge and skill sets expected by leading corporate houses who have adopted information technology (IT), Business analytics, ERP as effective tools to manage their enterprises.

I welcome you to be part of a transformational learning experience.

Warm regards,

Col. Vinod Marwaha
President and Trustee
IIEBM





To meet the challenges of
Globalization has become the focal
point of Indian Business and Industry. If
the Indian Industry is to carve out a
niche for itself in the World Economic
order, it is imperative that
management of enterprises must
transform and embrace the latest
knowledge and technologies.



Dear Students.

Economies across the globe are rapidly integrating into a mega World Economy.

In today's fast-changing and hyper-competitive environment, it is imperative to extend our sights beyond contemporary knowledge and capabilities.

To meet the challenges of Globalization has become the focal point of Indian Business and Industry. If the Indian Industry is to carve out a niche for itself in the World Economic order, it is imperative that management of enterprises must transform and embrace the latest knowledge and technologies.

The need of the hour is to turn out Business Leaders and Entrepreneurs who are equipped with the right skill-sets and tools to analyse markets and consumer behaviour in all types of Economic scenarios.

We at IIEBM have designed the course curriculum in a very scientific manner and it is intended to be stimulating, challenging and comprehensive with meticulously engineered educational expertise and holistic approach methodology that provides every student with an opportunity to equip oneself with the right tools to analyse markets and consumer behaviour in all types of economic scenarios.

The two years spent at IIEBM, provides every possible opportunity for students to grow morally, creatively and intellectually in a highly competitive and dynamic business environment.

Our PDGM program is different from other programs as it focuses not only on imparting knowledge and giving Industry exposure to our students but laying equal thrust on honing Business and other soft skills essential for the overall personality development for making them Industry ready.

We also lay importance on imbibing the IIEBM CORE VALUES in our students which are very critical for being successful in every sphere of life.

We look forward to students who have the capacity to work hard and would like to undergo a transformational learning experience to become Business Leaders and Entrepreneurs.

Wishing all future aspirants early realization of their dreams.

With best wishes,

**Dr. Jai Singh**Managing Director and Trustee
IIEBM



We are committed to make our institute a centre for business excellence. We offer a strong foundation course and robust induction program. We encourage our students to take up more live projects and internships so that they become more skilled for the industry.





Dear Students,

Many congratulations and Welcome to IIEBM!

With great pleasure, I extend my warm wishes to each one of you.

As dean of the institute, I am pleased with the rich culture of providing practical, industry relevant, management education. Every year, we aspire to design innovative, cutting edge and business relevant courses and certifications in collaboration with industry's expert, life skill coaches, eminent academicians, senior faculty members, alumni and other institutional partners. Our customized and strong curriculum will prepare you to face the real time work challenges. I am glad to share that since inception we are providing experiential business education. We aim to make our students phenomenal business managers with prodigious leadership qualities.

We are committed to make our institute a centre for business excellence. We offer a strong foundation course and robust induction program. We encourage our students to take up more live projects and internships so that they become more skilled for the industry. Our diversified courses on analytics, programming language helps the understanding of our students in data management. Our association with renowned institutions like Harvard Business School, CISI, SAP makes our students more confident and allows them to explore a new path for themselves.

I would like to once again welcome all the aspiring students to join IIEBM for a life changing experience.

Warm regards,

**Dr. Poonam Nikam**Dean. IIEBM

## BEING CORPORATE BATTLEFIELD READY!



Colonel Marwaha, an alumnus of the National Defence Academy & 47th Course of the Indian Military Academy was the youngest lot to participate in the 1971 Bangladesh War and are fondly referred to as the "Born to Battle" Course.

As Founder President, he carried forward the culture of graduating students of IIEBM "Battle ready for the Corporate Battlefield", same way as they were baptized in the Bangladesh War.

It has been over two decades since inception of IIEBM and this philosophy remains the cornerstone of our Institute.

To be a success in the Corporate Battlefield young managers & leaders should be equipped with in-depth Subject Knowledge, Market Insight / Intelligence, Industry relevant Skill-Sets & most importantly qualities like Nationalism, Self-Discipline, Leadership, Integrity & Ethics.

IIEBM has created a unique identity of its own for which it is recognized by the Industry and this has also become a trademark which differentiates our students from the others.





#### **OUR PATRONS**



Shri Sharad Pawar Member of Parliament, Rajya Sabha Chief Patron IIEBM - Indus Business School



**Lt. Gen. Noble Thamburaj**SM, Ex Colonel Commandant,
The Bombay Sappers



Shrimant Ramraje
Naik Nimbalkar
Chairman - Maharashtra State
Legislative Council,
Ex-minister For Water Resources,
Government Of Maharashtra



**Lt. Gen. K. T. Parnaik** PVSM, UYSM, YSM Governor of Arunachal Pradesh

#### **DEAN, EMERITUS**



**Maj. Gen. G.H. Israni** Dean, EMERITUS

#### **OUR ADVISORY COUNCIL**



Lt. Gen.
D. B. Shekatkar
PVSM, AVSM, VSM



**Brig. Ajit Apte** 



Col. Lalit Rai



Lt. Gen. Noble Thamburaj, SM, Former Vice Chief of Army Staff and Lt. Gen. K.T. Parnaik, PVSM, UYSM, YSM are Patrons of IIEBM Trust.

Lt. Gen. D. B. Shekatkar, PVSM, AVSM, VSM, Brig. Ajit Apte and Col. Lalit Rai, VrC are members of the Advisory Council of the IIEBM Trust.

IIEBM, being an Institute established and managed by senior Officers of the Indian Army, there is a special consideration in the Tuition Fee for the wards of serving and retired Armed Force Personnel.



## About **IIEBM**

#### **HISTORY**

IIEBM was established in the year 2000 by Shrimant Vijaysinh Naik Nimbalkar Alias Shivajiraje, scion of the ruling family of Phaltan, District Satara and Col. Vinod Marwaha, a visionary, entrepreneur and philanthropist.

Education in the pre-merger era in the state of Phaltan, was provided by the Royal Family. 'His Highness Shrimant Mudhojirao Naik Nimbalkar' ruler of Phaltan State who had established first school in the year 1893.

After the merger of erstwhile princely states with the mainstream Government, the staff of the State of Phaltan was transferred to the Government. This led to the establishement of the "Phaltan Education Society" which was registered under the Bombay Public Trusts Act 1950 on 27th April 1953.

Thereafter, "The Phaltan Educaton Society" received strong support from Shrimant Vijaysinh Naik Nimbalkar, who was a firm believer in the cause of education and made it grow by leaps and bounds to its present status.

As all Institutions of The Phaltan Education Society were based out of Phaltan, Shrimant Vijaysinh Naik Nimbalkar and Col. Vinod Marwaha decided to establish IIEBM in Pune to afford students from Phaltan region and wards of defense families better corporate exposure and interaction, along with affordable, quality and value based Management education. Their dream bore fruit when the first batch graduated in the year 2002, and was successfully placed in Indian and multinational companies. Since then there has been no looking back, and IIEBM has grown to its present stature, and will continue to grow, as we continue to increase our competitiveness, both locally and nationally.



















Best B school in Industry Exposure by Pune Times Mirror's Education Excellence.



The Most Emerging Marketing Management College by Zee Edu- Future Excellence Award.



# Ranking



Times 3 School

Top Institutes for placements by Times B School.



Times 3 School

In India, Private B School -Times B School.



Outlook (9)



Amongst the Top Private B Schools in Pune by Outlook ICARE Survey.



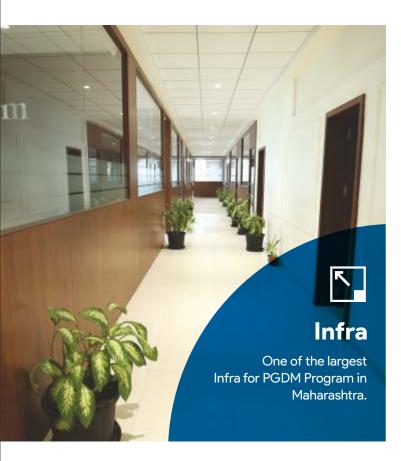
Outlook 🚇



Amongst the Top WEST B-Schools in India by Outlook ICARE Survey.

## Infrastructure

We take great pride in our excellent infrastructure and have ensured that the best of the technologies be incorporated in the teaching learning process. We aspire to reach to a higher horizon, a horizon at which we are recognized at the national and the international levels. Technologies be incorporated in the teaching learning process.









## Other Facilities











#### **ERP**

It helps us to have an end-to-end solution for our day to day operations.



#### Wi-fi Facility

We have Wi-fi facility of 100 mbps optical fibre 1:1 leased line which is freely available.



#### Video Conferencing Rooms

We have fully furnished and technologically equipped interview rooms.



#### Computer Labs

Air- Conditioned computer labs with all latest technology and computer systems.



#### **CCTV** Surveillance

Our complete Campus is under CCTV Surveillance along with Firewall Dell NSA 2600 protection.



#### Leaders Mess

400+students are provided hygienic and multi cuisine sit down meals on a regular basis

# What Makes Us **UNIQUE?**

300+
Recruiters on campus



Purnartha



Colgate



**Asian Paints** 

600+

Corporate Speakers



**Dr Prashant Pansare**Chief Executive Officer, Rubiscape



Mr. Rajesh Kumar Singh Global Head HR, KPIT Technologies



**Gaurav Verma** Co-Founder & Ceo, Ajjas.com

100+

CXO's/CEO's on Campus



M. A. Tejani Managing Director, Gits Food Products Pvt. Ltd



Mr. Rajiv Mitra CEO - Prabhat Lactalis



Mr. Nitin Gupta CEO of Omnia Toys and Director of Dream Plast

3000+

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Globally Spread Alumni Network



Sambad Alumni Lecture Series



Sambad Alumni Lecture Series



Ms. Rekha Nair Associate Director - HRBP, Technology Teams at Flipkart

Hrs. Live Projects, Field Study, Market Research & Industrial Visit



**Industrial Visit to Volksvagon** 



**Industrial Visit to Tata Motors** 



**Industrial Visit to Govind Milk & Milk Products** 

# 2410

Specialization-specific Summer Internship in Preferred Industry

1000+

ii@bmi



**Summer Internship** @ Coca-Cola



**Summer Internship** @ Colgate



**Summer Internship** @ Gabriel

Hours of NGO Internship to Foster ISR & CSR







& Functions by Students clubs & Committees







# Gaining An Edge

The Impact of Army Leaders Visiting Our Campus on Student Success



Air Cmde V. T. Parnaik (Retd) Air Cmde - Indian Air Force



**Brig. Ajit Apte**President - Steinbatch Interims
Member - Advisory Council, IIEBM



Brig. Prakash Ghogale VSM, Ex-Director HR at Hayatt Regency, New Delhi.



Founder - CEO,
SE Consulting

Col. R. K. Pawah
Motivational Speaker



**Col. Lalit Rai**Managing Director at
Arcanum Management Consulting



Col. Pratyush Kumar Singh Gaur Vice President Morgan Stanley



Commander Bhushan Kumar Dewan -



Commander Girish Konkar (Retd) CEO - Beyond Horizons



Lt. Col. (Dr.) Tushar Ghate (Retd Director of Sharvil Power and Agro Technologies.



Lt. Col. A.V. Paranjape (Retd)
Executive Director, Community Aid &
Sponsorship Programme



Lt. Gen. K. T. Parnaik PVSM,UYSM, YSM, Hon. Governor of Arunachal Pradesh



Lt. Gen. Shokin Chauhan PVSM, AVSM, YSM, SM, VSM, PhD



Lt. Gen. A. T. Parnaik AVSM. SM, VSM



Lt. Gen Dalip Bhardwaj

Defence Consultant
and Advisor



Lt. Gen. D. B. Shekhatkar PVSM, AVSM, VSM Member - Advisory Council, IIEBM



**Lt. Gen. Noble Thamburaj** SM, Ex. Colonel Commandant, The Bombay Sappers Patron, IIEBM



Maj. Gen. G. D. Bakshi SM, VSM, Former Director General of Military Operations, Indian Army



Maj. Gen. G.H. Israni VSM



Mr. Srinivasan Sankarambadi Retd. Commander (Indian Navy)



Vice Admiral Dinesh Deshpande AVSM, VSM



Brig. Pramathesh Raina



Lt. Cdr. Dr. Sadhana Giri Director HR, Strategy and Partnership, CLEPT CCentric Learning Edge Pvt Ltd



Lt. Gen. Dalip Bhardwaj Defence Consultant and Advisor



Major Dr. Surendra Poonia VSM, former Special Forces Officer of The Indian Army and Founder of Fitistan





















#### **Cradle of Corporate Leadership**

IIEBM is an Institute that has been focused on imparting Management Education for the past 20-plus years which has resulted in the Industry recognizing us for training some of the finest Management students.

#### **Academic Excellence**

Higher emphasis on Practical Skills which include real-world Case Studies, hands-on Projects, and internships.

#### Innovative Teaching Methodologies

We incorporate innovative teaching methodologies such as interactive learning, Seminars, Workshops, and industry-oriented Projects to foster critical thinking, analytical skills & leadership qualities.

#### Emphasis On Technology & Business Analytics

Recognizing the increasing importance of technology & data-driven decision-making in the Business World we have integrated courses on technology, digital innovation, and business Analytics into the curriculum ensuring that students are equipped with the necessary skills to navigate the digital age.

#### Focus On Leadership & Soft Skills

We prioritize on development of leadership and communication skills, critical thinking, and problem-solving abilities for holistic personal & professional development.

#### Strong Alumni Network & Placements

IIEBM has a vast & active Alumni network that plays a vital role in mentoring & guiding current students, as well as providing ample job opportunities.

#### Industry Interface & Corporate Partnerships

We have established strong connections with various industries which facilitate Guest Lectures, Industry Visits, Internships, and placements for students.

#### Global Exposure & Diversity

At IIEBM, we provide opportunities for International exposure through Global Study Programs, Exchange Programs, and collaborations with International Universities & MNCs like CRISIL, KPMG, Harvard Business School Online, CISI – UK, IBM, etc. for Certification in the latest technology.

#### Cutting-edge Facilities & Technology

We have state-of-the-art facilities such as advanced libraries with OPAC facilities, technology-enabled classrooms and modern research labs with access to the latest technology & resources.

#### **Entrepreneurial Support & Incubation**

A strong emphasis on Entrepreneurship & support for start-ups through IIC under MoE's Innovation Cell, Mentorship Programs & funding opportunities.

## Academic Collaborations



# Placement **Highlights**





Highest Salary
Business Analytics 2022

30LPA

Highest Salary Marketing 2022 24LPA



## **Career Services**

# & Support



# Specialization Specific Certification

#### Marketing

- · Negotiation Mastry by Harvard Business School Online
- SAP SD Certification
- Marketing Analytics by IBM
- · Retail and Omni Channel Management
- · Sustainable Packaging

#### **HRM**

- Strategy Execution by Harvard Business School Online
- SAP HRM Certification
- People Analytics by IBM
- Business Negotiations
- HR Analytics Capstone Project by IBM

#### SCM

- Global Business by Harvard Business School Online
- SAP MM Certification
  - SCM Analytics by IBM
- Business Negotiations

#### Finance

- Sustainable Investing by Harvard Business School Online
- SAP FI Certification
- Financial Analytics by IBM
- Securities & Investment from CISI
- Financial Modeling

#### **Business Analytics**

- Business Analytics by Harvard Business School Online
- Fundamentals of Data Visualization with Power BI
- Data Science by IBM
- IBM Data Science Capstone Project

#### **SAP-ERP**

- SAPSD | MM | PP | FI | HR
- IOT & Python by IBM
- AI & ML by Harvard University

### **Employability Enhancement Certification**

**SEM** 

# SEM

- · Anlyzing Data with Excel by IBM
- Digital Marketing by Google
- SAP Power User Certification
- Employability Assessment Test -I
- Cambridge English Placement Test -Pre **Training**

- Entrepreneurship in **Emerging Economies** by Harvard University
- Leadership & Communication by Harvard University
- Entreprenurship Know How by MIT,
- Blockchain Essentials by IBM
- AI & ML for Everyone by IBM

# SEM

- Python & R certification by IBM
- · Lean Six Sigma Green
- · Fundamentals of **Entrepreneurial Finance** by MIT, USA
- Employability Assessment Test -II
- Cambridge English Placement Pre Test -Post Training

# **SEM**

- MS Project by Microsoft
- Innovation & Entrepreneurship by MIT, USA
- Bootstrapping for Entrepreneurs by MIT, USA

### **Key Recruiters**



















































































## PGDM FINANCE

Post Graduate Diploma in Management - Finance



#### **Program Overview:**

The Post Graduate Diploma in Management (PGDM) in Finance is a highly specialized program designed to equip students with the skills and knowledge required for a successful career in the field of finance. This program is tailored to meet the dynamic needs of the finance industry and provides a strong foundation in financial management, investment analysis, risk assessment, and financial strategy.

#### **Key Program Highlights:**

**Industry-Relevant Projects:** The program emphasizes practical learning through real-world projects, case studies, and simulations

**Expert Faculty:** Our experienced faculty members are experts in the field of finance, bringing a wealth of industry knowledge and academic excellence to the classroom.

**Guest Lectures and Seminars:** Regular guest lectures and seminars featuring finance professionals and industry leaders provide valuable insights and networking opportunities for students.

**Internship and Placement Support:** We have a strong network of corporate partners in the finance sector, and our dedicated placement cell assists students in securing internships and job placements with leading financial institutions.

**Financial Technology (FinTech) Focus:** The program recognizes the growing importance of technology in finance. Students will explore the intersection of finance and technology, gaining skills in areas like data analysis, block chain, and financial software tools.

#### **Skills Taught**

**Financial Analysis and Reporting:** Develop proficiency in analyzing financial statements and interpreting key financial indicators for informed decision-making and reporting.

**Risk Assessment and Management:** Acquire skills in identifying, assessing, and managing financial risks to ensure sustainable and secure financial outcomes for organizations.

**Investment Strategy Portfolio Management:** Master the art of designing effective investment strategies and managing portfolios to optimize returns and minimize risks.

Financial Modeling and Valuation: Gain expertise in building financial models and conducting valuation analysis to assess the financial viability of investment projects and potential mergers and acquisitions.

**Ethical and Regulatory Compliance:** Understand the ethical and regulatory frameworks governing the financial industry, ensuring adherence to industry standards and best practices..

#### Name of the Subject

Financial Analytics

SAP-FICO (Finacial & Management Accounting)

Financial Modeling

Security Analysis & Portfolio Management

Investment Banking & Wealth Management

Banking Operations and Bank Risk Mangament

Microfinance and Developmental Banking

Direct & Indirect Taxation

Business Analysis and Valuation

Advanced Financial Management

Derivatives and Risk Management

International Finance

Venture and Private Equity Funding

Business Analytics using Excel

**ERP Implementation Methodology** 

Data Visualisation using Tableau / Power BI

Basics of Python

#### **Career Opportunities**

Graduates of the PGDM in Finance program are well-prepared for a wide range of finance-related careers, including but not limited to:

Financial Analyst	Investment Banker	Portfolio Manager
Risk Manager	Financial Consultant	Corporate Finance Manager
Asset Manager	Financial Planner	Quantitative Analyst

#### **Admission Requirements**

**Eligibility:** Applicants to the PGDM in Finance program should typically hold a bachelor's degree in any discipline with min of 60% marks.

## PGDM HUMAN RESOURCES

Post Graduate Diploma in Human Resources



#### **Program Overview:**

The Post Graduate Diploma in Management (PGDM) in Human Resources is a specialized program designed to develop HR professionals with a deep understanding of human capital management, organizational development, and strategic HR practices. This program equips students with the knowledge and skills required to excel in HR leadership roles and contribute to the success of organizations.

#### **Key Program Highlights:**

**Experiential Learning:** The program emphasizes experiential learning through case studies, group projects, and simulations. Students gain practical insights into real-world HR challenges and develop problem-solving and decision-making skills.

**Industry-Experienced Faculty:** Our faculty members bring a wealth of industry experience and academic expertise to the classroom

**Internship and Industry Exposure:** Students have the opportunity to undertake internships with leading organizations, allowing them to apply their classroom learning in real corporate environments.

**Diversity and Inclusion Emphasis:** With a growing emphasis on diversity and inclusion in the workplace, the program addresses these critical issues, preparing students to foster inclusive environments and manage diverse teams effectively.

#### **Skills Taught**

**Talent Acquisition and Management:** Develop expertise in talent acquisition strategies, recruitment processes, and talent retention practices to ensure a skilled and motivated workforce.

**Performance Management and Appraisal:** Acquire skills in designing and implementing effective performance management systems and appraisal processes to enhance employee productivity and organizational performance.

**Organizational Development:** Learn to assess organizational needs, manage change, and foster a positive organizational culture to promote employee engagement and organizational success.

**Employee Relations and Conflict Management:** Cultivate skills in managing employee relations, resolving conflicts, and fostering a positive work environment to ensure a harmonious and productive workplace.

**HR Compliance and Legal Framework:** Understand the legal framework governing HR practices and compliance requirements to ensure adherence to labour laws and regulations.

#### Name of the Subject

**HR Analytics** 

SAP Success Factor

Management of Industrial Relations and Labour Laws

Strategic HRM

Performance Management System

Social Security Legislations

Advanced Manpower Planning

Training and Development

International HRM

HR in Service Sector

HR Audit & Scorecard

Compensation Management

HR Issues in Mergers & Acquisitions

Business Analytics using Excel

**ERP Implementation Methodology** 

Data Visualisation using Tableau / Power BI

Basics of Python

#### **Career Opportunities**

Graduates of the PGDM in HR program are well-prepared for a wide range of HR-related roles in various industries, including:

HR Manager	Talent Acquisition Specialist	Compensation & Benefits Analyst
Employee Relations Manager	Organizational Development Consultant	Training & Development Manager
HR Business Partner	Diversity & Inclusion Manager	Change Management Consultant

#### **Admission Requirements:**

**Eligibility:** Applicants to the PGDM in HR program should typically hold a bachelor's degree in any discipline with min of 60% marks.



## PGDM MARKETING

Post Graduate Diploma in Marketing

#### **Program Overview:**

It is a specialized program designed to nurture marketing professionals with a strong foundation in marketing principles, consumer behavior, brand management, and digital marketing. This program equips students with the knowledge and skills required to excel in the dynamic and ever-evolving field of marketing.

#### **Key Program Highlights:**

**Real-World Projects:** Students engage in hands-on projects, case studies, and marketing simulations that provide practical experience in solving marketing challenges and making data-driven decisions.

**Industry-Connected Faculty:** Our faculty members provide valuable insights into current marketing trends, best practices, and emerging technologies.

**Market Research and Consumer Insights:** The program focuses on understanding consumer behaviour, conducting market research, and using data-driven insights to drive marketing strategies.

**Brand Management:** Students learn the art of brand building and management, including creating brand identities, positioning, and strategies for brand growth and sustainability.

#### **Skills Taught:**

Market Research and Consumer Behaviour Analysis: Learn to conduct market research and analyse consumer behavior to develop effective marketing strategies and campaigns.

**Brand Management and Communication:** Develop skills in brand positioning, brand communication, and brand equity management to create compelling brand stories and enhance brand visibility.

**Digital Marketing and Social Media Management:** Acquire expertise in leveraging digital platforms and social media channels to create impactful marketing campaigns and engage with target audiences effectively.

Marketing Strategy and Planning: Master the art of formulating marketing strategies and creating comprehensive marketing plans to achieve business objectives and drive growth.

**Sales and Relationship Management:** Cultivate skills in sales techniques, customer relationship management, and sales analytics to drive sales growth and foster long-term customer relationships.

#### Name of the Subject

Marketing Analytics

Consumer & Organizational Buying Behavior

Sales and Distribution Management (SAPSD)

Service Marketing

Retail Management

Brand & Product Management

Business to Business Marketing

Inetrnational Marketing

Intergated Marketing Communication

Rural Marketing

E-commerce and Digital Marketing

E-commerce and Digital Marketing

E-commerce and Digital Marketing

Business Analytics using Excel

**ERP Implementation Methodology** 

Data Visualisation using Tableau / Power BI

Basics of Python

#### **Career Opportunities**

Graduates of the PGDM in Marketing program are well-prepared for a wide range of marketing-related roles in diverse industries, including but not limited to:

Marketing Manager	Brand Manager	Digital Marketing Specialist
Product Manager	Market Research Analyst	Advertising and Promotions Manager
Sales Manager	Public Relations Specialist	Social Media Manager

#### **Admission Requirements:**

Applicants to the PGDM in Marketing program should typically hold a bachelor's degree in any discipline with min of 60% marks.

# BUSINESS ANALYTICS

Post Graduate Diploma in Business Analytics

Empowering Data-Driven
Decision-Makers

#### Program Overview:

The Post Graduate Diploma in Management (PGDM) in Business Analytics is a specialized program designed to train professionals in the field of data-driver decision-making and analytics. This program equips students with the knowledge and skills required to leverage data and advanced analytics techniques for strategic decision-making in business.

#### **Key Program Highlights:**

**Practical Learning:** Students engage in hands-on projects and real-world case studies, enabling them to apply analytical concepts to solve complex business problems. They have access to state-of-the-art analytics tools and software.

**Capstone Projects:** Business analytics capstone projects are centered around addressing practical business issues using data analysis and insights. Students work on projects related to data-driven decision-making, performance optimization, market analysis, or process improvement, often for real organizations.

**Industry-Experienced Faculty:** Our faculty members are experts in the field of business analytics, with a strong mix of academic knowledge and industry experience.

**Internship Opportunities:** Students have the opportunity to undertake internships with leading organizations, allowing them to gain practical experience in applying analytics in a corporate environment.

#### **Skills Taught**

**Data Interpretation and Visualization:** Learn to interpret complex data sets and create insightful visual representations to facilitate data-driven decision-making.

**Predictive Modeling and Forecasting:** Acquire the skills to develop predictive models and forecasts using statistical and machine learning techniques to identify future trends and patterns.

**Data Mining and Big Data Analytics:** Master the art of extracting valuable insights from large and complex data sets using cutting-edge tools and technologies.

**Business Intelligence and Reporting:** Develop expertise in generating meaningful reports and dashboards to provide actionable insights for effective business strategy formulation.

**Problem-Solving and Critical Thinking:** Cultivate a problem-solving mindset and enhance critical thinking abilities to address complex business challenges using data-driven approaches

#### Name of the Subject

Descriptive Statistics using R

SQL for Business Analytics

Data Management and Data Visualization

Statistical Analysis

Introduction to Text Analytics

Data Mining using Python

Machine Learning and Al

Digital and Social Media Analytics

Supply Chain and Retail Analytics

Marketing and Customer Analytics

Pricing & Demand Analytics

Financial Analytics

Forecasting Analytics

Business Analytics using Excel

ERP Implementation Methodology

Data Visualisation using Tableau / Power BI

Basics of Python

#### **Career Opportunities:**

Graduates of the PGDM in Business Analytics program are in high demand in various industries. They are well-prepared for roles such as:

Data Analyst	Business Analyst	Data Scientist
Predictive Modeler	Machine Learning Engineer	Analytics Consultant
Business Intelligence Analyst	Data Analytics Manager	

#### **Admission Requirements:**

**Eligibility:** Applicants to the PGDM in Business Analytics program should typically hold a bachelor's degree in any discipline with min of 60% marks.

#### Program Overview:

The Post Graduate Diploma in Management (PGDM) in Supply Chain Management is a specialized program designed to equip professionals with the knowledge and skills required to manage complex supply chains in today's global business environment. This program prepares students for careers in supply chain strategy, logistics, procurement, and operations management.

#### **Key Program Highlights:**

**Practical Learning:** Students engage in hands-on learning through case studies, simulations, and real-world projects.

**Training from Industry Experts:** The program is designed to align with industry best practices and emerging trends in supply chain management.

**On Job Trainers:** On-job trainers help students to acquire the practical skills and competencies required in supply chain management. This includes understanding procurement, inventory management, logistics, demand forecasting, and other critical aspects of the supply chain.

**Internship Opportunities:** Students have the opportunity to gain practical experience through internships with leading organizations in various industries, helping them build a strong professional network.

#### **Skills Taught**

**Supply Chain Optimization:** Develop expertise in optimizing supply chain processes, inventory management, and distribution strategies to enhance operational efficiency and reduce costs.

**Logistics and Distribution Management:** Acquire skills in managing logistics networks, transportation planning, and warehouse operations to ensure the timely and efficient delivery of goods to customers.

**Risk Management and Resilience:** Learn to identify and mitigate supply chain risks, develop contingency plans, and build resilient supply chain networks to adapt to dynamic market conditions and disruptions.

**Data Analytics in Supply Chain:** Master the application of data analytics and supply chain analytics tools to derive insights, forecast demand, and streamline supply chain operations for improved decision-making.

**Sustainable Supply Chain Practices:** Understand the principles of sustainable supply chain management, ethical sourcing, and green logistics to promote sustainability and social responsibility within the supply chain network.

#### Name of the Subject

SCM Analytics

SAP Material Management

Supply Chain & Logistics Management

Digital Supply Chain Management

Material Management

Total Quality Management

Warehouse Management

World Class Manufacturing Practices

International Logistics

Business Process Reengineering (BPR)

Service Operations Management

Operations Strategy & Design

Productivity Management

Business Analytics using Excel

**ERP Implementation Methodology** 

Data Visualisation using Tableau / Power BI

Basics of Python

#### **Career Opportunities**

Graduates of the PGDM in Supply Chain Management program are well-positioned for a wide range of supply chain-related roles, including:

Supply Chain Manager	Logistics Manager	Procurement Specialist
Demand Planner	Inventory Analyst	Operations Manager
Supplier Relationship Manager	Supply Chain Consultant	Distribution Manager

#### **Admission Requirements:**

Applicants to the PGDM in Supply Chain Management program should typically hold a bachelor's degree in any discipline with a min of 60% mark.

# Faculty Profiles



Dr. Vishal Bhole



Dr. Rajvardhan M. Indi



Dr. Sumedha Kulkarni



Dr. Pradnya Nitin Bhandare



Dr. Punam Kumar Hinge



Dr. Rati Shukla



Dr. Astha Singh



Dr. Pooja Kapoor



Dr. Sachin Vyavhare



Dr. Tare



Mr. Sushil Barmecha



Mr. Prashant Aasvani



Ms. Saishree Mohanty

Mr. Vaibhav Kulkarni

Ms. Pratibha Singh



Mr. Arnav Sharma

















# B

















### **Corporate Testimonials**



It was a great experience at IIEBM, Pune. The students are very responsive, interactive and insightful. I wish them a great learning experience and great start to their management journey. Jai Hind!

Sanjog Singh Ahuja National Sales Manager, Nestle



Great experience to be with Dr. Marwaha. He is doing lot of things to create professionals for the corporates. Thanks for inviting me. All the best.

**S. Inderpal Singh**Vice President Human Resources,
Desai Foods Pvt. Ltd.



It was a great session. Coming to IIEBM is always a pleasure.





Great experience interacting with the students today. Love the energy, relevant questions, active participation, wonderful job by the college academia, prof. dean, placement team in creating these platforms (student industry interaction) All the best.

**Ritu Sharma** Campus Hiring And Early Carrer, Brillio



I could sense amazing vibe in the room full of youth and bright winds. I wish the best for their next 2 years here and come out as a great leader who give back to the society both economically and emotionally.

Ravi Kumar Founder and CEO, udChalo



Excellent atmosphere and the crowd has filled with energy and very disciplined. Lot of students have clear goal and I wish the All the best!

Sushant Kumar India Lead, Tata Technologies



Enthusiastic students, excellent infrastructure, committed faculty, visionary management. All the best!



Thank you for inviting as a speaker, to the students. It was a great experience, wonderful students and I wish the institute & students all the very best. I Thank Mr. Jai Singh, Dr. Poonam and Prof. Sujata for the wondertre hospitality.

**Priya Nair** Senior HR Manager, Hexaware Technologies



Director, Dream Plast India Pvt. Ltd. & Omnia Toys



It was a wonderful experience interacting with the students. Am excited to see the stamina in them. Wish them all the success in their corporate and personal life. Jai Hind!



Dipankar Sen Sharma
National Head (Business & Product ) Merchant Acquiring

Over all I'm impress the culture of the institute the management is imbibing in the students, I'm also impress with the caliber and potential of the student. I would like them to focused on 1) Strong Academic Foundation 2) Leadership Development 3) Practical Experience by setting good internship/case assignment 4) Networking skills and healthy develop entrepreneurship mindset - Wish you all the best for the career ahead.

**Pradeep Chavda** HR Director, Sodexo India



Good space to be in for an MBA student. Ethic and value system of the college is second to home. Infrastructure, staff and management is very helpful and forward looking. I would recommend this college to all growth aspirant MBA student of the country. Keep it up!



AU Small Finance Bank

Head Talent Acquisition Greencam Industries LTD.



Wonderful interaction with students. All the best!

Ms. Nidhi Dhanju

Chief Human Resource Officer, Praj Industries Group

### **Corporate Testimonials**





It was an absolute nice experience, the students were very bright and attentive through the session. I wish them all the best!





Fantastic place and young minds with discipline and etiquette. Keen to learn the mates and happy to take guidance.

**Mr. Shubham Ishwarkatti Rana** Deputy Manager - Global Campus Recruiting & Program, Barclays





A management institute run by military veterans is a unique proposition and that is why IIEBM is one of its kind. It was an honor to be on campus and shaping my knowledge toward students' development and growth. In time to come this institute will feature amongst the top in the country, I have no doubts. Kudos and best wishes.





Very well organized and a very good opportunity given to students. Keep up the great work you have been doing. It's always a pleasure to come

**Dr Santosh Bhave** Director-HR, Bharat Forge Ltd





Wonderful experience interacting with the young and budding batch of IIEBM. My best wishes always.





I could sense an amazing vibe in the room full of youth and bright winds. I wish the best for their next 2 years here and come out as a great leader who gives back to society both economically and emotionally.

Mr. Thomas Lagashu Head of Sales and Business Development, Apna



A very energetic batch of students. Excellent infrastructure. Very nice interacting with faculty who are committed and a management that has a vision. Wishing the students, faculty, and staff All the best!

Mr. Jaideep Kotnis Managing HRB, Reliance Industries Ltd.



It was great to meet the students of the new batch. Their quires were interesting, suggesting their intellect level. That highlights that they are in sync with the event happening.

Mr. Baliram Mutagekar Vice President, BNY Mellon



Excellent campus and facilities. Students are energetic and bright. Wish all the best for their future and personal life. Jai Hind!

**Deepti Sharma**-Vice President - Wholesale Banking Coverage MNC RM, Axis Bank



IIEBM with the culture of the military gives immense pride in the students that they carry. It has been a pleasure meeting and interacting with the campus and students. I look forward to many more such sessions - All The Best! Jai Hind.

Mr. Pravin Bhamare Global Delivery Head, TCS



Students are provided with an excellent opportunity in a well-organized setting. Your work is commendable and it's always a pleasure to be here.

**Gautam Sinha** Head HR, Birla Paints Ltd.



IIEBM is a military-run management institute. It was an honor to contribute to students' growth on campus. It will rank among the top institutes in the country.

**Girish Kanitkar** Talent Acquisition Leader - India, Medline India

#### **Student Testimonials**



Harsh Mandloi Ujjain,MP

IEBM, Indus Business School, it's a place where I have learned the meaning of True happiness. I would like to thank everyone who gave me enough knowledge. It is not only related to education; I was able to learn the life tips which is beyond education. As I know it is not only a college, it's a temple, The Knowledge House is the perfect name for it. It has been 5 months and I got so many memories to cherish. Every faculty member motivated me in form a beautiful career. The environment here shaping me to become a great person in life. The teachers gave me lot of guidance towards my carrier. I feel this is the most energetic days I'm spending in my life.

I had an amazing experience at IIEBM, Indus Business School, Pune. The unique tradition of saying "JAI HIND" instead of "Good Morning" was inspiring. During the orientation program, we interacted with industry experts and gained valuable insights. The faculty members are experts in their fields and passionate about teaching. The college provides hands-on experience and internship opportunities, which bridges the gap between theory and practical knowledge. Overall, it's a place where dreams are nurtured, and potential is realized.



Sangeeta Mandal Burdwan, Bengal



Nirupam Sharma Panna, MP

I have been having an incredible experience at IIEBM, Indus Business School. From the moment I heard about the school, I was drawn to its Army culture and orderly atmosphere. The college fosters a strong sense of camaraderie among students and provides a supportive environment. The faculty members are highly knowledgeable and encouraging, and they constantly push us to achieve our potential. The discipline and professionalism the school emanates have a significant impact on our work attitude and mentality. I am extremely grateful for the opportunities and support I have received here. Indus Business School is undoubtedly an excellent example of excellence in management education.

Attending IIEBM, INDUS BUSINESS SCHOOL has been an enlightening and transformative experience for me. The college's commitment to academic excellence and holistic development is truly commendable. The faculty members are not only highly knowledgeable but also approachable, making the learning process engaging and effective. The college provides numerous opportunities to develop leadership skills and pursue one's passions. The college's focus on practical exposure through internships and industry interactions has been instrumental in preparing us for the competitive business world. The strong emphasis on ethics and social responsibility has instilled in me a sense of purpose beyond business, which I believe is invaluable. I am truly grateful for my decision to join this college.



Karishma Raghuvanshi Seoni. MP



Hardik Unadkat Jalgaon, MH

My experience at IIEBM right from my first day on campus with nervousness turned into a positive impression witnessing the military environment and polite staff. After staying within home for long time it was quite difficult to sit for long-duration lectures but this institute made it possible, I attended interactive sessions, induction, workshops, presentations that helped me to learn grow by developing communication skills, connecting with people from various parts of the country, I really appreciate the sense of community and celebration of festivals at the institute. I personally grew from being an introvert to becoming a content writer and gained confidence through various roles and external events. I am grateful for the opportunities provided by the institute. Overall, my experience at IIEBM has been transformative and rewarding.

My experience with IIEBM has been both pleasurable and enlightening. I was anxious and eager at the same time about relocating from one state to another and leaving my loved ones behind. However, this institute has a culture and atmosphere that are similar to home. Everyone, including the supporting staff and faculty, is helpful and encouraging. With multiple clubs and committees that plan annual social, athletic, and cultural events, the college offers a lively campus community. Additionally, one-on-one mentorship sessions have assisted me in discovering my professional path and gaining corporate expertise. IIEBM is a home away from home.



**Akash Chauhan** Rourkela, Odisha



Sakshi Gille Latur. MH

My experience at IIEBM, Indus Business School in Pune, has been a transformative journey. The institution's commitment to holistic development, industry-relevant curriculum, and a dynamic learning environment has been truly impressive. The dedicated and experienced faculty, coupled with state-of-the-art infrastructure, provided me with the ideal platform to hone my skills and knowledge. The emphasis on personality development, soft skills, and industry exposure has been instrumental in shaping my career. What truly sets IIEBM apart is its strong industry connections. The college has established relationships with numerous corporate partners, facilitating internships, guest lectures, and workshops. This exposure to the real world of business has been invaluable in bridging the gap between classroom learning and practical application. I can confidently say that IIEBM has not only prepared me for a successful career but has also contributed significantly to my personal development.

In order to succeed in life, both knowledge and exposure are equally important, and IIEBM has given me both, from industry exposure to NDA to academics. The institution comes with an uncompromising commitment. It aims to achieve specific, measurable, observable, and quantifiable results among all students. The institution has a vision to provide value-based education to young minds and provide a dynamic learning environment. The curriculum is designed to provide hands-on experience through industry-oriented projects, internships, and workshops. This approach equips students with the necessary skills and knowledge to excel in their chosen fields. It has taught me the value of time with their lively schedule, which helped me get ready for corporate. One of the institution's strengths lies in its dedicated faculty members, who are well-qualified and experienced in their respective fields. They not only impart knowledge but also encourage critical thinking and research, preparing students to face real-world challenges. They teach not only their area of expertise but also moral values, ethics, and discipline.



**Vanshika Tripathi** Bilaspur, CG



**Prashant Kumawat** Jodhpur, Rajasthan

'The expert at anything was once a beginner.' IIEBM, Indus Business School has been a great contributor to the development of my personality. After, joining I have established my leadership, time management and team skills and have also been able to advance these skills to a whole new augment level. Discipline as a core value has helped me in my daily chores. The infrastructure of IIEBM is one of the finest in the region. The best thing about this college is the cross-cultural interaction between students from various parts of India. The professors here are very well equipped with the latest industry skills, which is helpful for me and my peers to grow in an ever-changing environment. Lastly, this is a place where I feel my future can be nurtured very well.

I'm really happy to be a student at IIEBM. I chose this college to wholeheartedly dedicate myself and fulfil my parents' expectations. The unique thing about this college is its strong commitment to discipline and hospitality. I am immensely proud to share that I have the honour of being the Head of the Hospitality Committee and also a valuable member of the HR and Placement Committee. These roles have truly set me apart from my peers, and I owe it all to IIEBM. The college's focus on instilling discipline and fostering a culture of hospitality has not only molded me into a responsible student but has also given me the opportunity to contribute to its growth. IIEBM has been instrumental in shaping me into a person who not only meets my parents' expectations but also stands out as a responsible and dedicated individual.



Saurav Singh Sonbhadra

As I decided to pursue my PGDM from IIEBM, my response always revolved around "Because this institute is known for putting its undivided attention towards inculcating self-discipline & perseverance among its which sadly most PGDM colleges fails to focus on". Now, I couldn't be happier to admit that my opinion after being a student here for the last 4 months has only risen up the same ladder as what I perceived before coming here. Be it nurturing the students by fostering multi-cultural & multi-linguistic values, inculcating the habit of proactively participating in real-world opportunities, fostering the custom of being a socially responsible citizen with the help of international organizations Rotary or giving them the taste of the unyielding grind of the corporate world, our institute has the perfect blend of everything it takes to establish yourself in the professional setup as IIEBM stands rightfully on its ground by building their students truly ready for the corporate battlefield.



**Ishika Das** Ichapur, Kolkata



**Prarthna Taneja** Haridwar, UK

IIEBM has become more than just an educational institution to me. It's a place where I have been able to harness my potential to the fullest. From an academic standpoint, the institution has not only imparted knowledge but also instilled critical thinking, problem-solving abilities, and a deep understanding of my chosen field. The dedicated faculty members have been instrumental in guiding me through my academic journey. Beyond academics, IIEBM offers a vibrant and enriching campus life. The sense of unity and celebration is another remarkable aspect. The campus is always buzzing with enthusiasm and positivity. This holistic approach to education and personal development has transformed IIEBM into my second home, a place where I continue to thrive and grow in every aspect of my life.

IIEBM is a firm believer in the power of knowledge, as shown in its motto, Let the Knowledge Prevail. Knowledge is not only about succeeding in academics but also about developing a personality by experiencing new things. At IIEBM along with the academics, I got to explore potential within me. I have interacted with corporate leaders during a one-month induction program and learned how the corporate world works. This induction was also a chance for me to sharpen my basic skills and get to know my batchmates. I have also participated in various extracurricular activities that allowed me to showcase my skills and acquire new ones. There are 20 clubs and committees in the college. Being part of some of these committees, I got the chance to apply my academic knowledge in practical situations. The journey of five months so far has been full of learning. I am looking forward to more such experiences and gaining more knowledge.



Rasika Latkar Kolhapur, MH



Khushal Borghare Nagpur, MH

Stepping into the IIEBM campus, I felt a sense of belonging and assurance to fulfill my purpose of entering the corporate world. The institute's teaching pedagogy and Indian army culture instilled self-discipline and clarity in all tasks. The institute has taken utmost care to improve our communication and confidence through induction and pre-induction programs. We learned from experienced professionals from leading MNCs, which will be inculcated throughout our corporate experience. The institute provided us a platform to showcase our skills through co-curricular activities. I learned a lot about delivering storytelling and improving public speaking. I was part of the organizing committee for events. Currently serving as the president of the student council, honing my leadership skills and addressing challenges.

Jai Hind.

My name is Kalpesh Yawale I hail from Nagpur I have done my BBA in marketing from Nagpur University. IIEBM, Indus Business School Pune, has been an incredible experience for me. The level of discipline instilled in the institution is truly commendable. The faculty members are not only knowledgeable but also deeply dedicated to nurturing the talent inside the students. The positive environment at IIEBM fosters growth and camaraderie among peers, making it an ideal place for learning. Moreover, the exposure to corporate leaders has been invaluable in shaping my understanding of the business world. I am grateful for my time at IIEBM and the holistic education it provides.



Kalpesh Yawale Nagpur, MH



Chirag Thacker
Dhanbad, JH

#### Jai Hind!

I am incredibly fortunate to be a student at IIEBM, Indus Business School. This institution has not just provided education; it has sculpted my character and ignited my passion. The professors are not only experts in their fields but also mentors, guiding me to explore new horizons. The emphasis on practical learning and industry exposure has made my education here profoundly relevant. Beyond academics, the accommodative culture at IIEBM inspired me to attend classes regularly, from clubs to cultural events, from hosting stage shows at our welcome party to planning the theatre event and organizing garba night at our campus to owning responsibilities, I look up to myself for motivation. My daily dose of corporal discipline is IIEBM, which made me aware of the fact that self-discipline is always within us; it only takes the right environment to cherish it. I feel prepared for the future, not just academically but also as a well-rounded individual, thanks to the holistic approach of IIEBM.

Knowledge and exposure are equally vital for success in life, and IIEBM has provided me with both, from industry exposure to academics. The institution is backed by an enduring commitment. It seeks to provide all students with accurate, visible and measurable results. The institution's mission is to create a dynamic learning environment and offer young minds an education based on values. The curriculum is created to give students practical experience through projects, internships, and workshops that are related to their field of study. Students are given the knowledge and abilities they need to succeed in their chosen fields thanks to this method. Their busy pace has helped me learn the value of time, which has helped me prepare for corporate. The institution's committed faculty members, who are knowledgeable and skilled in their disciplines, are one of its strongest points. They prepare students to deal with problems in the actual world by encouraging study and critical thinking in addition to imparting knowledge. In addition to their field of expertise, they also impart moral principles, ethical standards, and discipline. The outstanding faculty at IIEBM is very interested in challenging the students and getting them ready for the future.



Zeenat Nadaf Kerala



**Janhavi Pagare**Dhule, MH

#### Jai Hind!

My experience in IIEBM is a transformative journey that encompasses a wide range of academic, social, and personal growth. The college provides a social environment where we form lasting friendships, engage in extracurricular activities, and develop leadership skills. Also, our involvement in the clubs and committees at our campus events provides us with an opportunity for personal growth and exploration. The Military environment and culture followed in the institute help a person to inherit the qualities of self-discipline. Our MD Dr Jaisingh and our Dean Dr Poonam Nikam are personally involved in all the events which helps us to form a personal connection with them. The long college hours and busy schedules are giving us long-term preparation in the context of working in the corporate world. From the moment of winning a prize as the BEST ACTRESS to the moment of getting elected for the position of SECRETARY of the college, I have been proving myself, and it's just the start of my achieving my dreams.

IIEBM has provided me both information and exposure—from industry exposure to academics—all of which are equally crucial for success in life. The organization has an unwavering dedication. All pupils are expected to meet certain, quantitative, observable, and measurable goals. The goal of the institution is to give young people a value-based education in a stimulating atmosphere. Through industry-focused projects, internships, and workshops, the curriculum is meant to give students practical experience. With this method, students are given the tools they need to succeed in their chosen industries. With their busy schedule, it has helped me learn the importance of time and prepared me for corporate. Dedicated and highly qualified faculty members are one of the institution's strongest points.



Vishal Sharma Indore, MP



Bhanu Pratap Singh Rathore
Bhopal MP

"IIEBM Indus Business School, Pune, has been my gateway to a promising career. The well-designed curriculum and rigorous training at IIEBM equipped me with strong domain knowledge, paving the way for my placement as a management trainee in sales and marketing at Hindware Limited. I extend my heartfelt gratitude to our visionary MD, Dr. Jai Singh Marwah, our Dean, Dr. Poonam Nikam, and all the dedicated faculty members for making me industry-ready. The entire IIEBM family's unwavering support and guidance have been instrumental in my success.

From the first day of college, we got different types of activities to do, which helped me to gain confidence in myself. Every day, interaction with our MD Jai sir always boosted my confidence. From the start of college, he guided me for each and every thought, big or small. His guidance and support have helped me to build a new person in me, and the opportunity and responsibility that IIEBM has given me help me to build my personality overall, which helps me to get placement in companies like Nestle.



Ahsan Ahmad Chattisgarh



Krishna Rathore Chattissgarh

My journey at IIEBM was exceptional. I became VP of my batch and had endless opportunities, from Rotaract and NGO work to corporate events and guest speakers. I developed strong interpersonal skills. I'm grateful to our MD and Dean for their unwavering support. I'm thrilled to announce that I've been placed and will soon join Hindware Limited. Thank you, IIEBM, for an incredible experience.

Our institute has a tie-up for SAP Global Certification from SAP University Alliance which enabled me to pursue SAP – FICO & get a PPO from Deloitte on completion of my Summer Internship.



**Srushti Shah** Ahmedabad, Gujrat



**Tapan Singh** Jabalpur, Madhya Pradesh

I have been placed at Magnesia Chemicals LLP, overseeing domestic sales and marketing. I'm grateful to IIEBM's leadership team, especially Dr. Jai Singh and Dr. Poonam Nikam, for their ongoing guidance and support. The values instilled in me by IIEBM have played a significant role in my work life, and I'm truly thankful for the strong foundation they've helped me build.

Health & fitness is the basic culture at IIEBM. Participating in Sports Events, Outdoor Management Training, Marathons (NDA Marathon) helped me understand the importance of teamwork, comradery, leadership & cultivating a Winning Attitude. These experiences ultimately helped me secure a placement with Pepsico.



Shruti Arolkar Goa

I am truly grateful to IIEBM for the invaluable support and guidance they provided throughout my college journey, which ultimately led to an incredible placement opportunity with the renowned multinational company, Nerolac Paints. IIEBM not only imparted me with the essential knowledge and skills but also offered a platform for networking and exposure to the corporate world.



**Ravindra Dhote** Bhopal , Madhya Pradesh



**Deeksha Lalwani** Bhopal, Madhya Pradesh

At IIEBM, the academic rigor provided me with a solid foundation, while the vibrant environment encouraged personal growth. This unique blend of academics and extracurricular activities boosted my confidence and skills, ultimately helping me secure a Pre-Placement Offer at Deloitte . IIEBM isn't just a college; it's a transformative journey that prepares you to excel in your career.

IIEBM has been instrumental in shaping my career by providing me with a wealth of knowledge and essential skills. Through various workshops, seminars, and career counseling, IIEBM equipped me with the skills and confidence necessary to excel in the job market. I am truly grateful for the valuable foundation that has shaped me to kickstart my career with Colgate-Palmolive. I am sincerely grateful for the foundation they have helped me lay in my professional journey.



**Vikas Soni** Chhattisgarh



**Sanskriti Khodre** Bhopal, Madya Pradesh

I completed a specialized summer internship that helped me gain valuable skills and knowledge. The internship allowed me to apply classroom concepts to real-world situations and work alongside experienced professionals who provided mentorship and guidance. Ultimately, it was the combination of these experiences that led to my successful selection with Ernst & Young.

The rigorous Academic Training, Personality Enrichment Program (PEP) & most importantly a Disciplined environment helped me shape up as an all rounded personality. These experiences ultimately helped me secure a placement with Colgate-Palmolive.



**Sudisha Mazumdar** Jamshedpur, Jharkhand



**Souvick Das**Durgapur, West Bengal

After joining IIEBM, every student is instilled with certain core values such as a positive attitude, self-discipline, perseverance, intelligence, reliability, ethical conduct, and above all, nationalism. It was a combination of these experiences that ultimately led to my successful selection with Kansai Nerolac.

#### **Parents Testimonials**



Mr. Vasudev Mandloi Mrs. Mamta Mandloi Parents of Harsh Mandloi

I wish to extend a heartfelt gratitude to IIEBM, Indus Business School, Pune, that is helping to build the personality of my son Harsh. The institution has proven itself in various spheres and holds amongst the top-ranking college in the State. The college has best faculty that has dedicated approach for guiding the students in academics and extracurricular activities which enhances the skills, moral and social value. Overall, I draw deep satisfaction towards the college.

We as parents of Sangeeta are really happy that she has joined IIEBM Indus Business School for her further education. Sending our beloved daughter off to college was a momentous event in our lives, and we couldn't be more delighted with the journey she has embarked upon. As parents, we always dreamt of providing the best possible education for her, and the college she chose has exceeded our expectations in every way. From the very first day, we were impressed by the warm welcoming campus atmosphere. The faculty and staff were supportive, and they made our daughter transition into college life seamless. Their dedication to academic excellence and their commitment to helping students succeed is truly commendable.



Mr. Swapan Kumar Mandal Mrs. Namita Mandal Parents of Sangeeta Mandal



Mr. Krishan Kumar Sharma Mrs. Archana Sharma Parents of Nirupam Sharma

As proud parents of a student at IIEBM, Indus Business School, we cannot help but share our heartfelt testimony of this outstanding institution. Our journey with IIEBM has been a remarkable one, filled with experiences that have surpassed our highest expectations. Right from the beginning, IIEBM has demonstrated an unwavering commitment to academic excellence. The distinguished faculty members at the institution are not just educators; they are mentors who have instilled in our child not only knowledge but also a profound love for learning. The curriculum is meticulously designed, integrating the latest developments in various fields of study. Witnessing the significant growth in our child's intellectual capabilities, critical thinking, and problem-solving skills has been a source of immense pride. Its an honour to be part of the IIEBM family, and we look forward to the continued growth and success of our child under its esteemed guidance. Thank you IIEBM

The college's dedication to academic rigor and nurturing talent is impressive. We've seen our daughter flourish not only academically but also in terms of personal growth and confidence. This college is known for its strict discipline and code of conduct which will affect our daughter's growth and thought process. The campus facilities and resources at INDUS BUSINESS SCHOOL are top-notch, providing a safe and stimulating environment for learning. We appreciate the college's emphasis on ethics and social responsibility, which is shaping our daughter and other students into responsible and ethical leaders. Overall, INDUS BUSINESS SCHOOL has exceeded our expectations, and we are confident that our daughter is receiving an education that will serve her well in her future endeavors. We wholeheartedly endorse this institution for its commitment to nurturing young minds and preparing them for the business world.



Mr. Sunil Raghuwanshi Mrs. Vimla Raghuwanshi Parents of Karishma Raghuwanshi



Mr. Bharat Mansukhlal Unadkat
Mrs. Priti Bharat Unadkat
Parents of Hardik Unadkat

As parents, it was difficult to be away from our child, but we made the sacrifice for his future. We were initially worried about his well-being, but we were pleasantly surprised by the excellent accommodation and nutritious food provided by the institute. Our child has undergone remarkable changes, adapting to new experiences, developing time management skills, and actively participating in various activities. Despite being away from home for several months, he feels at home at IIEBM due to the institute's inclusive culture, celebration of festivals, and encouragement to engage in all activities. We are grateful for the positive transformation we have witnessed and hope that IIEBM continues to maintain its standards and achieve greater success.

As a parent, we know that a college's discipline and culture are just as important as its curriculum. We realized right away that this would be good for our son when we learned about the college's military roots. Students had the chance to speak with professionals in the field and industry experts during Pre-Induction and Induction seminars, the college prepares the students for corporate life through both theoretical and practical teaching. My child has been actively participating in various events and activities organized by the college and the student club and committees. He has also been involved in some social projects and student initiatives that have helped him develop his leadership and teamwork abilities. We are pleased to witness our son reaching new heights of achievement and learning.



Mr. Manoj Kumar Singh Mrs. Bandana Singh Parents of Akash Chauhan



Mr. Sanjay Gille Mrs. Jaya Gille Parents of Sakshi Gille

As parents, we couldn't be happier with our child's choice of IIEBM, the Indus Business School in Pune. The college's focus on not just academic excellence but overall development is commendable. Our child's confidence, communication skills, and industry knowledge have all seen remarkable growth during their time here. The faculty's guidance and accessibility have been a significant source of support. The college's industry connections have provided our child with invaluable exposure to the corporate world, giving them a competitive edge in their career. The safety measures and nurturing environment at IIEBM have reassured us as parents. In sum, IIEBM has proven to be an excellent choice for our child's higher education.

This college has offered my daughter more than we, as parents, ever desired. The college has prepared my daughter to face the real world. She has started valuing moral values more than before. From time to time, I have seen my daughter grow more responsible for her life. Her happiness while going to college makes me think that my decision to admit my daughter to this college was fruitful. The activities that the college comes up with to boost the students' creativity and knowledge are indeed commendable. It is always said and proven that the college is the place where students learn the most and is considered their second home. These are the days where the students' best time is spent and they get mature enough to learn, understand, and act. IIEBM is an impeccable synonym for all of the above, which is not only imparting education but equally focusing on all facets of the important needs of the students, which every student dreams of, be it sports, art, cultural activities, or personality development. I express a feeling of pride and sincere gratitude at the fact that my daughter is a part of this progressive institution.



Mr. Arvind Tripathi Mrs. Manju Tripathi Parents of Vanshika Tripathi



Mr. G.L. Kumawat Mrs. Rekha Kumawat Parents of Prashant Kumawat

IIEBM is a platform where students get a chance to empower their dreams and groom themselves into responsible citizens. After, admitting my son to Indus Business School I believe that he is in the very best environment for living and studying. I have heard about its core values and discipline which helps the student to groom their careers in the dynamic business landscape. I am heartily thankful for the encouragement, dedication, and patience displayed by the staff in handling my child and contributing to making his life worthy.

IIEBM College has given our son more than we could have hoped for. The college is preparing him better than ever before. We appreciate the college's focus on discipline and time management, which we consider important. We're grateful for the hard work of the professors and management in training our son thoroughly for the competitive world. We want to thank the institution for shaping the students so effectively and wish the college a successful future.



Mr Satish Singh Mrs Meena Singh Parents of Saurav Singh

#### Parents Testimonials



Mrs. Rama Das Mother of Ishika Das

My initial reaction when my daughter approached me with the idea of IIEBM was of scepticism and doubts. Being a single parent, I had her fair share of fearful doubts on whether it is right choice to make to send her in an unknown city to pursue further education. I took a leap of faith based on the several positive feedbacks I received after consulting the alumni of the institute, the counsellors and my peers. I also must express my appreciation on how the college places a strong emphasis on holistic development. My daughter has had the chance to hone her leadership, collaboration, and communication skills via a variety of extracurricular activities. Her personal life has been enhanced by these experiences, which have also helped her get ready for the pressures of a demanding work environment.

IIEBM- Indus Business School stands out as a unique institution that is highly regarded for its strong emphasis on self-discipline and its distinct military background. Students at IIEBM follow rigorous schedules, adhere to a strict code of conduct and experience a highly structured academic environment. Military principles such as leadership, teamwork, and precision are integrated into the curriculum and daily life at the institute. These values are not only valuable in an academic context but also in the professional world. One of the key strengths of IIEBM is its diverse range of specializations. The institute offers students the opportunity to choose from various fields such as marketing, finance, human resources, and more. This flexibility allows students to pursue their passions and interests, ultimately excelling in their chosen specializations. In conclusion, the institute not only empowers students with the knowledge and skills necessary to excel in their chosen specializations but also instils a sense of discipline, leadership, and readiness to face challenges. As a result, post graduates of IIEBM are well-prepared to make a significant impact in the corporate world, bringing with them a unique blend of skills and values that set them apart.



Mr. Devendra Kumar Taneja Mrs. Chetna Taneja Parents of Prarthna Taneja



Mr. Arvind Latkar Mrs. Mrinal Latkar Parents of Rasika Latkar

We are very happy and satisfied with the education that our child gets from IIEBM. It is an institute that nurtures the students in all aspects and equips them for corporate challenges. The faculty members are knowledgeable and helpful and the staff members are friendly and supportive. The institute teaches the students to be disciplined and focused on their goals. The campus has a Sar dharma Prarthana Sthal, which is a special feature influenced by the Indian army. The college makes the students feel at home by celebrating all the festivals with joy and enthusiasm. The college also arranges monthly birthday celebrations for the students, giving them a feeling of family. The hostel facilities are commendable. The rooms are spacious and bright, creating a positive environment. The college takes care of the safety of every student as a top priority. The students enjoy different snacks and a high-quality lunch and dinner throughout the day. To sum up, IIEBM is a great place to learn and grow as a student and is a perfect choice for a student who wants to succeed in their career.

We are profoundly grateful for the transformative education our ward has received at IIEBM, Indus Business School. The institution's unwavering dedication to academic excellence, coupled with a nurturing environment, has honed our child's skills and character. The diverse array of extracurricular activities, along with passionate and experienced faculty, has not only broadened our child's horizons but also instilled essential life values. The college's robust support system, from counselling services to career guidance, has been invaluable. We wholeheartedly endorse IIEBM for its holistic approach, making it the ideal place for young minds to flourish academically, socially, and personally. Thank you, IIEBM for being a beacon of knowledge, integrity, and inspiration for our child.



Mr. Hitesh Thacker Mrs. Mamta Thacker Parents of Chirag Thacker

My daughter has received more from this college than we as parents could have ever imagined. My kid is ready to confront the real world thanks to her time at college. Moral ideals are now more important to her than they were previously. I have occasionally observed my daughter becoming more self-reliant. Her contentment in college leads me to believe that I made the right choice in allowing my daughter to enrol in this university. It's true that the institution creates excellent events to foster students' creativity and knowledge. It's a well-established fact that students learn the most in college, where they also feel a sense of belonging. It is during these days those students have the most fun and develop their maturity.



Mr. Bashir Nadaf Mrs. Heena Nadaf Parents of Zeenat Nadaf



Mr. Rajesh Yawale Mrs. Shubhangi Yawale Parents of Kalpesh Yawale

Our experience with IIEBM Indus Business School in Pune has been nothing short of fantastic. Our child's journey at IIEBM has been transformational. The institution's commitment to academic excellence, combined with a strong focus on holistic development, has truly impressed us. The dedicated and experienced faculty, along with a vibrant campus community, has created a nurturing environment that encourages growth and learning. As parents, we feel proud of our child's accomplishments and believe that IIEBM Indus Business School in Pune played a significant role in shaping their future. We wholeheartedly recommend this institution to any parent seeking a bright and promising future for their child."

We are so grateful for the positive impact that IIEBM, has had on our son. When he first started at the institute, we were a bit anxious. We knew that the program would be challenging, and we were worried about how our child would adjust. However, our fears were quickly gone. The institute's strategic planning and creation of a friendly atmosphere made the transition much easier than we expected. One of the things that we appreciate is the focus on values. The school's military culture and discipline have helped him to become more disciplined, responsible, and hardworking. These are qualities that will serve them well in their future career. In addition, the school's faculty has been incredibly supportive and approachable. Our son has always felt comfortable going to their professors for help or advice. The faculty has taken the time to get to know him and their individual needs. This level of personal attention is rare and valuable. Overall, we are extremely pleased with the education he is receiving at the institute. We would highly recommend your program to any student who is serious about their education and future success.



Mr. Mohan Borghare Mrs. Kirti Borghare Parents of Khushal Borghare



**Mr. Narendra Pagare Mrs. Vaishali Nikam** Parents of Janhavi Pagare

It gives me immense pleasure to tell you that my daughter is studying in a prestigious institution like IIEBM-Indus Business School, when I first visited the campus the hospitality which I got from the staff was very impressive. The infrastructure is very well maintained, hostels give a sense of homely feeling to the students, food which they provide is very nutritious which helps my daughter to stay active the whole day. The academic structure is designed in such a way that I have seen my daughter improve her interpersonal skills and build confidence within herself. I am "Bindass" about my daughter as I know the college is there to look after her.

Our child has received more from this college than we as parents could have ever imagined. My kid is ready to confront the real world thanks to his time at college. Moral ideals are now more important to his than they were previously. I have occasionally observed my son becoming more self-reliant. His contentment in college leads me to believe that I made the right choice in allowing my son to enroll in this university. It's true that the institution creates excellent events to foster students' creativity and knowledge. It's a well-established fact that students learn the most in college, where they also feel a sense of belonging. It is during these days that pupils have the most fun and develop their maturity.



Mr. Rakesh Sharma Mrs. Ramoti Sharma Parents of Vishal Sharma

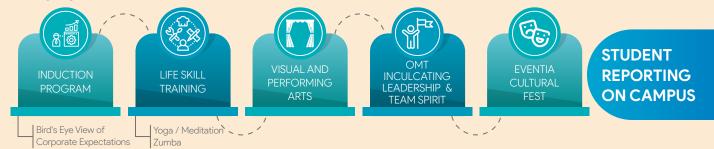
## Student Transformation Journey

#### **ORIENTING STUDENTS**

Getting student familiar with the culture, values, code of conduct, course structure & mentors



#### PHASE 02

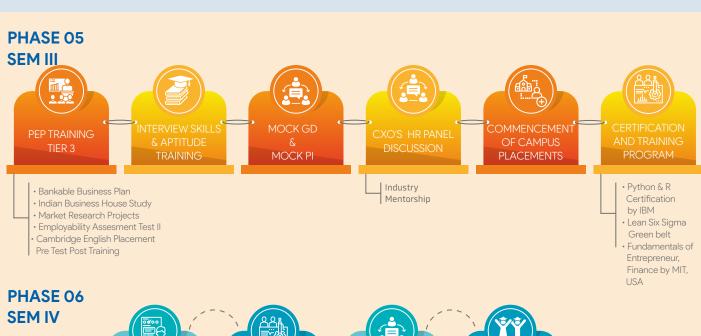


#### PHASE 03 SEM I



PHASE 04 SEM II







#### **Alumni Network**



Irfan Jaffer South Asia - Head of Business Development New Zealand Trade and Enterpris



Rahul Srivastava
Senior Executive, Engineering
and R&D Services
HCLTech

Pankaj Kamboj Global Head & Director Security Practice and Presales Zensar Technologies



Sumit Chauhan Global IT Procurement Expert Randstad





**Jubair Shaikh** Vertical Manager -Automotive Key Accounts DB Schenkar

Laxmikant Singh Associate - Settlement Morgan Stanley

**Prachi Joshi**Business Analyst
SMERA Gradings & Ratings
Private Limited

Jamuna Chaudhary Senior Payroll Specialist Oracle





Supriya R AEM Web Content Producer Telstra

Shivali Agrawal PeopleSoft and Workday Business AnalystInternational Monetary Fund

Manish Kumar Senior Technical Lead Techwave



Astha Bhargava Senior Talent Acquisition Partner - Japan Qualtrics



Dinu Philip



**Aanchal Sharma** 



**Rohit Puri** Group SVP, Global Head - BPO NTT DATA Services



Abhishek Puri Director KPMG India



Abhishek Sobti Chief Sales Officer Radical Minds Technologies Pvt. Ltd.



Payal Agrawal



**Poonam Patil**Software Quality Assurance
Manager
Prudential Financial



Ankur Kumar



Abhinav Mittal
Director
Credit Suisse



Meggha Bajaj Kanpur Director Central Operations Gtech Users & Partners Google



Mandar Thosar Founder and Growth Consultant 1point01



**Mridul Nagpal** Associate Vice President Kalyani Powertrain Ltd.



Varun Kapur Director Program Management HCL America, Inc.



Ashlesha Bhagat-Shelke SAP Technical Project Manager Infosys



**Devsmita Dey** Lead - Talent Acquisition Sutherland



Sukhwant Kaur Sarao



Gaurav Gupta Senior FP&A Lead -MSS Business Finance HSBC



**Nidhi Sahni**Head - Vendor Compliance,
Transformation and Governance
Tata Consultancy Service



Anupama Adhikari Sr. Talent Acquisition Amazon Web Service



**Akanksha Singh**Deputy Manager
Panchsil Realty



Sukruta Bhat Hebbar Staffing Operation Associate Lead, APAC Google



Chinmay Gulati Manager, New Business Sales Development (Southeast Asia & ANZ) Google



**Piyali Chatterjee**Associate
JPMorgan Chase & Co.



Sunil Chandra Saha Co-founder Blue Tea

















## **Admission**

## **Process**

**Fee Structure** 

**Particular** 

Tuition Fee

**Hostel & Cafeteria Fee** 

Fees

1,30,000/-

(Including

Accommodation

and Meals)

1,50,000/-

(Including

Accommodation

and Meals)

· Fee Structure includes Employee Enhancement Training and Certifications, Industry interaction, Placement Training, Study Tour, Outdoor Management Training, Business Magazines & News

Paper subscription for 2 years, Uniform, College Bag,

**Fee Details** 

Rs. 5.45.000/-

Rs. 2,50,000/-

**Deadline** 

On or

before 31st May

2023

Year

First Year

Second

Hostel

**Details** 

Old

Block

New

Block



#### Step 1 Online Inquiry

- · Visit iiebm.com
- · Register on admissions.iiebm.com
- · Admissions portal user account created
- · Verify account from email to complete application.



- Step 2 Admission **Portal**
- · Login to Admission Portal to complete student application.
- · Verify Eligibility Criteria
- · Bachelor degree in any discipline with min of 60% marks.
- CAT / XAT / MAT / CMAT / ATMA / GMAT/ NMAT or any other Competitive Exam approved by AICTE.



Step 3 **Application** Items

- · Complete Application form
- Upload Student photo
- · Competitive Exam Score Card
- Certificate and Mark Sheet of qualifying examination passed.
- · Work Experience Certificate (if any)



#### Step 4 Complete **Application Form**

- · Apply Application Form Discount Coupon
- · Pay application Form Fees
- Submit the Form and generate the PDF for future reference



#### Step 5 Interview & Student **Assessment**

· Admission Department will coordinate WA, GD & PI for student Assessment



#### Step 6 **Applicant** Selection

· Admission committee reviews student assessment, if selected then selection letter with registration information is sent on registered email id.



#### Step 7 Complete Registration

- Pay Registration Fees
- · Send Necessary Documents
- · Medical Fitness as mentioned in the letter
- Applicant becomes Students and Access to ERP provided



Step 8 **Admission** Confirmation

- · Complete Tuition Fees as mentioned in the Schedule
- · Access to official email id and LMS

### • Education Loan Tie-up – SBI / Punjab National Bank / IDBI / IDFC First Bank / Axis Bank / HDFC Credila / Financepeer / Greyquest

Planner and Academic related facilities

- Hostel facility includes On campus hostel with housekeeping facility and 24\*7 security, Power Backup/WIFI/Hotwateretc.
- · Laptop is a mandatory requirement for a student enrolling for PGDM Program from the first day.
- Fee and Charges for the course to be transferred in Institute's account mentioned in the selection letter.
- · Hostel accommodation & Cafeteria Facility is mandatory for first year.
- · Request for depositing fee in instalments other than scheduled by the Institute, will not be accepted.

# **Scholarships**Offered

#### **Academic Scholarships**

- 90% & Above in 10th / 12th / Graduation INR 25,000
- 80% & Above in 10th / 12th / Graduation INR 10,000
- 90% & Above in CAT / XAT INR 1,00,000
- 80% & Above in CAT / XAT INR 50,000
- 90% & Above in CMAT / MAT / ATMA INR 20.000

#### **Government Scholarships**

- Pragati Scholarship (Meritorious girl child Scholarship) – INR 10,000
- Saksham Scholarship (Differently abled students) – INR 1,00,000
- Swanath Scholarship (Orphans, Either or both parents died in Covid-19, Wards of Armed Forces and Central Paramilitary Forces martyred in action (Shaheed) – INR1,00,000
- West Bengal Student Credit Card facility available which provides loan upto INR 10 lacs with 4% interest rate.

#### **Special Scholarships**

- ARMY / Ex-servicemen ward & 60% in academic INR 20,000
- Siblings Scholarship INR 50,000
- Girls Scholarship through IIEBM Scholarship Test INR 30,000
- J&K domicile INR 25,000
- North east domicile INR 25,000

#### Note:

- Scholarship amount will be adjusted against the second year tuition fees.
- All Scholarships are subject to students joining & successfully completing the IIEBM PGDM program on schedule.
- Students rewarded with academic Scholarship & Girls Scholarships, need to maintain their Academic records during course.
- · All Government Scholarships will be as per norms.
- Merit Scholarships are not guaranteed to all the students fulfilling the above criteria.
- A Limited number of merit scholarships for each program will be awarded based on the above eligibility criteria and on a first come first serve basis at the sole discretion of the IIEBM management.

## **Education** Loan

IIEBM has a tie up with SBI, Punjab National Bank, IDBI, IDFC First Bank, Axis Bank, HDFC Credila, Financepeer, GrayQuest for Educational Loan. We are approved by the WBSCC scheme for students from West Bengal.

















#### **OUR GROUP OF EDUCATIONAL INSTITUTES**















#### **OUR INDUSTRIES**



















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