

PROSPECTUS

Pibm | **GUWAHATI
CAMPUS**

Affiliated to Gauhati University

COURSES OFFERED

BBA

B.Com

**AIMING
HIGH
ACHIEVING
HIGHER**



RANKINGS & RECOGNITIONS

Times School

21th

in Top Private
B-Schools

31st

in Top
B-Schools

13th

in West
Zone

2nd

RANKED IN GUWAHATI

For Securing the Highest Percentage
(After Guwahati Commerce College)

Pibm | GUWAHATI
CAMPUS



Awarded for the
Most Innovative
Learning Practices
2018 in Asia

business today
for managing tomorrow

74th

Top B-Schools
in India

39th

in Learning
Experience

31st

in Future
Orientation

**GREAT
INDIAN
INSTITUTES
SEASON 2**

Covered by Republic TV
as one of the Great
Places to Study in India.

THE WEEK
THE BEST OF THE U.S. AND INTERNATIONAL WEEK

28th

Top B-Schools
in Western India

**Outlook
MONEY**

16th

Top B-Schools
in India for
Finance

10th

for Intellectual
Capital
& Learning
Experience

10th

for Industry
Interface



Recognized as
one of the Best
Education Brands

**BBC
Knowledge**

Awarded as Best
Emerging
Institute in India

Forbes

Featured in Forbes
Marquee edition as
one of the Great
Indian B-Schools

A group of five students in school uniforms are gathered around a tablet, looking at the screen with interest. The background is dark and slightly blurred, showing more students and foliage. The word 'Contents' is overlaid in large, bold, yellow font, framed by a yellow L-shaped bracket.

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About PIBM

PIBM Guwahati is one of the campuses of **PIBM Pune under IAEER'S - Indian Academy of empowerment and educational research**, where our aim is to produce high value & skilled undergraduate students. At PIBM, we believe that education is not limited to classrooms but beyond it.

Established in 2016, PIBM Guwahati provides Under Graduate Courses – **Bachelor of Business Administration (B.B.A) & Bachelor of Commerce (B.Com) degrees under Guwahati University**. At PIBM Guwahati, we believe in bringing about a complete transformation in the students so that they are ready to take every challenge that comes their way in a stride. We **encourage, motivate, support, and applaud our students so as to tap their full potential and**

sculpt their careers. We believe in imparting a high standard of education to help our students become future corporate leaders. We go beyond the conventional education system to ensure that students are trained in all areas and much more thus empowering them with all the skills necessary to carve a niche in their chosen careers.

As a fit body leads to a fit mind, we at PIBM, envision sculpting the ordinary to extraordinary just like a "**Butterfly**". While teaching students about a caterpillar's evolution into a butterfly, a biology teacher once told his students to observe the process without trying to help the butterfly. However in his absence, a student did try to help the butterfly come out of the cocoon resulting in its death. On his return, the teacher was told what

transpired in his absence. The teacher then explained that it is "**Law of Nature**" that the struggle to come out of the cocoon actually helped in developing the butterfly's wings. Having deprived of this crucial struggle, it died. The caterpillar in the cocoon is **ORDINARY**. It evolves into a beautiful and **EXTRAORDINARY** butterfly only after this invaluable struggle. PIBM acts as the cocoon that turns ordinary students into extraordinary achievers by teaching them invaluable skills to soar higher and higher.

A man in a dark suit and tie is speaking into a microphone. He is looking slightly to his right. The background is a patterned curtain. In the foreground, the heads of several people in an audience are visible, looking towards the speaker. The overall image has a warm, orange-toned overlay.

WHY PIBM GUWAHATI?

We believe in providing our students with the Best **Bachelor of Business Administration [BBA] & Bachelor of Commerce [B.Com] Courses** where we not only teach on what is in the course but we teach-**Teamwork, problem-solving, analytical thinking, creativity, leadership skills, decision making, and goal achievements** are areas that are addressed effectively to build flourishing careers in Business Management. We boast of having the unique training methodology in India where our curriculums are designed on the basis of requirements of Industry. This helps in bridging the gap between Company's requirements & Undergraduate's business knowledge. To make the whole training process Industry friendly and learning process more practical in approach, **we train our students how to apply the theories learned in classrooms in solving**

real-life problems, imparting skill sets which will make our students employable, training through analyzing Annual Reports of top Indian companies for getting hands-on experience of reading real financial statements.

At PIBM Guwahati, we give our students the exposure on **Financial Modeling on Excel**, thus making them proficient in advance MS Excel. Our students are also trained on various add on skills like soft skills, quantitative aptitude and reasoning so as to make our students them ready for various competitive exams such as CAT, XAT, MAT, CEMAT, K-MAT, P-MAT, XAT, G-MAT etc. Regular corporate interactions with top industry executive gives the understanding of real-time problems faced in various industries, to relate to theoretical concepts learnt in the classrooms to practical concepts and to learn real-life

applications of management practices. This also builds a solid platform for students to undergo experimental & practical learning of Business Theories. Students are also given an **opportunity** wherein they are taken to two industrial visits each semester for a better understanding of how things are done in the real world. Also, students are sent for Students Exchange Programs to Pune in order to get world class industry exposure. Connecting with the top leaders of different MNCs. This process ensures that every concept during the training process is linked with Placement.

OUR CORE VALUES

CONTINUAL IMPROVEMENT

Consciously identifying gaps and deficiencies in the processes and improving them to build more robust systems. Raising benchmarks of performance continually

HOLISTIC STUDENT DEVELOPMENT

Building Content, Confidence and Communication in students for developing strong employment ability in them. Building entrepreneurs and intra-preneurs of tomorrow

SUSTAINABLE GROWTH

Developing robust process orientation and digitizing processes for sustainable growth

TRANSPARENCY & EMPOWERMENT

Building an empowered and transparent culture giving equal and fair opportunities to all employees

OUR INSPIRATION

Arise, Awake and Stop not Until the Goal is Reached.

- Swami Vivekananda Ji

Since the inception of PIBM, we have been inspired by the motivational teachings of Shri. Swami Vivekananda Ji. We believe in his philosophy that by “**Building Concentration of Mind we can build a strong, sharp and confident personality of a human being**”. Following his wonderful philosophies, PIBM has evolved into a finest Institution where the whole objective is to make our students Confident & Intelligent and develop them holistically to face any challenge of the world.

Further we also believe that infinite faith, infinite zeal, infinite courage & patience are the only conditions of success. What we want is vigour in the blood, strength in the nerves, iron muscles and nerves of steel.



OUR VISION

Pune Institute of Business Management strives to achieve global identity through its innovative and unconventional methods and efforts for the betterment of the community by producing skilled workforce with values, dynamism and entrepreneurial skills. Our vision is to become the hallmark of professional excellence by adopting a holistic approach to learning

**Build BODY & MIND TOGETHER, &
the World will be at YOUR FEET.**

- Swami Vivekananda Ji

OUR MISSION

At PIBM Guwahati, we endeavor to become the finest institute in management education where equal emphasis is laid upon personal and academic development. Our aim is to create role models who can play a pivotal role in shaping our society as they climb the corporate ladder. Our mission is to develop action oriented leaders of extraordinary tenacity and stamina to make things happen as they should be.

CHAIRMAN'S MESSAGE

The vision of the institute is that “Every student passing out from the institute must contribute to the economy of India & the world by becoming a business leader - either by joining to lead a company or becoming a successful entrepreneur creating employment”, entail students undergo character and personality building program. As an institute focusing on providing quality education, we believe in setting up unique training methodologies which gears towards competency and confidence building in the students which in turn increases Employability. We believe in building management careers on a solid foundation of Practical & Experience based learning rather than just Classroom Theories. We follow a very simple yet standardized process of training our students where we build Logic and Skills.



BUILDING LOGIC

To build the perfect logic for understanding Business Management, we have introduced a **unique SCPS training model where Faculty and Corporate experts train students with the application of Management concepts to various Sectors, Companies and their respective Products or Services.**

Case Studies are conducted for each concept to understand the practical applications of Business Theories. It is of utmost importance to build the Business Environment in classroom to simulate the practical application of Business Management concepts. So, the training process is furthered by **experiential learning where Corporate Heads from specific domains train students on how to apply the business theories and formulate financial models, sales strategies, PMS structures and the like.**

BUILDING SKILLS

Students then get to **implement their strategies & models developed during training process at various companies especially those where processes are not implemented yet,** during their multiple stints through **Live Business Projects & Internships.**

Sector understanding enhances student's macro knowledge of industry and strategic thinking while understanding micro specific details about product/service would make them perfect business executor. So, **PIBM students have perfect blend of forming business strategy and executing them efficiently and effectively.**

We majorly focus on **developing the concentration of mind which increases the willpower.** Students with this increased concentration and will power, grasps the knowledge and facts quickly and easily. With the training provided and developed skills and concentration, PIBM students achieve their goals. Students spend their time with Mentors who are

corporate heads and senior faculty, discussing about doubts and problems they have. In addition to the academic and intellectual input, adequate stress is laid in inculcating the traits of leadership and team spirit in order to facilitate students to realize their full potential. At PIBM, Quality speaks for itself. Every student of **PIBM stands out in the crowd** as they are not only equipped with Business Concepts but also the **right attitude, competencies, aptitude, communication, skills and personality.**

Mr. Raman Preet
Chairman
PIBM Group of Institutes

DIRECTORS' MESSAGE



In today's competitive world companies demand young managers and leaders who can lead businesses to the forefront of the global economy, or those who can steer global businesses to succeed in emerging markets. We prepare students for that role, giving them that critical edge for success. Our role is to challenge and inspire students, and ultimately enabling them to achieve their potential for both professional and personal growth.


Today, we continue to attract a great diversity of students who have **energy, enthusiasm, a**

strong will to succeed and a burning desire to advance the progress of business and society. We believe in providing our students with the Best Bachelor of Business Administration [BBA] & Bachelor of Commerce [B.Com] Courses where we not only teach on what is in the course but we teach- **Teamwork, problem-solving, analytical thinking, creativity, leadership skills, decision making, and goal achievements** are areas that are addressed effectively to build flourishing **careers in Business Management.** Rigorous training is

also given to students on Mock Group Discussion (GD), Mock Personal Interview (PI), quantitative aptitude and reasoning so as to make our students ready for various competitive exams such as CAT, XAT, MAT, CEMAT, K-MAT, P-MAT, XAT, G-MAT etc.

Dr. Sanjeev Kulkarni

Director
PIBM Guwahati



BBA COURSE CURRICULUM

SEMESTER 1

- Effective English & Business Communication
- Business Economics
- Business Mathematics
- Principles of Management
- Computer Fundamentals (MS office)

SKILLS

- Aptitude
- Personality Development
- Advanced MS Excel

SEMESTER 2

- Personality & Personal Skills Development
- Indian Economy
- Business Statistics
- Financial Accounting
- Computer Application

SKILLS

- Aptitude
- Advanced MS Excel
- Business Communication

SEMESTER 3

- Organizational Behavior
- Marketing Management
- Cost and Management Accounting
- Production and Operations Management
- Office Organization and Management

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel

SEMESTER 4

- Human Resource Management
- Marketing Research
- Corporate Reporting
- Financial Management
- Management of Services
- Business Laws

SKILLS

- Business Communication
- Aptitude

- Personality Development
- Advanced MS Excel

SEMESTER 5

- Summer Project
- Industrial Relations
- Advertising and Sales Promotions
- Working Capital Management
- Retailing and Consumer Behavior

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel

SEMESTER 6

- Sales and Distribution Management
- Taxation Laws
- Rural Marketing
- Export Marketing
- Entrepreneurship and Small Business Management

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel



B.COM COURSE CURRICULUM

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SEMESTER 1

- Business Mathematics
- Financial Accounting -I
- Business Organization & Entrepreneurship Development
- Indian Financial System
- Cost Accounting (Accountancy Major)
- Human Resource Management (Management Major)
- Rural and Micro-finance (Finance Major)

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel

SEMESTER 2

- Communicative and Functional English-I
- Financial Accounting -II
- Principles of Management
- Business Statistics
- Management Accounting (Accountancy Major)
- Human Resource Planning Development (Management Major)
- Micro Credit Institutions (Finance Major)

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel

SEMESTER 3

- Environmental Studies
- Communicative and Functional English-II
- Corporate Accounting
- Direct Taxes
- Corporate Law
- Advanced Corporate Accounting (Accountancy Major)
- Industrial Relations and Labor Laws (Management Major)
- Financial Institutions and Markets (Finance Major)

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel

SEMESTER 4

- Business Economics
- Auditing and Assurance
- Indirect Taxation
- Financial Services
- Advanced Accounting (Accountancy Major)
- Cost & Management Accounting (Management Major)
- International Banking (Finance Major)

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel

SEMESTER 5

- Business Environment
- Marketing Management
- Financial Management
- Regulatory Framework of Business - I
- Financial Statement Analysis (Accountancy Major)
- Customer Relations & Retail Trade Management (Management Major)
- International trade (Finance Major)

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel

SEMESTER 6

- Information Technology in Business
- Marketing of Services
- Modern Banking Practices
- Regulatory Framework of Business-II
- Project Report

SKILLS

- Business Communication
- Aptitude
- Personality Development
- Advanced MS Excel

OUR TRAINERS

At PIBM you will gain knowledge from some of the world's leading business thinkers. The 150+ members of training team, all well-known and highly respected in their respective academic & corporate fraternities, are really what distinguish PIBM from the other business schools. The training team includes professors drawn from all management disciplines with rich teaching and industrial experience. This enables students to learn both business theory and applications giving PIBM an edge over other institutes.

Many of these trainers are visiting faculty members in other reputed institutes such as Wharton, Harvard, IIMs, etc. Similarly many of them are CEOs, CFOs and VPs in various organizations.



MR. A P RAO
Ex. CFO
KINETIC MOTORS

DR. PRASENJIT ROY

PhD, M.Com, NET JRF, SLET

HOD, Commerce & Management

7+ yrs. Academic Exp.

Subject- Indian Financial System, Financial Management, Modern Banking Services & Financial Markets and Institutions

MS. MOHINI SONAR

M.A - Economics

Batch In - charge, Commerce & Management

5+ yrs. Academic Exp.

Subject- Business Economics, Indian Economic Scenario, Marketing Research Corporate Reporting

DR. MRINAL GHOSH

Ph.D., M.Com, NET JRF

5.8+ yrs. Academic Exp.

Subject- Advanced Accounting, Regulatory Framework of Business, Financial Accounting & Management Accounting

MR. BHARAT DALAL

Ex. VP Equity Research

Religare Securities Ltd.

Appeared on NDTV Profit & UTV Bloomberg

36+ yrs. Corporate Exp.

5+ yrs. Academic Exp.

Subject- Financial Accounting & Micro Credit Institutions

MR. A. P. RAO

M.com, F.C.A, I.C.W.Q, F.C.S, CA

30 yrs. Corporate Exp.

30+ yrs. Academic Exp.

Subject- Audit & Assurance, Financial Services & Advanced Accounting

MR. RAVINDRAN MENON

Corporate Trainer

Ex. Chief Manager - Indian Bank

Forex Consultant

33 yrs. Corporate Exp.

12+ yrs. Academics Exp.

Subject- International Banking

MR. ASIT BARMA

Director Marketing - IFIM and Faculty IIM - Kashipur

30+ yrs. Corporate Exp.

3+ yrs. Academic Exp.

Subject- Principles of Management, Service Marketing

ADV. BHONAGIRI

32+ yrs. Academics Exp.

Subject- Labour Law

MR. ADESH DOIFODE

MBA - Finance - University of Wales

10+ yrs. Corporate Exp.

4+ yrs. Academic Exp.

Subject- Modern Banking Practices

DR. RIDDHIMAN MUKHOPADHYAY

Ph.D., MBA - Marketing

8+ yrs. Corporate Exp.

13+ yrs. Academics Exp.

Subject- Sales & Distribution Management, Personal Selling

MR. PRANTOSH BANERJEE

PGDM - IIM Bangalore, Fellow - IIM,

Ahmedabad

Director - 52 Creative Vision

22+ yrs. Academics Exp.

Subject- Marketing Research

MR. ARJIT DUTTA

Corporate Trainer

President & Business Head

UNO Minda

20+ yrs. Corporate Exp.

Subject- Rural Marketing

MR. VIKRANT KADAM

Corporate Trainer

National Head Quality Control India

IMRB International

14+ yrs. Corporate Exp.

Subject- Market Research

MR. ZULFI BHUTTO

Corporate Trainer

Ex. Regional Head (West) - Tupperware India

17+ yrs. Corporate Exp.

Subject- Service Marketing

MS. SUNANDA THAKURIA

ICOM

2+ yrs. Academic Exp.

Subject- HR Planning & Development, HRM, Management of Services, Sales & Distribution Management

DR. RAJASHREE PILLAI

PhD & MBA - HR

8+ yrs. Corporate Exp.

8+ yrs. Academics Exp.

Subject- Human Resources Management, Industrial Relations

PROF. PRAFUL DHAR

Ex. Sr. Manager HR

Mercedes Benz

18 yrs. Corporate Exp.

17+ yrs. Academics Exp.

Subject- Human Resources Management

MR. PARIJAT PUSHP

Corporate Trainer

Talent Acquisition Lead

Mahindra Finance

17+ yrs. Corporate Exp.

Subject- Talent Management

MR. KINGSHUK BHADURY

Director - Corporate Training

KBTC

17+ yrs. Academics Exp.

Subject- Training & Development, HRM

MR. SARJID AHMED

M.Com - NET

4+ yrs. Academic Exp.

Subject- Rural Marketing, Export Marketing, Entrepreneurship & Small Business Management, Marketing of Services

MS. NIRMALI DAS

M.Com - NET

1.5 yrs. Corporate Exp.

4.6+ yrs. Academic Exp.

Subject- Principles of Management, Auditing & Assurance, Financial Management & Taxation Laws

MS. JAYASHREE SAHA

M.Com - NET

2.5+ yrs. Academic Exp.

Subject- Business Law, Financial Accounting, Indirect Taxes, Cost & Management Accounting

COMMUNICATION

MR. DINIAR PATEL

Corporate Trainer

Managing Editor (Innovations) & Editor (Supplements) - TOI

22+ yrs. Corporate Exp.

Subject- Business Communication, Personality Development, Mock GD/PI & Presentation Skills

MS. MOHANA MORE

23+ yrs. of Corporate & Training Exp.

Subject- Business Communication, Personality Development, Etiquette & Soft Skills

MS. FATEMA ABBAS

17+ yrs. Corporate Exp.

5+ yrs. Academics Exp.

Subject- Business Communication, Personality Development, Life Skills, Mock GD/PI & Presentation Skills

MS. SHRUTI SARMA

Mass. Com

7.3 yrs. Corporate Exp.

3.8+ yrs. Academic Exp.

Subject- Communication & Personality Development

MS. PRIOM SAIKIA

MA in ELT

1.7+ yrs. Academic Exp.

Subject- Reading & Personality Development, Communicative & Functional English, Personality & Personal Skill Development

APTITUDE

MS. NEELIMA KHALADKAR

12+ yrs. Academics & Training Exp.

Subject- Aptitude

MR. BRIJMOHAN MISHRA

10+ yrs. Total Exp. in Training

Subject- Aptitude

MR. RAVINDRA PRASHRAM MANGRULKAR

3+ yrs. Corporate Exp.

7+ yrs. Academics Exp.

Subject- Aptitude

MS. ARCHANA SINGH

B.Tech IT

1.8+ yrs. Academic Exp.

Subject- Business Mathematics & Business Statistics

INFORMATION TECHNOLOGY

MRS. HARSHADA A. KSHIRSAGAR-SARMA

11+ yrs. Academics Exp.

Subject- Advance Excel, DBMS, Presentation Skills

MR. K. SARAVANAN

10+ yrs. Corporate Exp.

6+ yrs. Academic Exp.

Subject- MS Excel & Project

MR. VIJAY CHETRY

M. Tech IT

1.5 yrs. Corporate Exp.

1.7+ yrs. Academic Exp.

Subject- Fundamentals of Computers, Computer Application & IT in Business

MR. BHARAT DALAL
EX. VP FINANCE
RELIGARE SECURITIES LTD

OUR TRAINING DNA

Since Inception, **PIBM Pune** has developed strong pillars of advanced training pedagogies where we focus on our philosophy that in Business Management how you learn is just as important as what you learn.

PIBM Guwahati, an institution under **IAEER's - Indian Academy of empowerment and educational research** also follows the same training pedagogies which includes a combination of **Lectures, Conceptual Discussions, Live Demonstrations, Business Projects, Corporate Interactions, Case Analysis with Discussions, Model & Strategy Designing followed by Implementation & Presentations.** This training approach blends theory with compulsory hands-on practice & learning assures that our students will learn more than they thought imaginable.



COMPARATIVE ANALYSIS METHODOLOGY

PIBM has over the years made Training more **Application & Logic Oriented** where students are trained in developing **Analytical Skills** by imbibing **Comparative Analysis methodology** in teaching & training of Management Concepts. Building further on various methodology, students are encouraged to **develop their research & analytical skills by making them do comprehensive comparative analysis** of selected products of chosen companies from the selected sector. **Data-driven approach is followed by analysis and comparison** between products, companies & sectors which is focused on various parameters using data derived from the market like **Financial Statements, Pricing Strategies, Product Quality, Market Penetration, Promotion Strategies** etc.

INTRA & INTER SECTOR, COMPANY & PRODUCT / SERVICE COMPARISON

AUTOMOBILE SECTOR



FMCG SECTOR



BANKING



Comparative Analysis using Financial Statements, Pricing Strategies, Product Quality, Market Penetration, Promotion Strategies etc.

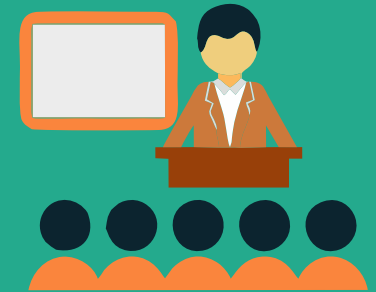
EXPERIENTIAL LEARNING

Understanding the need of today's Industry and following the same path, our Mantra for training students on Business Management is - Learning by doing is Master Learning. At PIBM, Business Management Skills are built through **strong 3 - step Experiential Learning Methodology** which incorporates learning from experts, simulation exercises & implementation on real life cases. This process of Experiential Learning involves creation of Business Environment followed by simulation of Practical Application of Business Theories.

- Various **cases on Financial Models, PMS Structures etc.** are discussed by Faculty members who themselves have experienced it in companies during their Corporate Careers. Students are then **assigned the cases for doing a thorough analysis and discussion during classroom learning using Comparative Analysis.**

- Further **training is provided by Corporate Heads**, where they share **real-life cases from their own companies related to domains such as Finance, Marketing, HR, Operations etc.** Students also **work on various real-life cases and prepare various Financial or HR models or even design the strategies.** This makes the understanding of practical application of Business easy and systematic.
- Students then **visit SMEs especially those companies where processes are not followed for implementation of their own models and strategies developed during training.** This is then followed by feedback given from those companies ultimately helping PIBM students to do self-assessment of Theoretical and Practical understanding of Management Concepts.

CLASSROOM
LEARNING
WITH CASE
STUDIES



SIMULATION
(LIVE BUSINESS
PROJECTS)



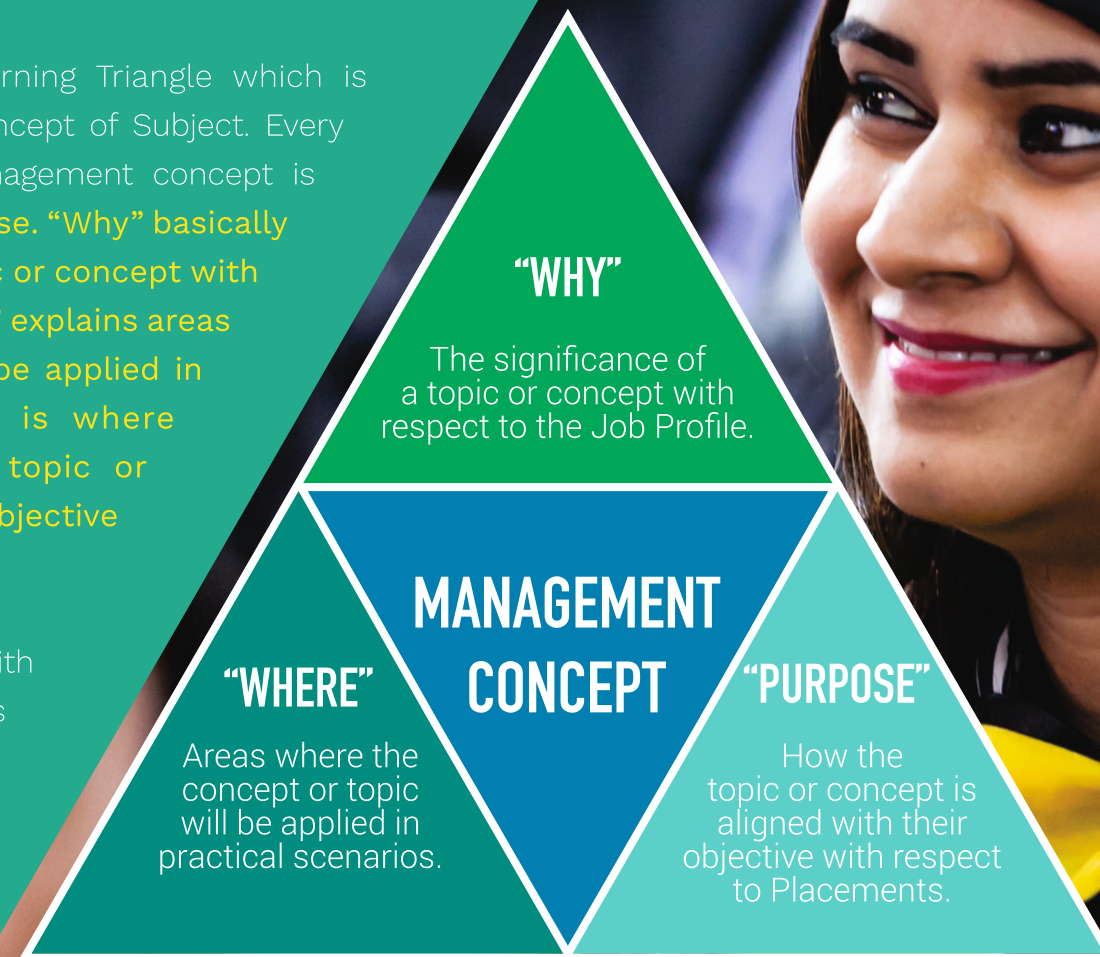
IMPLEMENTATION
IN COMPANIES



THE LEARNING TRIANGLE JOB DESCRIPTION (JD) BASED TRAINING

We have conceptualized the Learning Triangle which is integrated with each and every concept of Subject. Every topic explaining the Business Management concept is aligned with **Why, Where and Purpose**. “Why” basically explains the significance of a topic or concept with respect to the Job Profile. “Where” explains areas where the concept or topic will be applied in practical scenarios. “Purpose” is where students understand how the topic or concept is aligned with their objective with respect to Placements.

Students directly get acquainted with the Job profiles in Industry as well as the competencies required as per Job Descriptions.



Students are continuously trained on building Aptitude, Group Discussion & Interview skills starting from the first day of their Bachelors Program. 50+ corporate Heads from companies of various sectors trains PIBM students as per the requirements mentioned in Job Descriptions collated from 100+ companies. Moreover, the Aptitude Tests, GD topics & points, Interview Questionnaire are designed by our team of experts from Training Industry under guidance of Corporate Heads.

ABHYAS

THE PRACTICE

Students are trained initially by Aptitude Training experts on basic level of Aptitude Skills which are required in general and **which instils strong Analytical & Reasoning skills**. Once the basic & general level of training is completed, we train our students on **domain-specific aptitude skills based on the requirements of various Job Profiles**. Similarly, students are further trained on Business Communication, Group Discussion and Interview Skills specific to Job Descriptions. For Job Description specific training and grooming the students, **Business Heads from respective domains trains students on GDs, PIs, and Aptitude skills** to prepare them for Placement Process.

PRAYAS

THE SIMULATIONS

To continue the process of Placement Preparation, PIBM students have to go through multiple simulation exercises conducted by the Corporate Heads. The **Corporate Heads** who themselves will be hiring the students during Final Placement process, visit PIBM and **conducts Aptitude Tests, Mock GDs and Mock PIs**. Each student undergoes **minimum 30+ mock GDs & PIs and 50+ Aptitude Tests** for a particular job profile, for which **feedback is by showing them their respective Video Recordings after each GD and Interview** which leads to continuous improvement in Knowledge & Confidence.

EXPERIENTIAL LEARNING

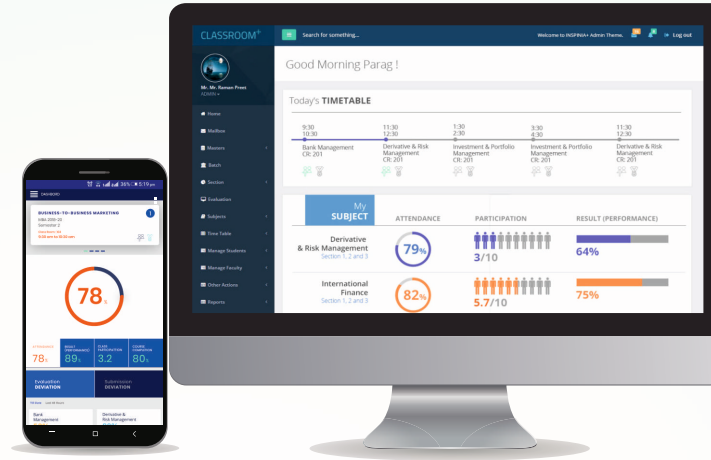
SAAHAS

BUILDING CONFIDENCE

Our Mentor-mentee program instils the required skill-set which builds the overall confidence in the students. While facing a company during the Placement Process, students need **skills in Business communication & negotiations** to give them the opportunity to make the most out of their Job Offers. Individual Mentors who are Domain Experts are tasked with **imbibing the much needed Bravery & Confidence** in students by **continuously guiding them throughout the Management Program.**



ADVANCED TRAINING TOOL SMART LEARNING MANAGEMENT SYSTEM



CLASSROOM⁺

LEARNING • ABSORPTION • PRODUCTIVITY

Technology in education, like all great innovations, was something that the purists were skeptical about, to begin with. Gradually as the true potential of technology was realized, educational institutes began implementing these changes in their teaching and management methods. This advent of technology marked the beginning of a **change for our educational system from a traditional one to a more modern setup** so much, so that today it has almost become a necessity for every institute to adopt these methods.

Understanding this shift in paradigm, PIBM Group has introduced its own Smart Learning Management Software - CLASSROOM+ which ensures the all-round growth of an institute - **Learning, Absorption & Productivity**. Now Faculty Members and Students have a variety of learning tools at their disposal.



MEASURING THE OUTCOME BASED EDUCATION (OBE)

Outcome based education (OBE) is a student-centered instruction model that focuses on measuring student performance through outcomes. Outcomes include knowledge, skills and attitudes. PIBM uses **CLASSROOM+** which helps to evaluate the outcomes of the program by stating the knowledge, skills and behavior a student is expected to attain upon completion of a program. Accordingly, students of PIBM are evaluated for all the required parameters (Outcomes) during the course of the program.



MEASURING THE COMPETENCY BASED LEARNING

Competency-based learning refers to systems of instructions, assessment, grading, and academic reporting that are based on students demonstrating that they have learned the knowledge and skills they are expected to learn as they progress through their education. **With the help of CLASSROOM+, PIBM now ensures that every student acquires the right knowledge and skills that are deemed to be essential in the future.** If students fail to meet expected learning standards, they typically receive additional instructions, assessments and academic support to help them achieve competency or meet the expected standards.



MONITOR OWN PERFORMANCE & GROWTH

With the measuring of Outcome Based education and Competency Based Learning, students at PIBM can view their own growth and performance every semester so that they can improve and perform their best.



TEACHERS CAN SHARE ALL THEIR RESOURCES ONLINE

With CLASSROOM+ students can access all the information and study materials shared by faculty anytime. Teachers can communicate with their students more easily and guide the students in the shortcomings of their work, refine it and provide their students with the best.



STUDENTS CAN ACCESS ALL THE INFORMATION AT ONE PLACE

PIBM students can view all the information - Attendance, Timetable, Assessments, Fees, Exams, Results, Reports and so on in one place.



MANAGING SUBMISSIONS, PROJECTS & VARIOUS RESEARCH PAPERS

Students at PIBM can submit all their Assignments, Projects and Research Papers with just a click. By doing so students can access all their submission anywhere, anytime.



SMART EVALUATION PROCESS

PIBM uses, Rubrics, a smart assessment tool defining what is expected of the student to get a particular grade on an assignment



ATTENDANCE & LEAVE TRACKER

At PIBM, students can track their own attendance on a daily basis and also apply for leave through the system. All these records can be found in the system for future references.



SINGLE COMMUNICATION PLATFORM

Students at PIBM uses a single communication platform to keep themselves updated on what is happening or for sharing information.



TRANSPARENCY IN INTERNSHIP & PLACEMENT PROCESS

At PIBM, Students are able to take better decision while choosing company for their internships and placement.



360 DEGREE FEEDBACK

At PIBM, learning is considered to be one of the major key points, so in order to improve this, a 360 degree feedback is taken from both the students as well as the faculty members to make the Institute more Efficient.



EASE OF USE

Students & Teachers can access their respective tasks & complete it anytime, anywhere.

REDEFINING EDUCATION





PROFICIENCY ENHANCEMENT TRAINING & CERTIFICATIONS



MR. R S RAJAN
CEO, CO-FOUNDER & DIRECTOR
LIVPURE

Use of technology, automation & research tools provides a means to all the top multinational companies to implement changes quickly to stay ahead in the competition. To succeed in the international marketplace, companies are putting efforts to hire good graduates having working knowledge of most commonly used software tools in the Corporate World. Understanding the demand of the industry PIBM has introduced various certifications for students to bridge the gap. Certifications offered are:

ADVANCED EXCEL TRAINING

Excel has become an essential computing tool in increasingly demanding corporate world. From tracking your assets, income, debt and net worth to creating graph and chart, importing data from the web, data conversion, data analysis and visualization tools, Excel support financial decision making for Business.

Students at PIBM are given special Advanced Excel training and certification which equips them from basic functional skills to advanced logic based excel functions and formulas. Our trainers have divided Excel training into following modules:

DATA MANIPULATION & NAVIGATION FUNCTIONS

Students are given training on basic excel functions like how to add or delete rows / columns, hide or unhide, group or ungroup, sorting, navigation etc. in day to day use.

FORMULAS & OTHER ADVANCED FUNCTIONS

For data analysis and decision making assistance, students are given training on various formulas and functions like:

- VLOOKUP, HLOOKUP functions
- Mathematical functions - Count, Average, Mean, etc.
- Pivot Table and Charts
- Macro Training
- Formatting

In this module students are provided training into making data & result sheets presentable. Students are trained on how to change background colors, borders, making pie charts and graphs visually appealing and clear.

In the second part of training, students are given exposure to use of Excel in various domains.

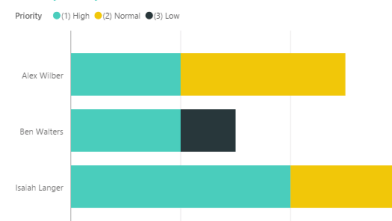
FINANCE

- Calculating Return on Investments (ROI)
- Preparing Financial Reports like Balance Sheet
- Profit & Loss projection
- Working Capital Planning
- Ratio Analysis
- Financial Modeling etc.

Working Capital Project tasks

Status	FullName	DueDate	Title	ProjectName
Completed	Alex Wilber	3/27/2017 7:00:00 AM	Determinants of working capital	Working capital
Completed	Ben Walters	3/26/2017 7:00:00 AM	Define concept of working capital	Working capital
Completed	Isaiah Langer	3/7/2017 8:00:00 AM	Technology and manufacturing cycle	Working capital
Completed	Isaiah Langer	3/6/2017 8:00:00 AM	Creditors Management	Financial Management
In Progress	Alex Wilber	2/1/2017 8:00:00 AM	Overview of the company	Working capital
In Progress	Alex Wilber	3/23/2017 7:00:00 AM	Cash management	Financial Management
In Progress	Ben Walters	3/23/2017 7:00:00 AM	Inventory Management	Financial Management
In Progress	Ben Walters	3/23/2017 7:00:00 AM	Operating efficiency	Working capital
In Progress	Isaiah Langer	2/16/2017 8:00:00 AM	Define capital working	Working capital
In Progress	Isaiah Langer	3/12/2017 8:00:00 AM	Credit policy	Working capital
In Progress	Isaiah Langer	3/12/2017 7:00:00 AM	Debtors Management	Financial Management
Not Started	Alex Wilber	3/12/2017 8:00:00 AM	Working capital cycle	Working capital
Not Started	Alex Wilber	3/15/2017 7:00:00 AM	Importance of working capital	Working capital
Not Started	Isaiah Langer	3/9/2017 8:00:00 AM	Planning of working capital	Working capital

Tasks By Priority



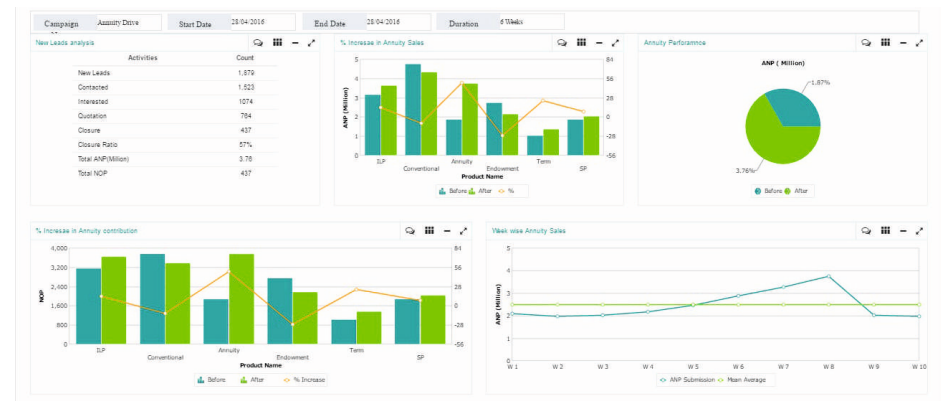
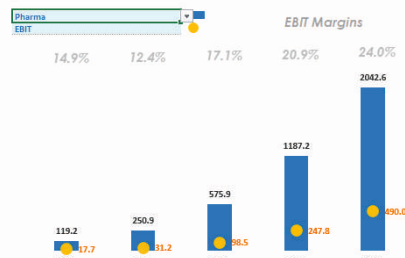
HEALTHY GOUP

Financial Model (Diagnostics & Pharmaceuticals)

All figures in Rs. Million (unless otherwise stated)

Business Snapshot

FINANCIAL SUMMARY IN Rs. Million	Mar-2014	Mar-2015	Mar-2016	Mar-2017	Mar-2018
Revenue	189.19	396.08	819.73	1,577.22	2,519.08
Diagnostics	69.99	145.14	243.79	389.98	476.44
Pharma	119.19	250.94	575.95	1,187.24	2,042.64
Gross Profit	110.04	242.23	475.82	855.88	1,289.08
Diagnostics	45.50	102.61	180.60	290.87	357.06
Pharma	64.54	139.62	295.22	565.01	932.02
EBITDA	36.86	86.65	209.79	444.37	745.29
Diagnostics	16.59	47.81	96.79	174.64	224.22
Pharma	20.28	38.84	113.00	269.73	521.07
EBIT	(6.12)	16.99	107.15	330.19	631.66
Diagnostics	(23.83)	(14.24)	8.62	82.36	141.68
Pharma	17.71	31.23	98.53	247.83	489.98
PAT	(23.10)	(12.25)	42.33	185.33	379.21
Diagnostics	(33.95)	(30.73)	(17.76)	32.10	73.46
Pharma	10.85	18.48	60.09	153.24	305.75

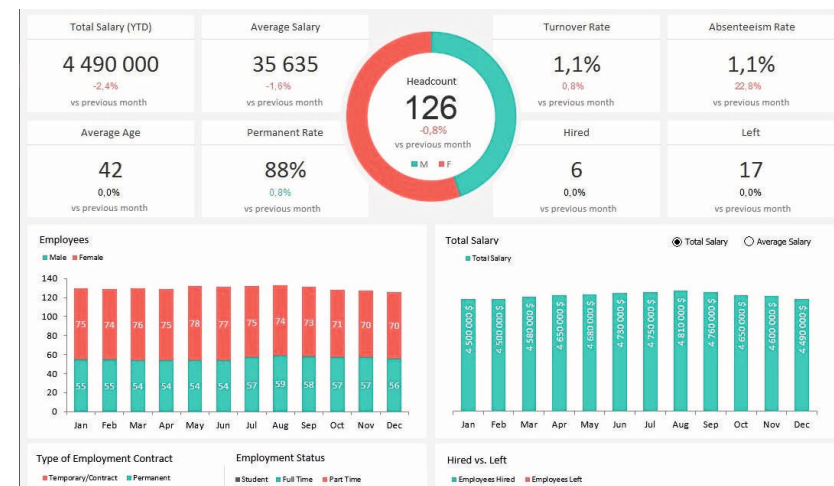


HUMAN RESOURCES

- Man Power Planning
- Performance Analysis & Management
- HR Dashboard preparation
- Budget & Payroll Analysis
- Employee Database Management

MARKETING

- Sales Chart and Analysis
- Annual Sales Forecasting
- Marketing Budget and Expenses Analysis
- Media Budget Forecasting etc.
- Marketing ROI Analysis

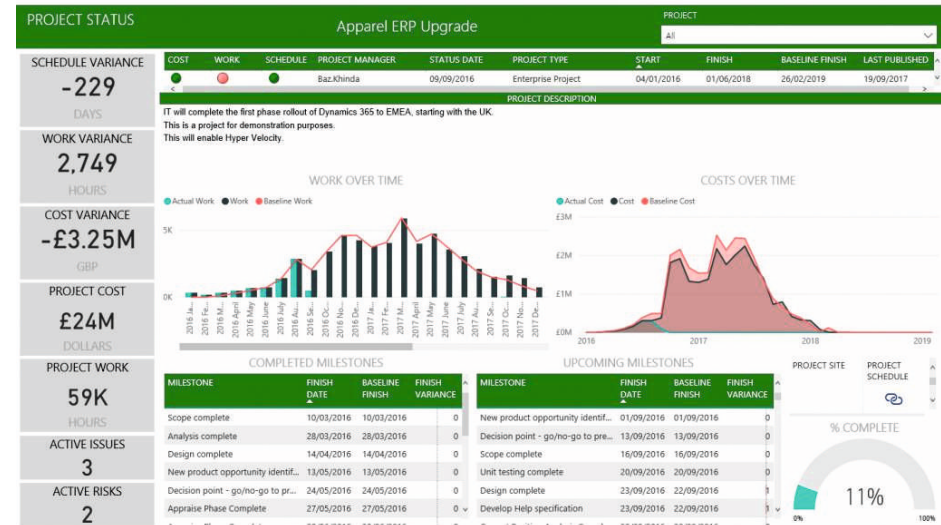


MICROSOFT PROJECT

Project management oversees the planning, organizing and implementing of a project irrespective of the sector. A project is an undertaking with specific start and end parameters designed to produce a defined outcome, such as a new computer software, new bridge construction, or even new water bottle manufacturing. There are various Project Management software available in the market which can assist the managers in Project Management by **improving the productivity of any project whether large or small**. Project Management software offers features like:

- Scheduling
- Resource Assignments (man-machine-material)
- Cost control and Budget management
- Quality management
- Tracking progress
- Report generation

Microsoft has developed their own Project Management software known as **Microsoft Project** and PIBM students are trained into this software which helps them to understand project management methods with the help of software tool. It helps them to **learn how to create plans, track progress, analyse workloads, and even manage budgets with ease**.



BALANCE SHEET ANALYSIS

A detailed analysis of balance sheet for any company represents the concrete results of the strategy and structure. At PIBM students undergo **balance sheet analysis for more than 250 companies from various sectors which help in building their analytical and decision making skills as well as developing financial acumen**. Following aspects of balance sheet analysis are covered in this process:

- Students are given deep understanding of Balance sheet structure and terminologies
- Each terminology (we call it business data) is taken one by one and thorough study is done to develop understanding of its association with companies structure

- Practical understanding is developed by training students on how various day to day activities in company impact the Balance Sheet
- Continuous exposure is given to Financial Ratio analysis of various companies to develop understanding of financial strengths and weaknesses

HOW IT HELPS?

By the end of 3 yrs. program and balance sheet analysis of more than 50 companies, PIBM students:

- Develop the understanding of specialized language of finance - vital terms like sales, revenue, costs, income, depreciation etc.
- Get a firm grip on a company's lifeblood - cash flow
- Can quickly and comfortably scan a financial report and pick out the numbers that matter
- Communicate confidently with the sophisticated finance professionals both within and outside the company

Balance Sheet					
as of December 31, 20X7 and 20X8					
	December			December	
Assets	20X8	20X7	Liabilities and stockholders' equity	20X8	20X7
Current assets:			Current liabilities:		
Cash and cash equivalents	\$ 22,000	\$ 9,000	Accounts payable	\$ 14,000	\$ 4,000
Accounts receivable, net	13,000	21,000	Short-term debt	10,000	13,000
Inventories	14,000	20,000	Wages and salaries payable	2,000	1,000
Total current assets	49,000	50,000	Income taxes payable	-	2,000
Property and equipment, net	50,000	30,000	Total current liabilities	26,000	20,000
Buildings, net	35,000	40,000	Long-term debt	85,000	35,000
Land	10,000	10,000	Other long-term liabilities	20,000	15,000
Total assets	<u>\$144,000</u>	<u>\$ 130,000</u>	Total liabilities	<u>131,000</u>	<u>70,000</u>
			Stockholders' equity		
			Capital stock - 1,000 shares iss. and out.	10,000	10,000
			Retained earnings	3,000	50,000
			Total stockholders' equity	<u>13,000</u>	<u>60,000</u>
			Total liabilities and stockholders' equity	<u>\$144,000</u>	<u>\$130,000</u>

FINANCIAL MODELLING

At PIBM, students who are pursuing B.Com or BBA (Finance) undergoes financial modelling training which involves **the collection of relevant financial data about the business(es) to be modelled and the representation of these data so that important calculations about the company can be made, such as valuation.** Following aspects of financial modelling are covered in this process:

- Training starts with learning the most effective ways to design, cross-check and structure financial models
- Students gets practical experience in various steps in building robust and flexible financial models
- Training is provided on how to create and compare scenarios – base case, best case, worst case
- Students develops understanding on how to prepare realistic and reliable financial forecasts
- Students also learn how to determine a fair value of a company or other assets
- Use of various case studies helps to understand various types of modelling - Financial Modelling, Valuation Modelling, Merger Modelling & Leveraged Buyout (LBO) Modelling

HOW IT HELPS?

By the end of 3 yrs. program and financial modeling training PIBM students:

- Learn how to quickly, efficiently and effectively evaluate financial decisions when undertaking a project, making an investment, acquiring or disposing

- of a business
- Develop expertise on testing how assumptions fit into business plans with the help of a financial model

SKILLS DEVELOPMENT BY NSDC

PIBM's mission is to provide opportunities to all aspiring youngsters from various parts of the country, who are considered to be potentially good candidates by their academic track record but lack exposure to learn and train in management discipline. We convert these individuals into first-rate professionals in three years of Undergraduate Program in terms of **Domain Knowledge, Aptitude, Analytical skills, Self-confidence, Positive Attitude, Soft Skills & Communication Skills.**

Likewise, our students are trained for upskilling in various courses which are provided by NSDC. The courses are imparted using advanced delivery methods which include **case studies, group projects, assignments & presentations, interaction with domain experts & real-life simulations.** All students who undergo the training are given a certificate from NSDC which is a Central Government Certified Program.

Our mission is to provide opportunities & support our students to enable them to realize their ambition to join various management profession and achieve their dream of a managerial career. **Our procedures, systems, pedagogy, faculty, and infrastructure is totally geared towards achieving our mission.** Advanced training pedagogies are followed at PIBM to teach and train our students, make them industry focused where every student gets exposure to Companies from different sectors in terms of **classroom teaching and practical exposure through Internship Program, Live Projects, Industry visit etc.**





MR. CHRISTOPHER DE BREZA
FOUNDING CHAIRMAN
EUROPE INDIA FOUNDATION

CORPORATE INTERFACE

Today, the definition of a good management school is largely dependent on its ability to offer industry interface to its students that helps them enhance their practical knowledge and make them ready for the corporate world. The objective of the corporate interaction at PIBM is to expose our students to **understand the real time problems in the organizations, to relate the theoretical concepts learned in the classrooms to practical concepts and to learn the real-life application of management practices.**

At PIBM, we are associated with over **350 top Corporate Heads** who train our students using unique training programs designed by the highly acclaimed executive committee to foster **leadership, techniques, analytical mindset, creativity, effective communication & organizational skills.** Training & interaction sessions with Corporate Heads are conducted throughout the year at PIBM which builds a solid platform for students to undergo experiential & practical learning of Business Theories.

CORPORATE PANEL & GUESTS

PIBM has associated with **Corporate Heads** to **train and mentor students through interactive sessions, GD/PI training & personal mentorship programs.** Our association consists of corporate heads from **Marketing, Finance, HR, Operations, Consulting and IT domains from various sectors like Financial Services, Banking, FMCG, Consumer Durables, Paints, Cement, Retail, Automobile, and Telecom etc.** PIBM's Corporate Panelists are on board with PIBM who visits our Campus frequently & share their rich content knowledge on various topics.



BIBA APPARELS

MR. VIVEK TRIPATHI
CHRO
Topic: Organization Development



FACEBOOK

MR. BALASUBRAMANYAM ORIGANTI
Vendor Program Manager
Customer Operations
Topic: Operations Strategy & Design



ANGEL BROKING

MR. SUBHASH MENON
CHRO
Topic: Compensation & Benefits



RELIANCE HOME LOANS

MR. PRASHANT UTREJA
CHRO
Topic: Basics of Corporate Finance & analysis of Annual report



RIVIGO

MR. SRIJAN SRIVASTAVA
CHRO
Topic: Compensation & Reward Management



UNO MINDA

MR. ARIJIT DUTTA
President & Business Head
Topic: Business Consulting, B2B, Strategy & Operations



DHFL

MR. RAJENDRA MEHTA
CPO
Topic: Strategic HR



WNS

MR. RAJENDRA RAUT
GM HR - Talent Acquisition Group
Topic: Recruitment, Performance & Talent Management



MR. SATYAJIT IYER
Sr. VP & Group Talent
Acquisition Head
Topic: Talent Management

RELIANCE INDUSTRIES LTD.



MR. DEEPAK GUPTA
Group Head HR
Topic: Performance
Management

KARVY



**MR. RAJESH
DERHGAWEN**
CHRO
Topic: Designing &
managing market research
in various sectors like
insurance, telecom, etc.

**RELIANCE NIPPON LIFE
ASSET MANAGEMENT**



MR. ADITYA RAHUL
Head Talent Acquisition
Topic: Recruitment
Strategy & Workforce
Management

ALLSTATE



MR. VISHAL BHARGAVA
Head - Talent Acquisition
Topic: Recruitment &
Selection

TIAA



MR. ANURAG DARIRA
Head HR
Topic: Strategy
Management

RUBIQUE



MR. HEMANT SETHIA
VP HR
Topic: Digital HR

CREDIT SUISSE



CAPT. PARTHA SAMAI
Senior VP - Group Head
Human Resources
Topic: Business
Consulting, B2B, Strategy
& Operations

**AGS TRANSACT
TECHNOLOGIES LTD.**



**MR. SHASHANK
JAGIRDAR**
Senior Director HR
Topic: Organization
Development,
Organization Structuring &
Logistics Management

DHL



MR. PUNEET KHURANA
VP HEAD-HR
Topic: Training &
Development

POLICY BAZAAR



MR. MANISH SINGH
Head HR & Administration
Topic: General HR
Management, Excel in HR,
Strategic HR

HAIER APPLIANCES



**MR. RAJESH KUMAR
SINGH**
Global Head HR
Topic: HR Management in
IT, ITES and BFSI Sector

KPIT



MR. SANDEEP DATTA
Head HR
Topic: Recruitment
Strategy & Workforce
Management

SG ANALYTICS



MR. SUBHASHIS MITRA
Head Talent Acquisition
Topic: General HR
Management, Excel in HR,
Strategic HR

BAJAJ ALLIANZ LIFE INSURANCE

**CHANGE
THROUGH
THE PEOPLE.
BETTER TRAINED
PEOPLE!**



MR. SHASHANK JAGIRDAR
SENIOR DIRECTOR HR
DHL

The beauty of PIBM is that it focusses on individual requirement of students and preparing them on the basis of sectorial needs as well as industry specific requirements e.g. training on Consumer Durables, FMCG, Paints, Financial & Banking Industry, Telecom etc. This is the kind of training I have seen first time in my career and want to congratulate PIBM for that.

I train PIBM students in Organization Development, Strategy and Innovations where my mode of teaching is primarily making them understand the basic fundamentals and then taking them to ground reality i.e. practical application of those fundamentals. Students are exposed to top case studies which are taught across the globe. I could also see the hunger for knowledge in PIBM students as they are curious to know how corporate actually uses various management concepts in real life. I also train students on new innovative practices in corporate and how corporate is evolving so that they get aligned to the needs and wants of industry. I am very much confident that kind of quality training that PIBM is imparting to students is going to take them to next level and make PIBM one of the top business school of the globe.



CORPORATE GUESTS

MR. RAMESH IYER
MD & CEO
MAHINDRA & MAHINDRA
FINANCIALSERVICES LIMITED



MR. PANKAJ GHODE
CHAIRMAN & CEO
GLOBAL BLOCKCHAIN
FOUNDATION



MR. JOHN WILCOX
CEO
RELIANCE MARKET
(DIVISION OF RELIANCE
FRESH LTD)



MR. R S RAJAN
CEO, CO-FOUNDER & DIRECTOR
LIVPURE



MR. ASHISH CHANDRA
BUSINESS HEAD & CEO
VODAFONE INDIA



MR. DEWANG NERALLA
DIRECTOR & CEO
ATOM TECHNOLOGIES



MR. ATIF KHAN
FOUNDER & CEO
AT-LEAD PVT. LTD.



MR. VIJAY VAISHNAV
CFO
ZEE DIGITAL
CONVERGENCE LTD.



DR. J. N. KUSHAWAHA
CEO
BTW INDIA PVT. LTD



MS. SUDHA SURESH
MD & CEO
UJJIVAN FINANCIAL
SERVICES LTD.



MR. SHARATH KUMAR
MD & CEO
TOWER RESEARCH
CAPITAL LLC



MS. TINA JAIN MEHTA
CO-FOUNDER & DIRECTOR
PINEAPPLE CONSULTANCY



MR. UMESH REVANKAR
CEO & MD
SHRIRAM TRANSPORT
FINANCE CO. LTD



MR. AJAY SATHE
CEO & ED
INDIA OPERATIONS CYTEL



MR. SOUVIK SENGUPTA
MD & CEO
STANDARD CHARTERED
INVESTMENTS
& LOANS (INDIA) LTD.



MR. ANIL SACHIDANAND
MD & CEO
ASPIRE HOME FINANCE
CORPORATION LTD.



MR. PIYUSH NAGDA
CEO & CO-FOUNDER
TALKING ASSETS
EDUVENTURE PVT. LTD.



MR. ANIL JADHAV
CEO & MD
FORTUNE EXPERTS
MANAGEMENT SERVICES PVT. LTD.



MR. PRAKASH KARN
DIRECTOR FOUNDER
REYNOLD INFOTEK



MR. MANOJ MITTAL
DIRECTOR & CEO
ALUMMI MANAGEMENT



MR. SAM ELANGALLOOR
CEO & CO-FOUNDER
FIND FACTS INNOVATION
PVT LTD.



MR. RAJEEV MISHRA
CEO
UM LOHIA TWO WHEELERS
PVT. LTD.



MR. ROHIT CHURAMANI
MANAGING DIRECTOR
I3 RESEARCH CONSULTANTS.



MR. DHARMENDRA SINGH
CEO
CHAI POINT



MR. A.K. BALAJI
MANAGING DIRECTOR
DRSHTI STRATEGIC RESEARCH
SERVICES.



MR. MOHIT JAIN
VICE PRESIDENT
SMERA RATINGS LIMITED



MR. RAJIV MITRA
MANAGING DIRECTOR
GOVIND MILK &
MILK PRODUCTS PVT LTD



MR. VIMAL SUMBLY
HEAD BUSINESS MARKETS
APAC REGION
ROYAL ENFIELD



MR. ABY THOMAS
DIRECTOR FOUNDER
NILTRADE PRIVATE LIMITED



MR. CHANDRU BADRINARAYAN
EXECUTIVE DIRECTOR
MORGAN STANLEY
CAPITAL INTERNATIONAL



MR. HARIPRAKASH PANDEY
EXECUTIVE DIRECTOR
RUNWAL HOMES PVT. LTD.



MR. RAJEEV MANJREKAR
MANAGING DIRECTOR
DATA KATALYST
SOLUTIONS PVT. LTD.



MR. ANIL KHANDEKAR
COUNTRY HEAD
/REGIONAL PRESIDENT
CHASSIS BRAKES INTERNATIONAL



PROF. ED GONSALVIS
DIRECTOR COOPLEXITY
OXFORD, UK



MR. ADISHESH MITRA
DIRECTOR
JLL INDIA



DR. BHIMARAYA MAITRI
DIRECTOR
IIM, TRICHY



MR. ANUP SINGH KALSY
SR. VP
AXIS BANK

CORPORATE WEEKENDS

PIBM holds corporate weekends where eminent personalities from Corporate Panel as well as other Corporate Associates who are from diverse sectors working at top management level, visit campus to train and interact with students. During these sessions, interactive discussions on **real-time corporate problems and best practices** happen between students and Corporate Heads.

The objective of Corporate Weekends is to provide a platform where students can **get great exposure and opportunity to not only clear their doubts on various management concepts but at the same time understand the dynamics of Corporate World.**



LIVE PROJECTS & INDUSTRY VISITS

To foster our students' conceptual, analytical, communication, interpersonal skills, practical experience, leadership and knowledge in a real-time environment, we provide them **Live Business Projects of various domains during the course**. These projects & internships help to **fill the knowledge gap between classroom theories & practical hands-on implementation in companies**. This also provides students with a means to build their Corporate Experience before starting their career.

Every semester, PIBM students also undergo **numerous Industrial Visits in companies from various sectors**. Students visit **manufacturing units, retail stores, company headquarters etc.** where they interact with company professionals and have a **first-hand experience of various functions & departments in an Organization**. The main objective of Industry Visits is to accustom students to the industrial practice and corporate world. PIBM students are exposed to practical situations and events in companies thereby increasing their interlinking skills & sector understanding.





INDUSTRY VISIT TO
MERCEDES - BENZ INDIA

BUILDING CONFIDENCE



Corporate World today demands students who have Knowledge & Skills but also who are Smart, Sharp & Confident. Confidence is the most important contributor to performance in the corporate world because a person may have all of the ability in the world to accomplish a goal, but if he/she don't believe in himself/herself to have that ability, they won't use that ability to its fullest extent in pursuit of success.

PIBM takes initiative in preparing the students to take on any challenge with confidence. Rigorous training on improving Business Communication, continuous improvement of Presentation skills and thorough preparation for Placement process which includes Aptitude Training, Mock GDs & Mock PIs, ensures PIBM students to gain the required confidence to become ready to enter the Corporate World.

COMMUNICATION TRAINING

To increase the confidence level of students, communication skill development is the most important step. So we work constantly to improve the content and communication skill of the students which build their self-confidence. During the training program, our team of professional trainers work on the following aspects of each student's communication:

- Vocabulary (10 new words/day)
- Accent training
- Articulation
- Clarity of speech
- Speed
- Removing mother tongue influence

The **RAS (Read-Analyze-Speak)** technique is used at PIBM to develop the overall communication skills of students. As the acronym suggests, the **students have to read a short article or passage, analyze it and then express it in their own words.** The aim is to get the student to improve their vocabulary as they will use synonyms or antonyms to explain the passage/article. At the end of the activity, the student becomes able to comprehend the article/passage & analyze the idea/message behind it and also becomes able to express it for added effect whilst connecting it with the current spate of events in the world. This technique also tests the analytic ability as well as the articulation of the students when they express it in front of an audience or during corporate presentations. **Content is built by the daily routine of business paper reviews, classroom sessions & discussions.** This allows the students to engage in **inter-disciplinary learning, learning from sharing respective experiences and ultimately gaining knowledge.**



MR. DINIAR PATEL
Managing Editor (Innovations)
cum Editor (Supplements)
TIMES OF INDIA



MS. FATEMA ABBAS
HOD
Communication & Soft Skills

PRESENTATIONS

Presentations play a very important role in Corporate World for Managers as they have to present their product in front of clients, present their project in front of top management or present their strategy in front of colleagues or subordinates. So, at PIBM we give special attention to developing presentation skills of the students.

After every topic, students are required to give a presentation in front of panel consisting of the respective subject faculty and a guest from the industry. **Students are evaluated in terms of knowledge, analytical skills, communication skills, and IT skills.** They are given feedbacks on what went wrong and how they can improve. The purpose behind the vigorous absorption process schedule is to increase their overall skills and thus self-confidence. A student undergoes almost 10+ such presentations in a semester.



MR. NITIN ASALKAR
Head - HR, Operations
ALFA LAVAL



MR. BALASUBRAMANIAN
SR. Manager Sales
AMAZON



MR. NIZAMUDDIN
GM - Sales
BISLERI



MR. RAJENDRA RAUT
GM HR (Talent Acquisition Group)
WNS GLOBALIA



MR. SRIJAN SHRIVASTAVA
CHRO
RIVIGO



MR. ANUP CHANDRA
Commercial Manager
TATA TELECOMMUNICATIONS



MR. PARAG KANDEKAR
Director
EMSPHERE TECHNOLOGIES PVT. LTD

APTITUDE TRAINING

Aptitude tells about the analytical skills of an individual. To make better hiring decisions & avoid high job turnover rates, national & multi-national organizations use aptitude & ability testing. Companies also use these tests for promoting and training. The goal is to get the right people, with the right skills, in the right jobs. This is one of the main reasons the Aptitude Test is conducted by the majority of the companies for recruitment.

At PIBM we have a special team of Aptitude Experts to train & develop students' aptitude skills. Our trainers discuss the requirements with the companies & recruiters from various sectors so as to know what is expected by them from our students. Thus PIBM students are trained on the following:

- Quantitative Aptitude Skills
- Data Interpretation & Data Sufficiency
- Reasoning Ability
- Logical Reasoning
- Visual Reasoning
- Verbal Reasoning
- Verbal Abilities & Language Comprehension
- General Awareness & General Knowledge

We monitor our students on an individual basis & measure their performance thereby imparting specialized training as per the requirements of students as well as the companies. Our aptitude training program is highly interactive & is designed to give students the much-needed edge in positioning themselves ahead of the curve in today's highly competitive world.



MR. BRIJMOHAN MISHRA
HOD
Aptitude Expert



MS. NEELIMA KHALADKAR
Aptitude Expert



MR. RAVINDRA MANGRULKAR
Aptitude Expert

MOCK PERSONAL INTERVIEWS (PIs)

The success lies in good preparation. So at PIBM, students are well trained to face the interviews of any company. Apart from rigorous training on business theories, case studies, group discussions, classroom presentations and research projects were undertaken to learn specific function details. PIBM students also undergoes mock interviews. They are prepared well in advance to face any kind of question asked by the companies.

THE PURPOSE OF MOCK INTERVIEWS

- To build self-confidence by repeatedly appearing in mock interviews conducted by business heads
- To give students exposure to what kind of questions can be asked and how to conduct yourself at the time of interviews
- Practice makes a man and woman perfect and removes the fear of failure, so by practice, fear is gone and students start becoming confident after facing a series of mock interviews
- The feedbacks are given to each student after every mock interview, so they can improve and finally clear the Interview rounds of companies
- Some of the business heads who are conducting mock interviews train PIBM students rigorously to clear the interviews

OUTCOME

It gives clarity to students where are the gaps & how much effort is required in reality to clear the placement processes.



MOCK GROUP DISCUSSIONS (GDs)

In their respective companies as managers, students have to conduct a lot of meetings both with seniors as well as colleagues & subordinates. The preparation of Group Discussions help students to not only clear the placement process of many companies coming for recruitment but also help them to become comfortable in being an active member of discussions. This continuous practice of Group Discussions makes them comfortable and increases confidence. We also prepare our students on the current affairs and business topics through interaction with Business Heads of the companies every weekend.

OUTCOME

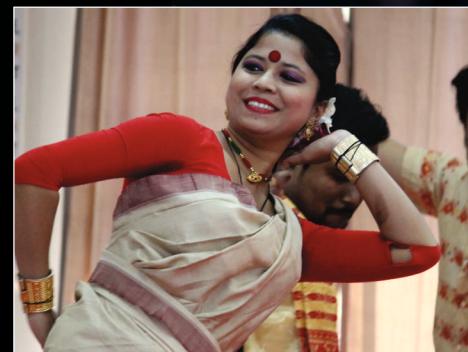
Students are well informed about the happenings in the business world so that they have more confidence while speaking among a group of intellectuals & clears the selection rounds of companies visiting for the campus placement process.



EXTRACURRICULAR ACTIVITIES

Academics and extra-curricular activities complement each other and develop a well-rounded, socially skilled, and healthier student. Various events are organized every year on the campus with an objective to further the overall development process of students. One is the regular training, Interaction Sessions with various Corporate which are conducted throughout the year - **Corporate Weekends, Business Conclave, Industry Visits, and Internships & Live Project.**

Apart from various Corporate Interactions, we also conduct various events like **Fresher's party, Farewell Party, Annual Cultural & Sports Event** for students to show their talents through Dance, Music, Fashion Show, Sports and many more.







PLACEMENTS @ PIBM

We understand the current job market dynamics where top multinational companies now look for **students with an Entrepreneurial Mindset, Comfortable with Technology, Analytically Strong, Quickly Adaptable, Smart & Confident Personalities over and above the traditional tools and skills in management.** This is the outlook that PIBM seeks to address through its very particular approach to Education, which it implements through the extensive corporate exposure and Rigorous Training Program, striving to create a generation of Managers who are ready for the industry from day one.

Our association with **250+ National & Multi-National companies** provide PIBM students with **opportunities to learn, grow and build their career.** We celebrate diversity with regard to sector offerings with students getting an opportunity to choose a profile from a variety of Organizations across the diverse sectors. PIBM's Placement Process is conducted by **top companies from diverse sectors like Financial Services, Banking, Insurance, Consumer Durables, FMCG, Retail, ECommerce, Manufacturing, BFSI, IT & ITES, etc.** PIBM students are offered jobs in top profiles such as **Investment Banking, Equity Research, Commercial Credit, Corporate Finance, Digital Marketing, Channel Management, Retail Management, HR Analytics, Recruitment & Section, etc.**



STUDENTS' TESTIMONIALS

“

I really love this place and its environment. I am learning many new things which is not limited only to the knowledge of books but also includes practical knowledge which helps a person to be better in life. PIBM also provides us extra-curricular activities to improve us in presenting ourselves.

”

TRISHNA KALITA
BBA - 2nd SEMESTER



“

My experience has been quite good till now. I have developed my communication skills. Where previously I had the issue of stage fear, now constant presentation and interaction while presentation and industrial visits has helped me a lot in gaining confidence. We were also provided a trip to Pune where we got to meet MBA faculties of our main campus. The main part about PIBM which I really like the most is to interact with a corporate personalities.

”

KIRAN SINGH
BBA - 2nd SEMESTER



“

PIBM teaches a great deal through industry visits, where we observe how technical concepts are put into action. It teaches us to be strong. Pune Institute of Business Management organized various corporate sessions for us. We got so many sessions with Mr. Ashutosh Tapadia at Pune during our students exchange program and another one with Mr. Zulfi Ali Bhutto in Guwahati which was really energetic and insightful. This college really helps us motivate ourselves. I have learnt so many things which is helping me to rise up to a good position in my career.

”

DILRUBA YASMIN
BBA - 2nd SEMESTER



“

I have chosen PIBM because I like the curriculum provided by the college, where practical knowledge is given due importance along with theoretical knowledge. The faculties are really good and encourage learning. One of the main things for which I took admission here is the placements provided by the college.

”

LAKHYAJYOTI DEKA
B.COM 2nd SEMESTER

WHAT WE REQUIRE FROM PIBM STUDENTS?



At PIBM students are required to put in 14-16 hours of dedication & hard-work daily into academics, exercises and extracurricular activities.

WHY?

For working in companies, it is very important to turn around casual approach into sincere habits because **companies demand smart, hardworking and confident students with all the skills which are required to survive in the current competitive Corporate World.** So to acquire these skills, **daily work is required to improve Knowledge, Functional & Sectoral Expertise, Presentation & Communication Skills, Sports & Hobbies.** No compromise or complacency will be accepted towards this transformation process.

Minimum 90% of Attendance is mandatory and leaves are not allowed other than emergency cases.

WHY?

PIBM can't work with students and develop them, if they are irregular with the program. So to maintain continuity in the development process,

students are not supposed to take leaves unless in case of severe health problems and unforeseen emergencies. **Minimum 90% attendance is mandatory and remaining 10% attendance can be used for emergency leaves. If for any semester, attendance is below 90%, students will not be allowed to appear in the examination.** If it is found that any student's performance is lagging and he/she has not attained required level of confidence and skill sets then, the institute will have the sole rights to cancel leaves. Hence, keeping in mind the overall development, we strongly appeal to students to not request for additional leaves during any festivals.

All Assignments, Projects, Presentations, and/or Reports should be submitted within deadline and also should not be copied, failing to do so will incur fine/penalty.

WHY?

Top national and multi-national companies need smart & efficient managers who can deliver results within deadline so PIBM works on inculcating strong habit of time-bound work ethics in students. At PIBM we are very strict against plagiarism and encourages students in building original thought process and ideas. It is also highly advisable to students not to copy content for their Assignments, Projects, Presentations, and/or Reports.

Use of Tobacco / Cigarettes / Alcohol is restricted in and around Campus and Hostels, if caught student will be rusticated from college

WHY?

Knowledge and Skills can be acquired only by pure minds and for being a highly efficient manager, it is important to develop concentration power. At PIBM, students undergo Sports, Aerobics & Meditation to improve the concentration of mind. Use of Tobacco / Cigarettes / Alcohol hinders the development of a strong mind and hence it is strictly prohibited in PIBM campus and hostels. If any student found indulging in such bad habits, he/she will be immediately rusticated from the college.

Presentations used by Faculty members for teaching will not be shared with students under any circumstances.

WHY?

To work in Companies, it is important to make a habit of building logic

& conceptual understanding of problems. Without these skills, managers become inefficient and encounter failures at work. PIBM trainers have vast knowledge and experience behind them and have read many books to acquire knowledge so using their presentations is nothing more than a shortcut. PIBM encourages students to develop a habit of reading and building their own logic and structure to understand various concepts.

WE ALSO WANT OUR STUDENTS TO FOLLOW

- Thorough reading of books is compulsory which includes solving exercise and questions at the end of every topic. Course syllabus is just the summary of books hence it is prime duty of all PIBM students to read the complete book to develop understanding and not just stick to class notes
- Communication Skills and Aptitude Development are the most important aspects of the training process at PIBM. So students are strongly advised to start putting efforts from their end to improve vocabulary, accent, mother tongue influence, and articulation skills by listening to English news channels like BBC, CNBC etc. and watching 60-70 documentaries/movies.

WHAT WE REQUIRE FROM PIBM STUDENTS?

- Once you have joined PIBM, our team of professional communication trainers will work with you to hone your communication skills further
- All the companies have made aptitude test compulsory for the placement process and it is also important to have good aptitude skills to work in top national & multi-national companies. Our special trainers will provide strong training to develop your aptitude skills. So, it is mandatory for all students to bring 8th, 9th & 10th standard Mathematics book while reporting to the Institute
- Today's corporate world needs strong individuals with grit and dedication. PIBM training process is highly rigorous and is specially designed to make students ready to face any challenges. Because of being highly rigorous, initial one month will be required by students to adapt to the strong regime of PIBM. We would like to advise students to have a strong will and dedication to go through the training process if they want to develop themselves into strong individuals. Aspirants who believe that he/she can't undergo the training process or can't adhere to the regulations laid by PIBM should not apply for our Management Program.

WHAT WE REQUIRE FROM PARENTS/ GUARDIANS?

For the students to improve their competency, get knowledge as well as good placement by the end of their program, they need to undergo PIBM's strong & rigorous training process. All the above-mentioned rules & regulations are mandatory for all the students to follow. If parents feel that the above-mentioned regulations will be meeting their wards' future, only then approve them to proceed with the admission process of Pune Institute of Business Management, Guwahati.

LIFE @ PIBM GUWAHATI





ADMISSIONS @ PIBM



CANDIDATE SEEKING ADMISSION TO PIBM GUWAHATI SHOULD COMPLETE THE FOLLOWING PROCEDURE

- Applicant need to send a DD of Rs.300 drawn in favour of “Pune Institute of Business Management Guwahati” prospectus and application form
- Once the application form is filled, student will get a call from the Institution who are eligible for the next Phase which is - Personal Interview (PI)

MODE OF PAYMENT

Demand Draft (DD): Demand Draft should be in favour of “Pune Institute of Business Management” payable at Pune (Mention your Name, Contact No & Course at the back of the DD)

Online Payment Is also available at www.pibm.net

ELIGIBILITY

- The candidate should have passed XII (10+2) examination from any recognized Board with a minimum of 45% marks for BBA & Pass for B.Com
- Students who have appeared for their Standard XII final examination and are awaiting results are also eligible to apply, subject to submission of passing certificate at the time of the final admission

INTAKE

The total intake is 160 seats inclusive of 40 seats of BBA and 120 seats of B.Com

Note: It is suggested that the candidates who have studied commerce for their qualifying examination may apply for B.Com program. Similarly, those candidates who have studied commerce/arts/sciences may apply for BBA program. Further, the candidates are also free to make their own choice of a section of the program depending on their ability, interest and opportunity.

SELECTION PROCESS

PI (Personal Interaction): Personal interaction/ interview of shortlisted candidates will be conducted by a panel of experts from Industry / Academic

FEE STRUCTURE

FOR BOTH BBA & B.COM

TOTAL AMOUNT IN RUPEES = 1,80,000 (RS)

PROGRAM FEES	1st Installment	2nd Installment	3rd Installment
ACADEMICS FEE (PER ANNUM)	Rs. 60,000	Rs. 60,000	Rs. 60,000

PARTICULARS PROVIDED WITHIN THE TUITION FEE

- 1 month of special Classes at PIBM Pune Campus every year.
- Training on developing IT skills - Excel, PowerPoint & Word
- Corporate Interaction Sessions & Industry Visits
- Students Exchange Program to Pune every year
- Smart Learning System - ERP Software
- Communication Skills Training, Aptitude Training & Personality Development Module

REFUND & CANCELLATION POLICY:

Our Program is unconventional & rigorous and requires commitment & seriousness of students. Casual attitude and excuses will not be tolerated while going through the development process at the Institute. So please read the prospectus carefully before paying the fees.

FEES ONCE PAID WILL NOT BE REFUNDED

Final decision will be under sole discretion of the Institute


OUR SERVICE TAX:

Currently, we are not collecting service tax from students. In case, it is made applicable by the Government, the students will have to pay the tax @ 12.24%. Payment should be made as and when demand is raised.

Note: Hotels can be provided if required

CAMPUS

Bidyanagar - NH-37, Gauhati University Bypass, Jalukbari - Kamrup Dist, Guwahati, Assam 781012


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 **guwahati.admission@pibm.in**

REGIONAL OFFICE

GUWAHATI

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+91-9707077774

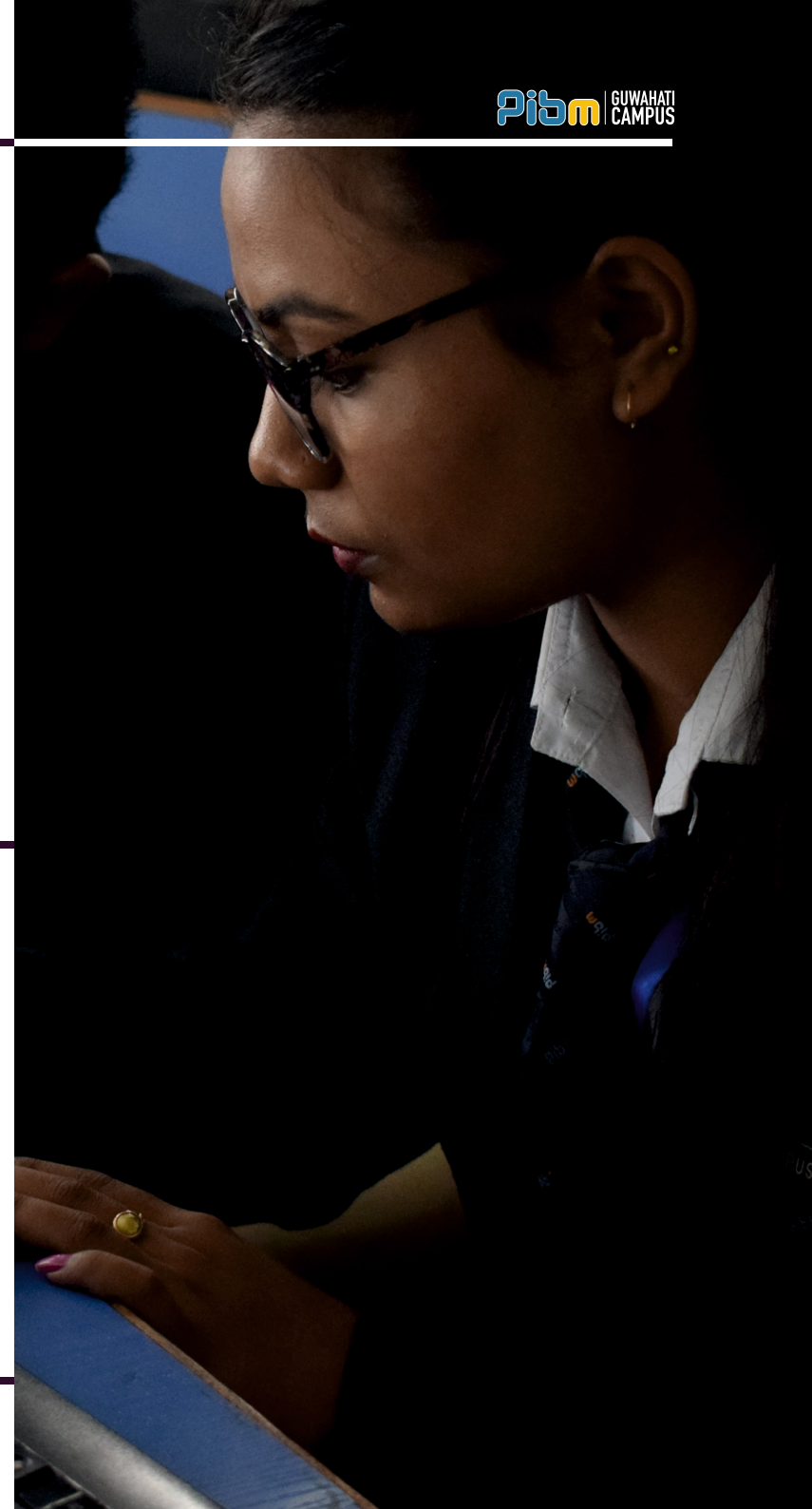
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FINANCE / MARKETING / HUMAN RESOURCES / OPERATIONS / INFORMATION TECHNOLOGY / JD BASED TRAINING / SCPS METHODOLOGY / COMPARATIVE ANALYSIS / EXPERIENTIAL LEARNING / ABHYAS / PRAYAS / SAAHAS / ENTERPRISE RESOURCE PLANNING / BLOOMBERG TERMINAL / MICROSOFT PROJECT / SIX SIGMA - GREEN BELT / CERTIFIED FINANCIAL PLANNER / **COURAGEOUS MANAGERS** / ADVANCED EXCEL / ACE EQUITY / CERTIFICATIONS / QUALITY MANAGEMENT / DIGITAL MARKETING / BUSINESS INTELLIGENCE / BUSINESS ANALYSIS / BUSINESS CONSULTING / PRE-SALES / BUSINESS ANALYTICS / BALANCE SHEET ANALYSIS / FINANCIAL MODELING / CHANNEL MANAGEMENT / RETAIL MANAGEMENT / MARKET RESEARCH / **VISIONARY LEADERS** / RETAIL BANKING / COMMERCIAL CREDIT / TREASURY / CORPORATE FINANCE / INVESTMENT BANKING / EQUITY RESEARCH / WEALTH MANAGEMENT / MERGERS & ACQUISITIONS / PERFORMANCE MANAGEMENT SYSTEM / RECRUITMENT & SELECTION / TALENT MANAGEMENT / WORKFORCE MANAGEMENT / MARKETING MIX / BCG MATRIX / PORTERS FIVE FORCES / PRESENTATION SKILLS / COMMUNICATION SKILLS / APTITUDE TRAINING / PERSONALITY DEVELOPMENT / BUSINESS ETIQUETTE / CORPORATE WEEKENDS / INDUSTRY VISITS / LIVE PROJECTS / SUMMER INTERNSHIP / WINTER INTERNSHIP / COMMITTEES / CLUB ACTIVITIES / GYMNASIUM / AEROBICS / YOGA / MEDITATION / SPORTS / DANCE / MUSIC / EXTRA-CURRICULAR ACTIVITIES / HOBBY BUILDING / CULTURAL FESTIVALS / FESTIVAL CELEBRATIONS / **CONFIDENT HUMAN BEINGS** / COMMUNITY SERVICE / MEDIA RELATIONS / MUSIC CLUB / DANCE CLUB / NGO COMMITTEE / CORPORATE INTERACTION COMMITTEE / RURAL DEVELOPMENT COMMITTEE / WONDERFUL CAMPUS LIFE / MARKETING MIX / WORKFORCE MANAGEMENT / CHANNEL MANAGEMENT / BUSINESS CONSULTING / MARKETING ANALYTICS