



# **INSTITUTE FOR INTERNATIONAL MANAGEMENT & TECHNOLOGY**

SCHOOL OF MANAGEMENT & ENTREPRENEURSHIP

OXFORD  
**BROOKES**  
UNIVERSITY



# INSTITUTE FOR INTERNATIONAL MANAGEMENT & TECHNOLOGY

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## Mission Statement

IIMT's mission is to use education and lifelong learning as a means of economic, social and cultural emancipation. We strive for empowerment through education, such that self-actualization is not a mere dream, and ensure that no part of the society remains untouched from the forces of positive change.

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FORBES

**JUSTICE** DOMINICK DUNNE

**Every Living Thing** James Herriot

ADELINA PATTI Queen of Hearts

Jack Nicklaus **NEVER TRUST A CALM DOG** *Golf My Way*

**JUPITER SIGNS**

**Finding Our Fathers** Dan Pattenberg

**A ROYAL DUTY** BURRELL

**GARBAGE ANGEL: Sarah's Story**

**THE MEANING OF PERSONS**

# From the Director's Desk

**Dr. Vinnie Jauhari**  
*Director, IIMT*

Welcome to the Institute for International Management and Technology (IIMT). I would like to congratulate you for considering IIMT as a higher education option.

The true strength of any academic institute comes from the faculty which is engaged in research and consulting. Add to that, a strong industry interface that results in a more robust workforce which is alive to market realities.

IIMT has a strong research-oriented faculty who authors books and publishes their research in journals worldwide. The faculty has also been trained and exposed to the latest pedagogical interventions, in higher education.

An international journal and an annual conference on services management are also testimony to the research commitment of the institute.

We are passionate about providing an outstanding student experience. Industry visits, international trips, cultural immersion and involvement with NGOs are all elements that contribute to it.

A new state-of-the-art campus to be completed in early 2012, with an executive education center and student facilities would be a big step forward.

All of the above contribute to creating leaders, with a mind of their own. Leaders who are ready to take decisions, and manage critical pillars of the new Indian economy.

Finally, IIMT students have been placed in the best organisations over the last ten years. Their continued success is a testimony of IIMT's focus of creating leaders. IIMT has also produced entrepreneurs who are successfully managing their businesses.

I wish you the very best and am sure your stay at IIMT will be a transformational experience.

**It is our primary aim to provide every student with an opportunity to fulfill his or her potential while studying for an internationally-recognized qualification.**

# About IIMT

The core advantage of studying at IIMT isn't just getting an internationally-recognised qualification. It is also working with the finest academic minds in the country, and being trained to manage the most critical cogs and wheels of the global economy. At IIMT, we create leaders, not mere certificate-holders.

## IIMT NEW CAMPUS

IIMT has acquired its own land measuring 16 acres on Sohna Road and construction of a state-of-the-art building is in full swing. The new campus, amongst other facilities, has the following features -

- Within 25 minutes of the heart of Gurgaon, a major suburb of the National Capital Region (NCR).
- A self-sustainable campus with academic, administrative, and residential accommodation for both students and staff.
- Recreational facilities including football field, tennis courts, gymnasium and a student center.
- One of the handful of institutions that will have an on-campus training hotel.
- An environmentally-conscious design that minimises the developmental footprint.
- "Green" Campus as per LEED-INDIA.
- Unconventional design of spaces.
- Mazes & Puzzles to foster team work, sharpen minds & critical thinking.

## IIMT ACHIEVES ITS MISSION BY FOCUSING ON

- Providing the best possible human and physical resources to support learning and teaching.
- Ensuring close links with industry such that the curriculum is relevant, up-to-date and at the forefront of thinking in the subject area.
- Providing proactive support to individual students such that they can identify their own strengths and weaknesses and take appropriate action for development and improvement.
- Researching innovative and effective pedagogical techniques and integrating them into the delivery of the programme.
- Benchmarking key processes continuously to remain credible and relevant.
- Fostering team work and engendering the concept of self-managing teams.
- Promoting research, publication and other forms of scholarly activity among both staff and students.
- Providing consulting and training services to relevant industry sectors.

New campus under construction



## WHY IIMT

- Internationally-recognised degree awarded by Oxford Brookes University - ranked by Sunday Times as UK's 'leading modern university' for 10 years in a row.
- Track record of 100% placement assistance of graduating students.
- One year internship opportunity.
- Support from Industry.
- Curriculum structured towards a Management career rather than an Operations oriented one.
- Internationally experienced and qualified faculty.
- State-of-art-campus - Library, IT labs, Wi-Fi and Air Conditioned classrooms.
- Holistic and practical teaching methodology.

## QUALITY ASSURANCE AGENCY (QAA) FOR HIGHER EDUCATION

QAA was established in 1997 to safeguard quality and standards in UK higher education, checking how well universities and colleges meet their responsibilities. QAA has the responsibility of reporting to the public on how higher education providers maintain the quality of learning opportunities they offer and the academic standards of awards they make. IIMT is proud to report that out of all Indian institutes having a British University collaboration that were audited by QAA during January 2009, IIMT was the only institute that received all positive comments. To learn more, please visit the official website of QAA at the following link.

[www.qaa.ac.uk/reviews/reports/overseas/India\\_ Oxfordbrookes09.pdf](http://www.qaa.ac.uk/reviews/reports/overseas/India_Oxfordbrookes09.pdf)

## SCHOOLS AT IIMT

IIMT has been conceptualised as consisting of various schools focusing on individual disciplines but with a common thread running through them. The basic philosophy behind this is to leverage synergies, that exist between various disciplines such that participants get professional training to fit in general management as well as process management cadres in designated industry sectors. Keeping this in consideration IIMT has established the following two schools

- **School of Hospitality and Tourism Management (SHTM)**
- **School of Management and Entrepreneurship (SOME)**

These schools offer undergraduate and post graduate programmes of study leading to award of degrees / diplomas in various disciplines. Other than this each school promotes research, consulting and executive training in their chosen areas of excellence. Each school has its dedicated staff and other resources and is governed by separate Academic Councils to direct their academic pursuits.

# Governing Committees

## GOVERNING COUNCIL

**Prof. Abad Ahmad**

*Ex Pro-Vice Chancellor, Delhi University*

**Mr. Ashwani Kakkar**

*CEO, Mercury Travels*

**Mr. Atul Punj**

*Managing Director, Punj Lloyd*

**Mr. B.K. Goswami**

*IAS, Ex Secretary, Govt. of India*

**Mr. Harshvardhan Neotia**

*Managing Director, Bengal Ambuja Housing Development Ltd.  
Chairman, Ambuja Realty Development Ltd.*

**Prof. John Raftery**

*Pro-Vice Chancellor, Oxford Brookes University, U.K.*

**Mr. Jasminder Singh**

*Chairman, Radisson Edwardian Hotels, U.K.*

**Dr. Naresh Trehan**

*CEO, Medicity NCR Delhi*

**Mr. Rajan Jetley**

*President, Radisson Hotels Asia Pte. Ltd.*

**Mr. Ramesh Chandra**

*Chairman, Unitech Limited*

**Mr. R.K. Puri**

*Secretary General, HAI*

**Prof. S.S. Kushwaha**

*Ex Vice-Chancellor, Ranchi University and MGKV, Varanasi*

**Prof. T.K.N. Unnithan**

*Former Vice Chancellor, Rajasthan University*

**EXECUTIVE MANAGEMENT COMMITTEE**

**Dr. S.P. Shrivastava**  
**Mr. K.B. Kachru**  
**Dr. Ramesh Kapur**

**EXECUTIVE CO-ORDINATORS**

**Mrs. Neelam Kachru**  
**Mrs. Madhuri Kapur**

**ACADEMIC COUNCIL**

**Prof. Abad Ahmad**  
*Ex Pro-Vice Chancellor, Delhi University*

**Dr. Vinnie Jauhari**  
*Director, IIMT*

**Dr. Gunjan M. Sanjeev**  
*Head, New Post Graduate Studies, IIMT*

**Dr. Shrikant Gupta**  
*Director, NIUA*

**Prof. Jayanto Chatterjee**  
*IIT Kanpur*

**Mr. Rohit Sarin**  
*Partner, Client Associates*

**Mr. Vinnie Mehta**  
*Director, MAIT*

**Prof. Nageshwar Rao**  
*Director, Pt. Jawaharlal Nehru Institute of Business Management,  
Vikram University, Ujjain*

**INDUSTRY ADVISORY COMMITTEE**

**Dr. V.P. Singh**  
*Executive Director - HR, RKJ Group*

**Dr. Gopal N. Saxena**  
*GM-Co-Op Services, IFFCO*

**Mr. Virag Joshi**  
*Chief Executive Officer, Pizza Hut*

**Mr. B. Ramasubramaniam**  
*Director-India, Miebach Group, Germany*

**Mr. Sandeep Bidani**  
*Director Human Resources, NDTV Ltd.*

**Mr. Vinod Singh**  
*GM-Human Resources, Bengal Ambuja*

# Oxford Brookes University

## NAMED BEST MODERN UNIVERSITY FOR TENTH YEAR

Oxford Brookes University has been named the UK's best modern university for the tenth year in a row in the Sunday Times' University Guide 2011.

The guide is one of the most highly regarded league tables and looks at the performance of universities across the UK in fields like teaching, research, student satisfaction, degree classification and graduate employment prospects.

The Sunday Times says of Brookes: **'Oxford Brookes finishes above many longer-established universities and this year celebrates 10 years as the leading university in its sector. The university has the strongest teaching and research profile in modern universities.'**

Vice-Chancellor, Professor Janet Beer, said: **'We're delighted that Brookes has achieved this high position for ten years in succession. It is testimony to the outstanding quality of our teaching and continued research success.'**

**'Our location at the centre of the UK knowledge economy means we have strong links with industry and are in an excellent position to develop highly skilled graduates prepared for the world of business and enterprise.'**

## ACADEMIC EXCELLENCE

Oxford Brookes has scored consistently high in the undergraduate teaching quality assessment conducted on behalf of the UK government by the Quality Assurance Agency. The majority of subjects assessed have received maximum marks in the category for student support and guidance thus continuing an unbroken record in this area at Oxford Brookes, ever since the assessment scheme was set up in 1995.

In 1996, all university departments in Britain were rated for research as part of the UK Government's five yearly Research Assessment Exercise that was conducted by the Higher Education Funding Councils. Each school is given a score between 1 (bottom of the scale) to 5 (top of the scale). In 2001, a number of academic Schools at Brookes scored highly despite calling on a relatively short history in research compared to other older universities. In the UK Government's 2008 Research Exercise more than three quarter of all research undertaken by staff in the University was graded of international standing.

## STUDENT NUMBERS

In 2009 Oxford Brookes University had over 18,000 students: 78% were undergraduate and 22% were postgraduate and research students. The University pioneered the modular degree in the UK, which allows students greater flexibility in planning their studies. Today, 165 students are from outside the UK. The University is a popular destination for those seeking to enter higher education and the number of available places are always oversubscribed.

**‘For the last ten years, Brookes has been named a leading modern university by Sunday Times University Guide.’**

For more information, visit [www.brookes.ac.uk/about/news/sundaytimes2011](http://www.brookes.ac.uk/about/news/sundaytimes2011)





# Leaders

## **School of Management and Entrepreneurship**

The School of Management and Entrepreneurship (SOME) has been established under the aegis of IIMT, along with the School of Hospitality and Tourism Management (SHTM).

SOME has a very strong emphasis on academic excellence that is delivered through good teaching, research, training and consultancy. The best of the teachers are drawn from academia and the industry to deliver the programmes with a goal of providing students with adequate knowledge and skills to be effective business managers and entrepreneurs of the future.

## PROGRAMME OFFERINGS

### Undergraduate Programmes

(Degree awarded by Oxford Brookes University, UK)

- **BBA (Hons.) - 3-year and 4-year programmes**

### Post Graduate Programmes

- **Post Graduate Diploma in Management (PGDM)**

(Awarded by Oxford Brookes University, UK)

with specialization in - Marketing | Finance | Human Resource  
| International Business

- **Post Graduate Programme in Management (PGPM) and MBA**

(UGC Approved)

with specialization in - Marketing | Finance | Human Resource

## ON SUCCESSFUL COMPLETION OF A BACHELOR OR MASTERS PROGRAMME YOU WILL BE ABLE TO

- Recognise the integrated nature of business and the importance of a holistic approach to business management.
- Understand the current and projected context, nature, role and significance of management activities as undertaken by managers across a range of organisations.
- Examine and appraise management concepts and frameworks through analysis of complex, multifaceted business problems encountered by managers within organisations.
- Recognise the importance of effective financial management of business.
- Explain the importance of key functions, transformational processes and practices which contribute to the effective management of business.
- Demonstrate strategic awareness, analyse and evaluate options open to organisations involved in the process of formulating business strategies.
- Appreciate the uncertainty of the external environment and its effects upon the management and strategic direction of business.
- Understand the importance of effective individual and corporate behaviour and cultures in management and organisational development.
- Demonstrate awareness of business research methodology and techniques and its role in the developing ideas that relate to the forefront of discipline.

## YOU WILL HAVE DEVELOPED TRANSFERABLE SKILLS TO

- Apply business-specific tools of research, analysis, decision making and evaluation to a wide range of scenarios and problems and use them to devise, substantiate and sustain arguments.
- Use and practice business-specific communication techniques.
- Develop competencies in planning, control and integration of business-related activities.
- Reflect on experiences leading to personal and professional development.

## YOU WILL HAVE ACQUIRED THE ABILITY FOR

- Self-Management
- Learning
- Communication
- Teamwork
- Problem Solving
- Information Technology

# Industry Support



IIMT is operated by Umak Education Trust, a trust that is part of a bigger business conglomerate with Real Estate, Hotels (Radisson Hotel, Delhi; Radisson Hotel, Varanasi), Restaurant (The Great Kebab Factory) and Hotel Management assets. IIMT receives support relating to scholarships, training, placements and visiting faculty from leading corporations in India and abroad including:

### **RADISSON HOTELS INTERNATIONAL**

Radisson Hotels International is a fully owned subsidiary of the Carlson Hospitality Worldwide, which is one of the major operating groups of Carlson Companies Incorporated with system wide sales in excess of \$ 21 billion.

Carlson Hospitality brands include:

- Regent International Hotels
- Radisson Hotels Worldwide
- Country Inns and Suites by Carlson
- Park Hospitality
- Carlson Vacation Ownership
- Carlson Lifestyle Living
- Restaurant brands such as TGI Friday's and Pick Up Stix
- Cruise Operations include Radisson Seven Seas Cruises
- The Carlson Wagonlit Travel
- Carlson Leisure Group
- Carlson Marketing Group

With more than 1520 hotel, resort, restaurant and cruise ship operations in 79 countries, Carlson Companies provide employment to 1,90,000 people in more than 140 countries. Carlson supports academic endeavours globally and has sponsored the highly prestigious Carlson School of Business at the University of Minnesota, USA. Carlson has also sponsored scholarships to reward academic performance, at IIMT.

### **EDWARDIAN GROUP**

The Edwardian Group is the largest privately owned hotel group in London. Radisson Edwardian Hotels is a collection of luxury hotels in central London, Heathrow and Manchester. The group currently operates twelve (and growing) design hotels with over 2000 guest rooms. The latest additions are the prestigious Mayfair and the newly opened Radisson Edwardian New Providence Wharf Hotel. The group turnover in 2004 was in excess of GBP 90 million.

Edwardian has taken a leadership role in supporting activities at IIMT by having a stake in the School of Hospitality and Tourism Management apart from instituting merit scholarships for academic excellence and providing training and employment opportunities to IIMT students.



**Undergraduate  
Programmes**

# From the Programme Director's Desk

**Dr. M. Durgamohan**

*Professor and Programme Director*

Managing business enterprises successfully in this era of globalisation, where change is the only constant, requires different sets of competencies which need to be continuously upgraded.

In order to provide global enterprises with the right kind of human resources, we are pleased to offer BBA programmes in general management and retail management, which not only focus on imparting the requisite knowledge and application to real business situations, but also on skills necessary for better employability and a successful professional life.

With this unique dual focus, the programmes are perfect for aspiring managers and entrepreneurs.

At School of Management and Entrepreneurship (SOME), we also act as an interface between the industry and educational institutions, by bringing together practicing managers, entrepreneurs and students at various forums, and giving everyone an opportunity to interact, explore and assess the potential areas of collaboration.

The co-curricular and extracurricular activities at SOME are part of the academic calendar that offer an appropriate opportunity for students to develop and augment their interests and passions - and showcase it to peer groups as well as the industry.

# BBA (Hons.) Programme

SOME offers the following bachelor degree programmes of Oxford Brookes University -

## UNDERGRADUATE PROGRAMMES

- BBA (Hons.) - 3-year and 4-year programmes

The BBA Programme at SOME aims to prepare the student by -

- Encouraging the student to develop an analytical and enquiring mind which can respond creatively to the problems and opportunities facing business now and in the future.
- Allowing the student to exercise initiative and personal responsibility in order to develop qualities such as flexibility, adaptability and independence that will enable them to cope in a rapidly changing economic, social and technological environment.
- Enabling the student to communicate information, ideas, problems and solutions effectively to both specialist and non-specialist audiences in a broad cultural context.

## BACHELOR OF BUSINESS ADMINISTRATION

*BBA (Hons.) | 3-Year Programme*

The full time programme provides rigorous training in Business Management encompassing areas such as General Management, Marketing, Human Resource Management, and Finance. The emphasis is on contemporary issues affecting business and problem solving, such as management of change within an increasingly dynamic environment and the development of business skills across organizations and sectors.

During the first year, the student will develop an overview of business, its environment and management with essential skills and tools necessary for business life. This provides the foundations to prepare the students to undertake advanced modules in the second and the third year of the degree programme. The advanced modules focus on a closer examination of the operations of business, particularly on the use and management of key resources, such as people, finance and information technology from a strategic perspective.

## BACHELOR OF BUSINESS ADMINISTRATION

*BBA (Hons.) | 4-Year Programme*

In addition to the courses as offered in the three-year programme, this full time course gives an option for a one-year supervised internship in the industry. This internship is during the third year of the degree programme. The emphasis during the internship is on the development of skills needed in dealing with people, problem and policies of corporations, and preparing for the professional world. After completion of the internship, the students are required to complete a set of advanced modules to enable them to develop a better understanding of the business operations before they graduate.

**The School of Management and Entrepreneurship has a very strong emphasis on academic excellence that is delivered through good teaching, research, training and consultancy.**

**BBA (HONS.)  
3-YEAR PROGRAMME**

Two Modules from these three must be passed.

**SEMESTER 1**

U51002 Foundations of Business	<b>U55000 Introduction to Marketing</b>	U51003 Business Communications skills	U51004 Business Information Skills	U51001 Key Business Competences
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**SEMESTER 2**

U50012 Accounting for Business	U52004 Business Economics	<b>U51008 Elements of Business Law</b>	U51000 Critical Thinking in Business
			Pre-requisite U51002

**SEMESTER 3**

U50029 Accounting for Decision Making	U51051 Business in Context	<b>U51030 Managing Human Resources</b>	<b>U50034 E Business</b>
Pre-requisite U50012	Pre-requisites U51002, U51000	Pre-requisites U51002, U51003	Pre-requisite U51004

**SEMESTER 4**

U51070 Developing Management Capabilities	U51062 Strategic Management (2)	<b>U55051 International Marketing</b>	U51072 Methods of Enquiry
Pre-requisites U51002, U51000	Pre-requisites U51002, U51000, U50012	Pre-requisite U55000	

**SEMESTER 5**

U50021 Understanding Financial Reports	U56026 Operations in a Customer Facing Business		U51083 Perspectives on Corporate Strategy (Hons.)	U51084 Entrepreneurial Business Planning (Hons.)
Pre-requisite U50012	Pre-requisites U51000, U50012		Pre-requisites U51062, U50029	Pre-requisite U51062

**SEMESTER 6**

U51040 Managing Business Operations	U51053 Ethics in Business	U51055 International Management	U51082 Self Awareness and Career Management (Hons)	<b>AND</b> U51092 Entrepreneurial Business Ventures (Hons.)
Pre-requisites U51000, U51002	Pre-requisites U51002, U51000	Pre-requisite U51000	Pre-requisites U51062	Pre-requisites U51072, U51084

**KEY**

Compulsory	Acceptable Module	Compulsory for Honours	(2) Double Module
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**BBA (HONS.)  
4-YEAR PROGRAMME**

Two Modules from these three must be passed.

**SEMESTER 1**

U51002 Foundations of Business	<b>U55000 Introduction to Marketing</b>	U51003 Business Communications skills	U51004 Business Information Skills	U51001 Key Business Competences
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**SEMESTER 2**

U50012 Accounting for Business	U52004 Business Economics	<b>U51008 Elements of Business Law</b>	U51000 Critical Thinking in Business
			Pre-requisite U51002

**SEMESTER 3**

U50029 Accounting for Decision Making	U51051 Business in Context	<b>U51030 Managing Human Resources</b>	<b>U50034 E Business</b>	U51071 Skills for Placement Search
Pre-requisite U50012	Pre-requisites U51002, U51000	Pre-requisites U51002, U51003	Pre-requisite U51004	

**SEMESTER 4**

U51070 Developing Management Capabilities	U51062 Strategic Management (2)	U55051 International Marketing	U51072 Methods of Enquiry
Pre-requisites U51002, U51000	Pre-requisites U51002, U51000, U50012	Pre-requisite U55000	

U51085 49 weeks placement  
Pre-requisite  
U51071

**SEMESTER 5**

U50021 Understanding Financial Reports	U56026 Operations in a Customer Facing Business	U51080 Personal Development and Career Planning (Hons.)	U51083 Perspectives on Corporate Strategy (Hons)	U51084 Entrepreneurial Business Planning (Hons.)
Pre-requisite U50012	Pre-requisites U51000, U50012	Pre-requisites U51071, U51085	Pre-requisites U51062, U50029	Pre-requisite U51062

**SEMESTER 6**

U51040 Managing Business Operations	U51053 Ethics in Business	U51055 International Management
Pre-requisites U51000, U51002	Pre-requisites U51002, U51000	Pre-requisite U51000

**AND**

U51092 Entrepreneurial Business Ventures (Hons.)
Pre-requisites U51072, U51084

**KEY**

Compulsory	Acceptable Module	Compulsory for Honours	(2) Double Module
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**Post Graduate  
Programmes**

# From the Head - New Post Graduate Programmes & Industry Programmes Desk

**Dr. Gunjan M. Sanjeev**

*Head - New Post Graduate Programmes & Industry Programmes*

I welcome you to a school which lives a dream and has a passion to achieve excellence in the field of Management.

IIMT is pleased to offer a Post Graduate Programme which revolves around five key elements – knowledge, industry interface, global exposure, social responsibility and personality development.

We have benchmarked our curriculum with the best in academia, so that you have access to the most updated knowledge.

There will also be an active industry interface, with a senior corporate leader as your mentor. Your mentor will not only guide you towards your career goal but also help you to understand your strengths and weaknesses.

The PG programmes will give you global exposure through site visits to universities and companies at foreign locations. This will enable learning in a cross-cultural environment and sensitize you to the way business is conducted internationally.

There will also be exposure to issues of social relevance and opportunities that exist at the bottom of the pyramid in India.

An integral part of all the PG programmes is a development programme, built into the course structure. This will equip you with the softer skills that are increasingly becoming critical for corporate success.

Welcome to the greatest journey in your life. From what you are today, to a leader the corporate sector needs, two years from now.

# Post Graduate Programmes

We will help you to understand how we are different and, why you should join a Post Graduate programme at IIMT.

We have ethos as given by an acronym KIGSP – where ‘K’ stands for knowledge, ‘I’ stands for industry interface, G stands for global exposure, ‘S’ stands for social issues and ‘P’ stands for personality development.

Our PG programme has the following components

- K:** High quality contemporary **knowledge** from highly trained faculty.
- I:** Active **industry interface** with successful corporate executives.
- G:** **Global exposure** through site visits to foreign universities and companies.
- S:** Engagement in activities and issues of **social relevance**.
- P:** Emphasis on total **personality development**.

## KNOWLEDGE

Be it knowledge, skills, sensitization to the world around our students – international or local, corporate or social, urban or rural – at IIMT, we do not define limits. Any issue or problem solving is not confined to any particular function or domain. Any problem could have intertwined issues and implications. An effort will be made to get the best in the spheres of knowledge and practical exposure to our students.

At IIMT our students will experience a high quality of delivery in terms of course content by experts in their areas. The pedagogy includes lectures, case studies, group discussions, role plays, simulation games, live projects amongst others.

## **ACTIVE INDUSTRY INTERFACE WITH SUCCESSFUL CORPORATE EXECUTIVES**

IIMT has designed an active interface with the industry people who are going to serve as mentors to the students. Each student will be attached to the industry member and they shall be free to discuss issues related to both academic and professional concerns with their mentors.

## **GLOBAL EXPOSURE THROUGH SITE VISITS TO FOREIGN UNIVERSITIES AND COMPANIES**

As we progress towards a boundary-less world, it is important that one gets to have insights from the professors at the leading global business schools, visit companies at international locations or just enjoy the cross cultural experience. We have tied up some of the leading Universities and companies at international locations for our students to visit and learn from.

## **ENGAGEMENT IN ACTIVITIES AND ISSUES OF SOCIAL RELEVANCE**

The social dimension of management is as important as any other. We at IIMT have made an effort to design a programme that not only sensitises you to these issues, but also provides you a platform to appreciate and contribute in these dimensions as well.

## **EMPHASIS ON TOTAL PERSONALITY DEVELOPMENT**

**'First impression is the last impression'** – we feel this still has relevance, at the workplace. We have tied up with a leading finishing school that will help our students to be their best at building their self esteem, communication skills, public speaking, presentation skills, etiquettes, dress sense and the like.

## THE TWO YEAR PROGRAMMES COMPRISE -

**Core Courses:** These courses are offered primarily in the first year and all students have to study these compulsorily as these are the building blocks of management.

**Electives:** These are optional courses that are offered – leading to specialisation in the areas of – Marketing, Finance, Human Resources, and International Business (available for the OBU programme only).

**Summer internship:** After the completion of the first year programme, students will be interning in the industry for a period of 8 to 10 weeks. This gives students opportunities to apply their classroom learnings in practice.

**Global Cultural Immersion Programme:** Students will be taken for interactive sessions to foreign universities and corporate organisations at international locations. These training programmes are mandatory for all students.

**Project/ Internship with an NGO:** Students will be given an assignment with an NGO which will involve them in the related activities. This is done not only to sensitise students to the issues of social relevance but also gives them an opportunity to contribute in these domains. This is also compulsory for all students.

**Personality Development Training:** Training to enhance personality development would be an integral part of the programme and will be conducted by the world's leading image school; upon successful completion a certificate will be awarded to the students. This programme is also mandatory for all students.

## POST GRADUATE DIPLOMA IN MANAGEMENT (PGDM) (AWARDED BY OXFORD BROOKES UNIVERSITY, UK)

with specialisation in Marketing | Finance | Human Resource | International Business

### SEMESTER 1

Foundations of Management	Managerial Economics	Accountancy for Managers	Quantitative Methods	Business Communication	Introduction to Research Methods	English Language (Optional)
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### SEMESTER 2

Financial Management	Marketing Management	OB & Human Resource Management	Production/ Operations Management	Management of Services	Critical Thinking and Management and Management Capabilities	English Language (Optional)
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Specialisations:	Finance	Marketing	Human Resources	International Business
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**SEMESTER 3**

Finance in Context	Principles of Marketing	Managing People	Environment of the International Manager
Corporate Finance	Principles of Financial Accounting & Statistic	Contemporary Employee Relations	Principles of Strategic Management
Financial Markets and Institutions	Market Research	The Business Context of HRM	Principles of Financial Accounting & Statistics
Introduction to Accounting Techniques	Understanding Markets & Buyer Behaviour		International Business Competencies
Research Methods			

Consulting Skills Workshop (Non Credit)

**SEMESTER 4**

International Finance	Marketing Management in Practice - Consultancy Project	Strategic Human Resource Management	Corporate Social Responsibility
Corporate Governance	Marketing Management in Practice- Marketing Simulation	Organisational Theory & Design	Strategic Management Practices
Financial Modelling	Innovation in Product and Brand Strategy	International Human Resource Management	The Management of Innovation and Change
	Personal Development and Leadership	Personal Development and Leadership	

*Disclaimer: IIMT/OBU reserves the right to make changes in the programme structure and/or content as per the requirements of academia and/or industry.*

**POST GRADUATE PROGRAMME IN MANAGEMENT (PGPM) AND MBA (UGC APPROVED)**  
with specialisation in Marketing | Finance | Human Resource

**SEMESTER 1**

Foundations of Management	Managerial Economics	Accounting for Managers	Quantitative Methods	Indian Ethos and Values
		Computer Applications in Management	Business Communications	Critical Thinking and Management Capabilities

**SEMESTER 2**

Financial Management	Marketing Management	Human Resources Management	Business Environment	Productions and Operations Management
		Organisational Behaviour	Research Methodology	Management of Services

**SEMESTER 3**

Strategic Management	Decision Support Systems and MIS	International Business Environment	Legal Aspects of Business(Half Course)	Environment Issues in Business(Half Course)
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**SEMESTER 4**

Corporate Evolution & Strategic Implementation	E-Commerce	Entrepreneurial Development	Project Report and Viva
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Specialisations:	Marketing	Finance	Human Resources
<b>ELECTIVES</b>	Advertising Management	International Finance Management	Influencing and Negotiation Skills
	Customer Relationship Management	Foreign Exchange Management	Human Resource Development
	Industrial Marketing	Management of Banks & Financial Institutions	Cross cultural and Global Human Resource Management
	International Marketing	Project Planning, Analysis and Management	Compensation Management
	Advanced Marketing Research	Working Capital Management	Organisational Change and Interventional Strategies
	Sales and Distribution Management	Risk Management	International Human Resources HRM
	Product and brand Management	Corporate Restructuring, Mergers & Acquisitions	Strategic Human Resource Management
	Consumer Behaviour	Security Analysis and Portfolio Management	Training and Development
	Rural Marketing	Management of Financial Services	Performance and Compensation Management
	Planning and Managing Retail Business	Options, Futures and Derivatives	Competency Mapping

# Industry Interface

We firmly believe that a quality management programme is incomplete without a strong and vibrant connectivity with the industry. Seasoned industry professionals from a wide spectrum of corporate functions are routinely invited as guest speakers, visiting faculty and conference participants to add value to our programmes and our quest for a superior student learning experience. Many eminent industry leaders contribute as 'Mentors' guiding us in our endeavour to continuously enhance our programme content to meet the challenges of tomorrow's business environment. Mentor support is also made available to our students through career guidance avenues. Our corporate interface also generates vast networking opportunities for both the student body and its prospective employers, creating a win-win scenario.

## INDUSTRY MENTORSHIP PROGRAMME (IMP)

Industry mentorship programme (IMP) is a platform for interaction between the corporate executives (mentors) and IIMT students (mentees). Under this programme, IIMT is empanelling successful and eminent corporate executives who will not only get an opportunity to shape up the young minds but also get fora to interact and network with peers from the industry.

IIMT believes that tomorrow's corporate leaders need to test their ideas and apply their learning from the classrooms to the real world situations. This can be achieved best by interacting and freely exchanging ideas with current business professionals in the corporate world. The mentors will interact with their mentees and guide them on their career path, assess their areas of interest and competence, will share their challenging events and peak experiences.

The above will facilitate the student's smooth transition to the corporate sector. In addition, students will be able to build up their network in the industry and access to guidance on projects and assignments from the right people.

**'I am happy to lend my support as a mentor to the PG students at IIMT. The institute receives support from leading corporations in India and abroad such as Radisson Hotels and the Edwardian Group. In collaboration with these corporations, IIMT is able to offer programmes of study which are vocationally relevant, academically challenging and prepare students for successful careers in industry. Strong emphasis is laid on overall personality development of the students by means of developing their language skills, business etiquettes, effective writing skills and leadership ability. IIMT has been able to provide internships to its Hospitality Management students with internationally reputed hotels in UK, Australia, China and India.'**

**Mr. Arul Mani**

*General Manager, Corporate Learning & Development, IHCL*



**'I am happy to be associated as a mentor for their new PG programme in IIMT. I believe this programme will prepare you to outsmart the competition, excel in the fast-paced global economy, solve problems creatively and build consensus across diverse groups. IIMT provides state-of-the-art facilities with the latest information technology hardware and software. As part of the corporate world, we are happy to provide the students with the experiential learning that is so important as part of a management student's education. I believe the industry association will benefit you both personally and professionally in many ways in the future.'**

**Sumeet Munjal**

*Head - Collections*

*Mobility Group Bharti Airtel Limited*

# Industry Mentors

Some of the Mentors from the Corporate Sector are:

## **Alok Kumar Sen**

Senior Vice President, IPPL, Gurgaon

## **Amit Kapur**

Director Business Development at Radisson Hotel Delhi

## **Anoop Sinha**

CEO, Profile Consultants

## **Anupam Pahuja**

Head-Relationship Banking, HDFC Bank Ltd, Gurgaon

## **Arvind Kochar**

Chief Administrative Officer, IIMT

## **Garvita Chaturvedi**

Head-HR, Metlife Insurance

## **Geetika Malik**

Human Resources, Raytheon Professional Services

## **Harbinder Narula**

Vice President at Superangels of India, Co-founder & Head of Product Development at WonderDoctor (Mansai Media Services Pvt. Ltd.)

## **Hari Bhardwaj**

Partner, Accenture

## **Harish Bandula**

American India Foundation

## **Harshdeep Rapal**

Delivery Manager and Practice Lead, HCL-Axon

## **Jitendra Nath**

Head - Managed Services Sales at NIIT Technologies Limited

## **Kapil Dev Singh**

Advisor, IDC (India) Ltd.

## **Krishan Batra**

President, ISM-India

## **Mamta Saikia**

VP, Bharti Foundation, Gurgaon

## **Mayank Tandon**

General Manager-Food Vertical, Future Group

## **Mohit Gaur**

Vice President | WNS Consulting

## **P.N. Subramaniam**

Business Head - Radio Taxi Services & Business Transport Solutions, ORIX Auto Infrastructure Services Limited

## **Rudra Pratap Singh**

General Manager Operations, Alchemist Hotels and Resorts

## **Satish Kurpad**

Sr. Manager, Velocis Software

## **S.S.Rawat**

VP V links

## **Sanjay Bhargava**

UFA Leader Coordinator

## **Sanjeev Duggal**

ITP Sales Director, GE Energy

## **Shakun Mathur**

Assistant Manager - HR Cafe Coffee Day

## **Sujoy Basu**

Head - Human Resources

## **Suvidha Ohri**

Senior Consultant, McKinsey

# Global Exposure

You could be wearing a shirt from China, jeans from Mexico and shoes from Italy. Today consumers live in a global village. Global economic power is dispersed and developing nations like India have moved from passive recipients to active shapers with significant contribution to world trade and investment.

Today's interconnected world requires more managers who can effectively function in a multicultural environment.

The global perspective is also emphasized in the IIMT course work, where students are encouraged to understand and apply the interrelatedness of global political, economic, legal, social, technological, cultural and environmental systems to business situations.

Many of IIMT's outstanding faculty have global teaching experience which is an invaluable resource to students in any institution.

At IIMT, development of students' cross-cultural management skills, social skills and language skills will also be encouraged and facilitated through student trips abroad. Students will have an opportunity to visit foreign universities and companies during the span of their PG programme.

The Global Cultural Immersion Programme will have the following highlights -

- To better understand the industries in these countries
- To explore the functioning of some of the companies in these countries
- To visit some of the renowned Business schools at these locations
- To experience cross-cultural exposure

## INTERNATIONAL TRIPS

An international trip will be organised by IIMT which will involve both educational experience and cultural immersion as well. It will involve a trip to either USA/ U.K./ Europe/ Singapore/ South Asia. The visit would involve not only industry visits but also meeting with the industry and interacting with local universities. This would help students understand the global business climate.

# Exposure to Issues of Social Relevance

IIMT's teaching philosophy is designed to inspire you to ask "What difference can I make in the world?"

IIMT's PG programme will place special emphasis on training students on the use of managerial sciences for the rural sector.

With increasing number of rural middle income households of 80 to 111 million versus 46 to 59 million in urban areas, more and more corporate organisations are looking to recruit professionals for their rural operations. They are looking for a special team of rural managers who understand the complex dynamics and behaviour of rural society.

IIMT intends to cater to this growing need by placing special emphasis in the PG curriculum on social/rural aspects of management skills.

With the above focus on rural/social development, students will develop an awareness and sensitivity to the issues of equity and gender, appreciation of the rights of the rural poor and socially disadvantaged groups, right attitudes and values necessary for rural development professionals, and an ability to build rural organisations and develop human resources among the rural poor.

## **TIE-UPS WITH NGOS**

Every citizen of the country should be alive to its socio-economic realities and challenges. Sustained efforts should be made to sensitise the future managers of issues around poverty, education, healthcare, infrastructure, child labour and other aspects which may be unique to different countries. In India, there is a lot to be done in all the above areas. We feel that if people actually are exposed to realities they will include these and contribute to finding solutions as well. IIMT has made special efforts to expose our young students to various societal concerns and also take up projects to contribute and meaningfully to the world around us.

## **GOONJ**

IIMT has tied up with GOONJ. This is a unique resource mobilization initiative providing clothes and other basic amenities to millions in the far-flung areas by turning one's wastage into a resource for another. Initiated in 1998 with just 67 clothes, GOONJ now sends out over 20,000 kgs of material every month in 19 states. They are focusing their efforts targeted at people steeped in poverty in some of the remotest parts of the country. The key beneficiaries of their efforts are children, women, old and young men and women. They have contributed immensely in terms of providing shelter, clothes and utensils for people affected by floods and extreme winters. They have undertaken special efforts for enabling many schools with books, writing instruments and toys. They have a unique way of recycling almost anything that any household would like to dispose of. They sensitise the women on hygiene issues and contribute to their empowerment as well.

Goonj has won many prestigious awards including the most recent one CNN IBN Real Heros Award, India NGO of the year Award, Changemakers Innovation Awards and Development Market Place Award from the World Bank.

## **KHUSHII**

IIMT is also exploring areas of partnership with KHUSHII. KHUSHII (Kinship for Humanitarian and Social Holistic Intervention in India) was founded by a group of like-minded individuals who had a vision of empowering the underprivileged, through a holistic approach, in India in December 2003. KHUSHII began its work in Neemrana, Rajasthan with a population of 400,000 residents and simultaneously in Delhi. The first year in Neemrana saw health camps, tree plantations in the community and awareness generation activities for self help groups. In Delhi, KHUSHII began its work in a small one room unit where non formal education was imparted to children.

KHUSHII caters to more than 10,000 people per day through its various projects in the areas of health, education and livelihood. Over the years, KHUSHII has worked with different organizations in; Rajasthan, Maharashtra, Karnataka, Tamil Nadu, Nicobar Islands, Orissa and Sikkim.

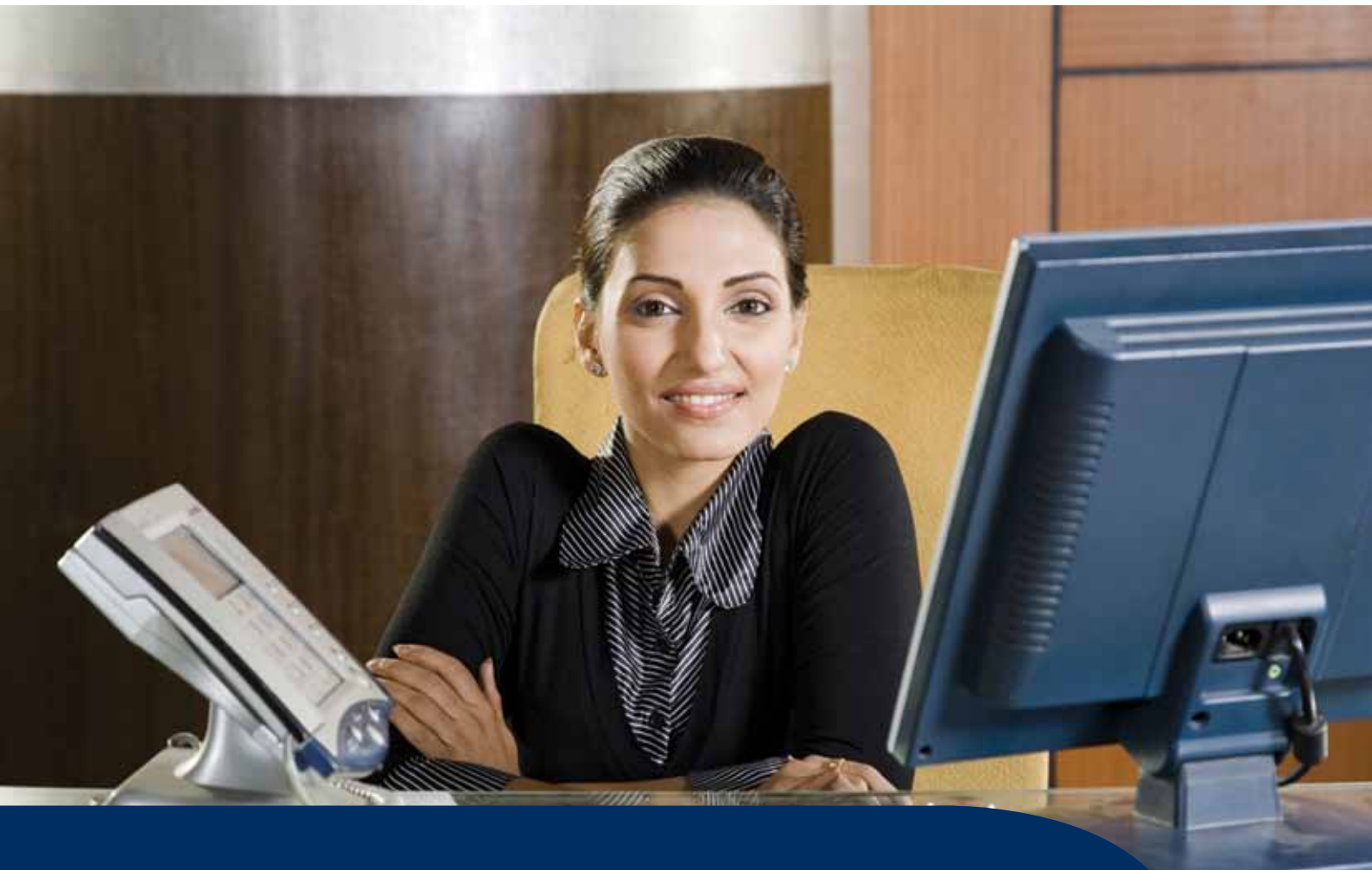
# Total Personality Development

We take pride in enabling comprehensive personality development of all our students. The industry values professionals with traits that include high personal grooming standards and etiquettes. We would teach our students how to strengthen interpersonal relations, manage stress, appear for interviews, business etiquette and handle fast-changing workplace conditions. What's more, people develop a take-charge attitude that allows them to initiate concepts and ideas with confidence and enthusiasm.

The training empowers students to move beyond their comfort zone reach for and attain breakthrough goals. This provides a foundation for life-long performance improvement.

Our students are prepared and positioned to meet any corporate expectations in this regard through various workshops and training sessions designed and implemented by experts on:

- Fine Dining Etiquette
- Self-Esteem and Confidence Building
- Communication Skills
- Interview Techniques and Group Discussions
- Voice Modulation and Body Language
- Social Graces and Proper E-mail and Telephone Etiquette
- Personal Hygiene and Grooming Essentials
- Working in Cross Cultural Teams
- Public Speaking and Presentation Skills



# Teaching Methodology

Our teaching methodology is simple and focused. It marries critical enquiry with practical insight, so that you are prepared in the best possible way for continued professional development and for lifelong.

## OUR STAFF

Our staff possesses stellar academic credentials through which they constantly innovate to develop new methods and practices that help you to learn more.

SOME has identified building blocks that provide the framework for achieving its goal of becoming a leading business school. High-quality Teaching, Learning and Assessment (TLA) practices and development are a few of those building blocks – which are also the blocks that build a successful individual career.

## REAL CAREER SKILLS

Our courses are focused on developing employability skills. Key industry figures regularly deliver visiting lectures, help design our courses and participate in projects and events. Your learning will be guided by a varied group of leading experts.

## WHY OUR TEACHING IS SO STRONG

You will be taught by faculty who are at the forefront of their subjects, and use their strong backgrounds to offer you practical insights into corporate world. Also, our courses are rooted in internationally-recognised research, across a range of disciplines.

## 'LEARN FROM THE FACULTY WHO WRITE THE BOOKS'

Faculty at IIMT are authors of academic articles and best-selling textbooks that have been published in services marketing and other fields. Where better to learn than from the authors themselves?

## SUPPORT

From academic advisors and support co-ordinators, to specialist subject librarians and other learning support staff, we ensure that students get the best out of their studies. Our students have access to all the support they need in order to be successful.

## ACADEMIC ADVISORS

At the beginning of your course you will be assigned your own personal advisor who is also a member of the senior teaching staff.

## MENTORS

Each school has student support mentors who are students first port of call on a wide range of questions and concerns, whether personal or academic. No student will ever feel alone; the aim is to create bonding that lasts careers, not just during the stay at IIMT.

## **STUDENT REPRESENTATIVES**

Each class has student representatives who take your views and concerns forward to the teaching staff. You can also make a difference to your fellow students and develop valuable skills by becoming a representative yourself.

## **LECTURES**

Variety of aids are used to disseminate the required content. Practical examples from industry are supplemented by specialized videos.

## **TUTORIALS**

These help the application aspect that the lectures deliver. Students are divided into smaller groups and are given areas on which they discuss and make group presentations.

## **WORKSHOPS**

These are organised to discuss a range of ideas on a particular topic. Different experts on the subject area are invited who debate and discuss the issues relating to the overall theme.

## **PRACTICAL WORK**

Students are encouraged to undertake work that involves industry interaction with the industry. Involving students in ongoing projects for the industry is a continuous process at the school. There are area specific projects initiated to expose the students to industry realities.

## **CASE STUDY**

Case studies are an important medium to highlight a particular concept or demonstrate the handling of a particular scenario.

## **TEAM INTERVENTIONS**

Team exercises like the Team Challenge, Leadership and Group Behaviour are central to the 'Foundations of Management' learning experience. It gives students an opportunity to convert theory into practice by working within and leading a small task-centred group. These give students practical experience of teamwork, communications, motivation, leadership and group dynamics.

## **CRISIS MANAGEMENT**

Crisis management situations force students to get out of comfort zones, into the real world. Students enact roles of managers and handle difficult corporate situations. This includes handling media, renegotiating in difficult meetings and more.

## **NEW PRODUCT DEVELOPMENT**

Students strategise on the marketing mix elements such as new products, price and promotion. Students in previous years have formulated successful strategies for developing new products – this has been invaluable in their careers.

**Team Challenge, Leadership and Group Behaviour exercises are central to the Foundations of Management learning experience.**

## **SIMULATION EXERCISE**

Simulation exercises recreate real world conditions for the students and expose them to handling real-time problems.

## **GUEST SPEAKERS**

Guest speakers are invited on a regular basis to share their experiences of business, with the students.

## **INDUSTRY VISITS**

Industry visits are a regular feature of the degree programmes. This provides students with an opportunity to visualise themselves in a real-world business environment.

## **STOCK MARKET TRADING**

Provide an opportunity to students to indulge in Stock Market Trading, through a game of 'Bulls Vs. Bears' – and in the process make young minds understand the various options of investment and savings.

## **BUSINESS QUIZ**

Quizzes are organized at regular intervals to familiarize the students with brands, organizations, business terms and current affairs. It builds their competence level gradually and also ensures a very high degree of involvement.

# Internships and Placements

## UNDERGRADUATE INDUSTRIAL INTERNSHIP

The School of Management and Entrepreneurship in collaboration with the industry offers an Industrial Internship Programme called Supervised Work Experience (SWE) designed to complement the school's academic curriculum with practical industry experience. The Internship programme is applicable only to the BBA (Hons.) – 4 year programme.

### SWE HIGHLIGHTS

- Unlike the traditional summer training programme that is typically limited to two months of work training, the Industrial Internship programme is over one continuous 12 month work term.
- Corporations choose the most suitable student for their organization through their own recruitment procedure.
- The Industrial Internship programme has been established to provide an opportunity for students to obtain a practical industrial earning experience.
- The idea is to expose them to the world of work such that they appreciate the deviations from theory at the ground level.
- The institute will organise an internship on a best effort basis. However, if students have specific requirements, then they would have to look for their own internships.
- For internships in Europe, US/Canada there may be separate expenses.

### BUSINESS STUDENTS PARTICIPATING IN SWE WILL ATTAIN

- Sound business education background
- Good interpersonal skills
- Effective communication skills
- Ability to work both independently and as part of a team
- Extra-curricular interests

### FINAL PLACEMENTS

The institute also offers campus placements at the end of the BBA (Hons.) programme. Typically a BBA (Hons.) graduate could get employment opportunities in different segments of industry such as information technology, banking, retail, advertising and consulting companies just to name a few. The placements may be offered in diverse areas such as marketing, finance, HR, operations, etc.

Our students have been recruited in MNCs such as

- |                           |                                       |
|---------------------------|---------------------------------------|
| • Standard Chartered Bank | • Keane India                         |
| • Hewlett Packard         | • Cushman & Wakefield India Pvt. Ltd. |
| • Centurion Bank          | • United Healthcare Group             |
| • Escorts                 | • Perfect Relations                   |
| • Gillette                | • Max New York Life Insurance         |
| • Gujarat Ambuja          | • NIIT                                |
| • American Express        | • KPMG                                |

## POSTGRADUATE INTERNSHIP

The Summer Placement Season for summer and final placements is an integral part of any business schools annual calendar of activities. IIMT also has a well laid-out and systematic process / organised system of dovetailing student's aspirations with corporate expectations. The placement cell at IIMT maintains a professional and a long term association with reputed and branded companies who on a regular basis participates in academic as well as placement related activities conducted at IIMT.

Listed below are few of the domestic and international companies who have shown keen interest in recruiting students pursuing post graduate studies at SOME final/summer placements and live projects.

### INTERNATIONAL

- Aquarius Investments, Singapore
- Sakshi Advertising, Dubai
- Audiviz Technologies, Dubai
- Al Wazzan General Trading, Kuwait

### NATIONAL

- |                               |                        |
|-------------------------------|------------------------|
| • Yes Bank                    | • Aditya Birla Group   |
| • Kotak Group                 | • Nodwin Consultants   |
| • Standard Chartered Bank     | • ICICI Securities     |
| • Deutsche Bank               | • Almondz Securities   |
| • Eli Lilly                   | • Fullerton Securities |
| • F1F9                        | • Ranbaxy Laboratories |
| • Religare Securities         | • Edelweiss            |
| • Way2Wealth                  | • ICICI Bank           |
| • American Express Bank       | • Cushman&Wakefield    |
| • Keane                       | • Hewlett Packard      |
| • Escorts                     | • Copal Partners       |
| • KPMG                        | • Barclays             |
| • Godfrey Phillips            | • United Healthcare    |
| • The Retirement Plan Company | • The Outlook Group    |
| • Hector Beverages            |                        |



# Corporate Interactions

IIMT believes in a strong partnership with the industry. This helps students experience real life scenarios by interacting with accomplished speakers from different disciplines. Some of these eminent speakers who have addressed students at IIMT are

**Aditya Narayan**  
CEO | ICI Ltd.

**Ajay Bakaya**  
Executive Director | Sarovar Park Plaza Hotels | India

**Anand Prakash**  
Six Sigma Black Belt | Bechtel India Pvt. Ltd.

**Antoine Bakhache**  
Chairman | Pizza Corner

**Ashish Khera**  
Financial Controller | GE Capital | Gurgaon

**B.L. Malhotra**  
Secretary | Gurgaon Management Association

**Bob Champion**  
Faculty | School of Computing and Mathematical Sciences  
Oxford Brookes University

**Brij Chandiramani**  
Ex-Executive Director | Human Resources & Quality  
Xerox Modi Corp. Ltd.

**C.B. Singh**  
Joint Director | Department of Industrial Policy & Promotion  
Ministry of Commerce & Industry | Govt. of India

**David Longworth**  
Vice President  
The Oberoi Centre of learning and Development (OCLD) | Delhi

**Grant Clendining**  
Senior lecturer | School of Business | Oxford Brookes University

**Graham Upton**  
Vice Chancellor | Oxford Brookes University | UK

**Guilherme Albieri**  
Assistant Director | Hawaii Pacific University | Honolulu

**Gyan Nagpal**  
Head | Global Talent India and Sub Continent  
American Express | Gurgaon

**Jack Geddes**  
Vice President | Hotels & Resorts | Radisson Hotels & Resorts

**Jean Eric Aubert**  
Senior Economist | World Bank | Washington

**John Prior**

*Faculty | Business School | Oxford Brookes University*

**Judith Thomas**

*Faculty | Business School | Oxford Brookes University*

**K.B. Kachru**

*Executive Vice President | Carlson Hospitality India Inc.*

**Keith Kefgen**

*President | HVS International | Executive Search | New York*

**Mandeep Singh Lamba**

*President | Fortune Park Hotels*

**Namrata Kaul**

*Director Global Relationship Management | Deutsche Bank*

**Navroze Dhondhy**

*Chief Executive | Creatigies | New Delhi*

**Niranjan Khatri**

*General Manager | Environment Initiatives | ITC Hotels*

**Prakash Menon**

*Assistant Vice President | Retail Branch Banking | HDFC Bank*

**Ramesh Thakur**

*Vice Rector | United Nations University | Tokyo*

**Rajeev Kumar**

*Consultant | Tata Steel*

**Rishi Dayal**

*Owner | Hotel Consult Orient*

**Robert S. Berkovitz**

*Vice President - legal | Carlson Hospitality Worldwide*

**Roy Gooder**

*GM-HR | Radisson Edwardian | UK*

**Sanjiv Sethi**

*Director | Human Resources | Grand Hyatt*

**Saroj Venkatesh**

*Vice President | Xansa India*

**Shantanu Shrivastava**

*Branch Manager | HSBC*

**Sunil Mathur**

*Director International Development (Indian Ocean and Middle East)  
Wyndham Hotel Group*

**T. Peter Blyth**

*President Radisson Development | Radisson Hotels & Resorts*

**Tommy Mia**

*Celebrity Chef | British Airways | UK*

# Academic Resources

## JAMES W. OLSON LEARNING RESOURCE CENTER

The Learning Resource Center is dedicated to the memory of late James W. Olson (Ex. V.P., Carlson Hotels Worldwide) without whose support the dream for a hospitality school at IIMT would not have been realized. The state-of-art library equipped with multimedia facilities is a student's delight. It uses LibSys software which is an integrated multi-user library management system that supports all the in-house operations of the library. It has a rich collection of book, video cassettes and CD-ROMs on Hospitality, Business Management and Information Technology and houses 175 national and international journals. The Resource Center also has institutional membership of British Council Library and life membership of Indian Library Association (ILA) & Management Library Network (MANLIBNET).

### Proquest Abi/Inform Database

[proquest.umi.com](http://proquest.umi.com)

One of the world's first electronic databases, PROQUEST-ABI/INFORM has been a premier source of business information for more than 30 years. The database contains full text, abstract/index of articles from 2500 journals that help researchers track business conditions, trends, management techniques, corporate strategies, and industry-specific topics worldwide.

### Indiastat

[www.indiastat.com](http://www.indiastat.com)

Indiastat provides an oceanic depth of India-specific socio-economic statistical facts and figures culled from various secondary level authentic sources. Over half-a-million pages of statistical data have been qualitatively analysed, condensed and presented in a user-friendly format. This exhaustive and methodically compiled data can easily be accessed within three or four clicks.

### Capitaline Plus

[www.plus.capitaline.com](http://www.plus.capitaline.com)

Capitaline Plus is an offline/online corporate database of more than 10,000 Indian companies. It provides extensive financial (5 to 10 years) and non-financial information, share prices, charts and news; extensive data on every company; bio-data, collaborators, expansion plans, shareholding patterns, 10-year Profit & Loss, Balance Sheet, Schedules & Notes to Account, fund flows, financial ratios full text of Director's Reports, Auditor's Report and extensive news clippings.

## BOOKS

Over 10,000 titles out of which majority are international texts. One of the largest collection of hospitality texts and journals in India.

## COMPUTING RESOURCE CENTER

IIMT has invested heavily in the latest information technology equipment so as to enable its students to use technology as a learning resource. Students have the facility to sit in a classroom environment with one to one computer-student ratio. This provides an opportunity for the students to fully understand the use of computers as an educational tool. Relevant details, of this facility are as follows -

- TEACHING LAB with networked Compaq Pentium IV computers.
- INTERNET LAB with networked Compaq Pentium IV computers.
- Compaq ML 530 Server.
- 1Mbps leased line for broadband connectivity.
- Individual computers with printers in all full time faculty offices.

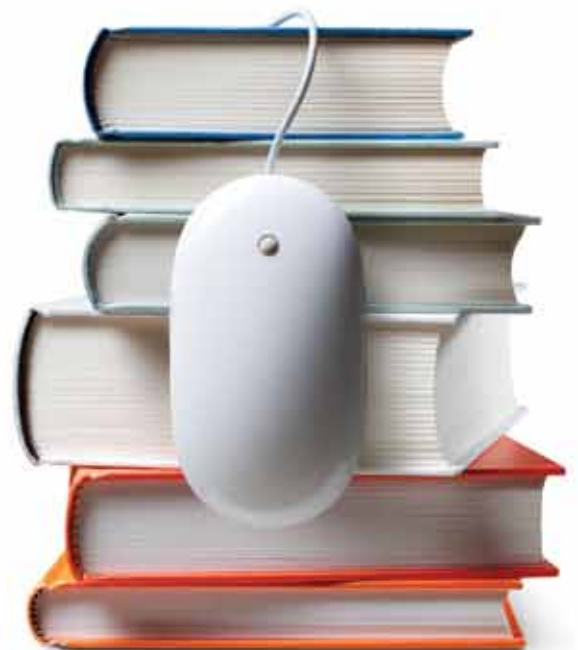
## Lodging and Transport Facilities

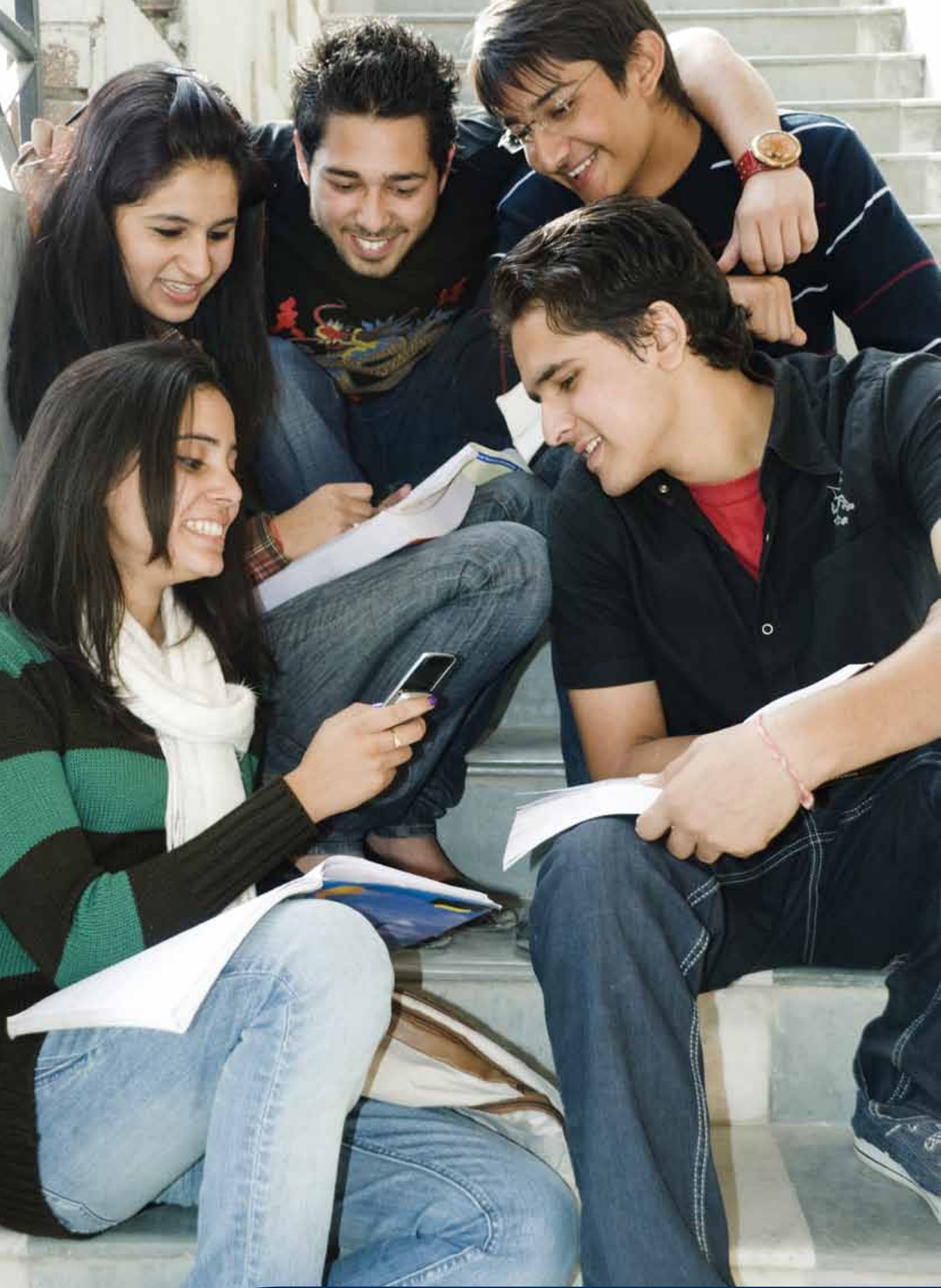
### HOSTEL

Separate girls and boys, fully furnished hostel facilities are available at the campus. AC / Non AC rooms in triple, double and single sharing options have been provided. All meals are included in the hostel fee. Please note that hostel accommodation is provided on first - come - first served basis.

### TRANSPORTATION

- Pick and drop facilities are available from IFFCO Chowk Metro station to campus on Sohna Road, Gurgaon.
- Other pickup/drop points shall be communicated in due course of time.





# Life at IIMT

The Student Welfare division at IIMT offers some of the most interesting, memorable, enjoyable, learning and fun aspects of student life.

The objectives are:

- To create a vibrant IIMT community, based on the diversified and multifaceted talent of our student community.
- To develop an important network of alumni and wider school community.
- To create opportunities to explore personal interests of our students.
- To provide opportunities to develop leadership potential of students.

Life at IIMT campus is exciting in many ways – learning by fun, socializing, networking, all-round personality development, opportunities to display your unique talent and above all, be a part of the vibrant IIMT community.

Some activities:

- **Inquisitive** - Business Quiz
- **Shutterbug** - Photography Competition
- **Off the Cuff** - Impromptu Speech
- **Conquer** - Business Plan Competition
- **Ad Venture** - Advertising Competition
- **Corner Kick** - Football Competition
- **Rang De** - Rangoli Competition
- **The Cutting Edge** - Collage Competition
- **I Beg to Differ** - Debate
- **Master Chef IIMT** - Chef's Competition

**'The extracurricular environment at IIMT will transform you completely – it will change the way you make decisions, and will encourage you to contemplate the broader issues in life. How should you live? What are the most important values? What impact can you make?'**

**Sudhanshu Bhushan**

*Dean, Student Welfare, IIMT*

# Journal of Services Research

IIMT's Journal of Services Research (JSR) is an effort in building and documenting a corpus of research and analytical work which can facilitate decision making within the most dominant sector of the Indian economy – the service sector.

Journal of Services Research promotes researchers from India and abroad to focus on issues related to services management and provides well researched and tested benchmarks for the industry, also providing new directions for further research.

The journal demonstrates the commitment of IIMT-Oxford Brookes University to academics and research. IIMT as an institution focuses on the emerging sectors of service businesses, hence identified the relevance for taking an initiative in harnessing academic and industry effort in order to further the boundaries of knowledge in various areas.

JSR has entered its 10th year of publication and it features in the international databases PROQUEST ([www.proquest.com](http://www.proquest.com)) and EBSCO ([www.epnet.com](http://www.epnet.com)). These databases provide online access to over 2500 journals (full text). JSR is internationally read and circulated.

The editorial board of the journal has international as well as national representation from big business and hospitality schools. Some of the Universities being represented on the Editorial Board of JSR are: Manchester Metropolitan University, UK; United Nations University; Oxford Brookes University; Tokyo Institute of Technology; University at Solano, New Mexico; Ohio State University; University of Colorado; IMHI, Paris; Southern Connecticut State University, Georgia.

The editorial board of the journal has expanded and currently has 25 national and international members in its editorial board, and 30 national and international reviewers in the reviewers board.

Dr. Vinnie Jauhari continues to be the editor. Dr. Meghna Rishi is the Assistant Editor of the Journal.

Some of the recent additions to the Editorial Advisory Board are:

## **Fevzi Okumus**

*Editor | International Journal of Contemporary  
Hospitality Management,  
Chair of Hospitality Services Department  
Rosen College of Hospitality Management  
The University of Central Florida | Florida | USA*

## **Mark Saunders**

*Professor in Business Research Methods | School of Management  
University of Surrey | Guildford | UK*

## **Mary Mathews**

*Associate Professor | Department of Management  
Indian Institute of Science | Bangalore | India*

**R.Srinivasan**

*Professor | Department of Management Studies  
Indian Institute of Science | Bangalore | India*

**Sandeep Sancheti**

*Director, National Institute of Technology Karnataka  
Surathkal | Mangalore | India*

**Sanjay K. Jain**

*Head and Professor of Marketing and International Business  
Department of Commerce  
Delhi School of Economics | University of Delhi | India*

**Sushil**

*Professor | Department of Management Studies  
Indian Institute of Technology | New Delhi | India*

**5TH INTERNATIONAL CONFERENCE ON SERVICES MANAGEMENT**

**May 19-21, 2011, Radisson Hotel, New Delhi**

**Theme:**

Technology, Internationalisation and Customer Experiences

**Host:**

Institute for International Management and Technology  
(IIMT) (India)

**Partners:**

Penn State School of Hospitality Management (USA)  
Oxford Brookes University Business School (UK)

**Conference Chair:**

Dr. Vinnie Jauhari, Director, IIMT

**Co-Chairs:**

Dr. David Cranage, Dr. Arun Upneja and Prof. Levent Altinay

**Technological changes create opportunities for new products and hence the service component is increasingly become important.**

This conference attempts to explore the influence of technology on the management of services across various segments such as Information Technology, Healthcare, Hospitality, Telecom, Education, Infrastructure, Retailing, Logistics etc. It will also assess how technology drives internationalisation and contributes to superior customer experience.

For details visit [www.jsr-iimt.in/sconf2011](http://www.jsr-iimt.in/sconf2011)

A new review board has been set up consisting of the following members:

**Adam Nguyen**

*Assistant Professor | Marketing and Management Department  
Siena College | Loudonville | NY*

**Altinay Levent**

*Professo | Oxford Brookes University | Department of HLTM  
Business School | Wheatley Campus | Wheatley | Oxford | UK*

**Amit Sharma**

*Assistant Professor | School of Hospitality Management  
Pennsylvania State University | PA | USA*

**Amit Gupta**

*Associate Professor | OBHRM | Indian Institute of Management  
Bangalore | Bannerghatta Road | Bangalore | India*

**Anne L. Roggeveen**

*Lyle Howland Term Chair in Marketing | Associate Professor of  
Marketing | Babson College | Babson Park | MA*

**Bharath Josiam**

*Associate Professor | Department of Hospitality Management  
University of North Texas | Denton | USA*

**Bhavesh Patel**

*Director | School of Petroleum Management | Pandit Deendayal  
Petroleum University | Raisan (Gandhinagar) | Gujarat | India*

**David Bowie**

*Principal Lecturer in Marketing | Oxford Brookes University  
Department of Hospitality | Leisure and Tourism Management  
Business School | Wheatley Campus | Wheatley | Oxford | UK*

**Edwin Love**

*Assistant Professor | Department of Finance & Marketing | College of  
Business and Economics | Western Washington University | WA*

**Estrella Díaz Sánchez**

*Professor of Marketing | Department of Management Science and  
Marketing University of Castilla-La Mancha Ronda de Toledo  
Ciudad Real | Spain*

**Grant Clendining**

*International Partnership Development Client Manager and Principal  
Lecturer in Operations Management | Oxford Brookes University  
Business School and Director Oxford Gastronomica-The Centre for  
Food, Drink and Culture, UK*

**Gunjan M. Sanjeev**

*Head | Post Graduate Studies, Institute for International Management  
and Technology | Gurgaon | India*

**G.S.Gupta**

*Professor of Economics | Indian Institute of Management  
Ahmedabad | India*

**Hardeep Chahal**

*Associate Professor | Department of Commerce  
University of Jammu | J&K | India*

**Hooman Estelami**

*Associate Professor of Marketing | College of Business Faculty  
Fordham University | Rose Hill Campus, Bronx | NY*

**Juan (Gloria) Meng**

*Assistant Professor of Marketing | Department of Marketing &  
International Business | Minnesota State University | Mankato | MH*

**Keith S. Coulter**

*Associate Professor of Marketing | Clark University | Graduate School  
of Management | Worcester | MA*

**M. Durgamohan**

*Professor | Institute for International Management and Technology  
Gurgaon | India*

**Mark Friesen**

*Head of Pricing and Revenue Management APCOA Autoparking  
Stuttgart-Flughafen | Germany*

**Nada Nasr Bechwati**

*Associate Professor of Marketing | Bentley University | Waltham | MA*

**Nawel Amrouche**

*Assistant Professor of Marketing, Managerial Sciences Department  
Long Island University Brooklyn Campus | NY*

**Prakash Chathoth**

*Associate Professor | Griffith University Australia*

**Ram Palanisamy**

*Associate Professor | Department of Information Systems  
St. Francis Xavier University | Nova Scotia | Canada*

**Sandeep Munjal**

*Associate Professor | Institute for International Management and  
Technology | Gurgaon | India*

**Sanjay Kumar Kar**

*Rajiv Gandhi Institute of Petroleum Technology | Rae Bareilly  
UP | India*

**Sudhanshu Bhushan**

*Professor and Dean | Student Welfare | IIMT | Gurgaon  
Haryana | India*

**Velitchka D. Kaltcheva**

*Assistant Professor | Loyola Marymount University  
Hilton | Los Angeles | CA*

**Vinay Kanetkar**

*Associate Professor of Marketing and Consumer Studies | Department  
of Marketing and Consumer Studies | University of Guelph*

**Vivienne J. Wildes**

*Assistant Professor | The Pennsylvania State University  
University Park | PA.*

# Faculty Research & Publication

The faculty at IIMT keenly engage in productive research work for international as well as national journals and conferences. Research and Publications by the faculty, in the last two years have been extensive and a showcase of the same highlights that it is vast and content rich.

## SERVICES MANAGEMENT

An Insight Into Hospitality Industry



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Vinnie Jauhari  
Kamlesh Misra



**Dr. Vinnie Jauhari***Director and Professor***AWARDS**

- Dr. Vinnie Jauhari was one of the top 20 most downloaded authors in 2010 for the **International Journal of Contemporary Hospitality Management, published by Emerald, UK**. The paper was titled, *“Exploring consumer attitude and behaviour towards green practices in the lodging industry in India”*.
- Received **“Innovation Award”** by HP Labs Open Innovation Office for the year 2009 for launching HP Innovate – an annual event for engineering graduates in India.
- Received **HP Women Empower Award** for launching Journal of Technology Management for Growing Economies in 2009 by HP India.
- Launched the Journal of Technology Management for Growing Economies through a grant received from Hewlett-Packard. This will also be featured in the EBSCO database.
  - Brought out the first three issues successfully. Features in EBSCO database.
- **Paper for the Year AWARD 2007 by Journal of Hospitality and Tourism Research , Published by Sage at CHRIE (Council on Hotel, Restaurant and Institutional Education, USA)** for the paper titled, Employees’ Perceptions of Organizational Trust and Service Climate: a Structural Equation Model, P. Brenda Mak., Vinnie Jauhari and Kamal Manaktola (2007) *Journal of Hospitality & Tourism Research*. 31: 338-357.

**RESEARCH & PUBLICATIONS****Editorship of International Journals**

- Founding and continuing **Editor of Journal of Services Research** since 2001.
- **Guest Editor of Special Issue of World Wide Hospitality and Tourism Themes**, Emerald, UK, 2012, Vol. 4 No.2. **Theme:** *“What are the challenges faced by the Hospitality Industry in India?”*
- **Guest Editor of Special Issue of World Wide Hospitality and Tourism Themes, UK**, 2012, Vol. 4, No.5 **Theme:** What are the emerging strategic and financial issues in the Indian hospitality industry?
- Founding and continuing Editor of Journal of Technology Management for Growing Economies since 2010.
- **Guest Editor of Special Issue of World-Wide Hospitality and Tourism Themes**, Emerald UK, 2010, Vol 1, No.5. **Theme:** *How can visitor experience be enhanced for spiritual and cultural tourism in India?*

- **Guest Editor of Special Issue of World-Wide Hospitality and Tourism Themes**, Emerald UK, 2009, Vol.1. Theme: *What contribution will hospitality and tourism make in securing sustainable economic growth in India?*

### Recent Publications

1. Jauhari, Vinnie & Rishi, Meghna (2012) Challenges faced by the Hospitality Industry in India: An Introduction, **World-wide Hospitality and Tourism Themes**, Vol. 4, No.2. Emerald, UK.
2. Jauhari, Vinnie (2012) Strategic Growth Challenges for Indian Hotel Industry, **World-wide Hospitality and Tourism Themes**, Vol. 4, No. 2, Emerald, UK.
3. Jauhari, Vinnie (2012) Summing up key challenges faced by the Hospitality Industry in India, **World-wide Hospitality and Tourism Themes**, Vol. 4, No.2, Emerald UK.
4. Chathoth Prakash K, Mak Brenda, Sim, Janet, Jauhari Vinnie and Kamal Manaktola (2011) Assessing dimensions of organizational trust across cultures: a comparative analysis of US and Indian full service hotels, **International Journal of Hospitality Management**, Elsevier, UK June.
5. Chathoth Prakash, Mak Brenda, Vinnie Jauhari and Kamal Manaktola (2011) The Perceived Service Climate Construct and its Impact on Employee Satisfaction, **International Journal of Business and Systems Research**, Vol, 10, No. 10, 2011.
6. Bharwani, Sonia and Jauhari, Vinnie (2011) From Fungible to Memorable: An Exploratory Study of Competencies required to Create Consumer Experiences in the Hospitality Industry, Technology, Internationalisation and Consumer Experiences, **Proceedings of the 5<sup>th</sup> International Conference on Services Management**, IIMT, Penn State University and Oxford Brookes University, Delhi, May 19-21, 2011.
7. Jauhari, Vinnie and Gunjan M. Sanjeev (2010) Managing Customer Experience for Spiritual and Cultural Tourism: An overview of the Special Issue of WHATT, **Special Issue of World-wide Hospitality and Tourism Themes**, Vol.2, No.5.
8. Jauhari, Vinnie (2010) How can the visitor experience be enhanced for spiritual and cultural tourism in India? **Special Issue of World Wide Hospitality Tourism Themes**, Vol. 2, No.5.

9. Jauhari, Vinnie and Michel Benard(2010) University Industry Collaboration: An Open Innovation Approach at Hewlett-Packard, **Journal of Technology Management for Growing Economies**, Vol. 1 No 1.
10. Jauhari, Vinnie (2009)Managing Workforce Issues for Hospitality Industry in India, **World-wide Hospitality and Tourism Themes**, Vol. 1.No.1.
11. Jauhari, Vinnie (2009)Hospitality and Tourism Industry in India: Conclusions and Solutions, **Special Issue of World-wide Hospitality and Tourism Themes**, 2009, Vol. 1.

#### **REVIEWER FOR JOURNALS**

**In the year 2010-2011 have reviewed research papers for the following international journals:**

- Journal of Quality Assurance in Hospitality and Tourism(USA)
- Journal of Hospitality and Tourism Research(USA)(Sage USA)
- International Journal of Hospitality Management (Elsevier)
- International Journal of Contemporary Hospitality Management (Emerald UK)
- Journal of Services Research
- Journal of Technology Management for Growing Economies

#### **CONFERENCE CHAIR**

**Conference Chair for Chair for 5<sup>th</sup> International Conference on Services Quality, May 19-21, 2010, Leela Kempinski, Delhi. Co partnered with Penn State and Oxford Brookes University UK.**

**Theme: Technology, internationalization and Consumer Experience**

#### **Recent Books Published**

- Jauhari, V. and K. Dutta (2011) (3<sup>rd</sup> edition) Services: Marketing, Operations and Management Oxford University Press, Delhi.
- Jauhari & Charla Griffy Brown(2009), Women, Technology and Entrepreneurship: Global Case Studies RR Publishers, Delhi.
- Marina van Geenhuizen, Chihiro Watanabe, Vinnie Jauhari, Enno Masurel, (2009), Technological Innovation Across Nations: Co-evolutionary Developments, Springer Germany.
- Jauhari, Vinnie (2008) Global Cases in Hospitality Management, New York: Francis and Taylor Press.
- Bhushan, S. and Jauhari, V.(2008) From Chaos to Serenity, Sanskriti New Delhi.

#### **Chapters In Book**

- Impact of Technology on Export Intensity in Electronics Firms in India, Technological Innovation Across Nations: Co-evolutionary Developments, published by Springer.
- Market Leader in Passenger Car Segment in India Technological Innovation Across Nations: Co-evolutionary Developments, published by Springer.

# Faculty Awards and Recognitions

- Over 50% of the faculty Phds. Plus they boast a strong industry experience.
- Research is a key focus.
- They have received several awards for their research papers. – Received Second Best Paper Award at the 5th International Conference on Services Management.
- Emerald ranks IIMT at a leading position among all institutions in India in terms of publications in Emerald journals. First and second Prizes both were bagged by IIMT faculty for the Case Competition organized by Emerald Publishing held at International level.
- One of our faculty member has received an award in the merit list of Emerging HRD Thinker's Award by the Indian Society for Training & Development for one of her research works in that area.
- Consultation work with companies like TCS in the areas of soft skill and cross cultural training. There is work being done in business strategy and Operations area with Compass Group, HRH Group and more. Consulting work in the Heritage Tourism space with NGO's and assignments with UNESCO. Faculty has received awards from companies for their work.

For Information on research work and publications by faculty, please log on to our website at <http://www.iimtobu.ac.in/faculty.htm>.

# Faculty Profile




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## **JAUHARI, VINNIE**

*Director*

Post Doctoral Fellow (United Nations University, Tokyo),  
Ph.D (Corporate Entrepreneurship) (IIT, Delhi),  
MBA (Gold Medalist), (M.L. Sukhadia University, Udaipur),  
M.Sc. (Hons) (Electronics) (Panjab University, Chandigarh),  
B.Sc. (Hons.) (Physics) (Panjab University, Chandigarh).

Dr. Jauhari was earlier Region Lead for HP Labs Open Innovation Office for India. She was a part of a global team bringing together expertise from around the world to foster discovery and address important issues; connecting the world's leading researchers, scientists, and entrepreneurs through ground-breaking programs; and collaborating with them to tackle the next generation of breakthrough technologies.

She has over 14 years of academic experience and was earlier the head of the business school at IIMT. She has authored nine books published from Springer in Germany, Howarth Press, New York and Oxford Press. She specialises in areas of services, technology management and strategy. She has authored over 100 papers published in leading national and international journals.



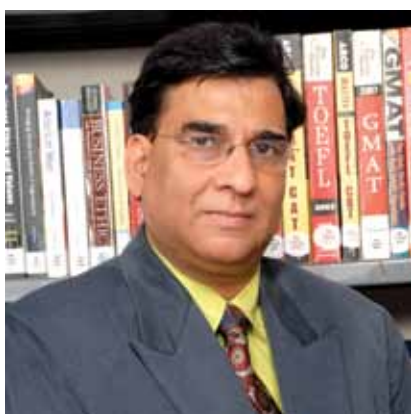

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## **SANJEEV, GUNJAN M.**

*Professor and Head - New Post Graduate Programmes and Industry Programmes*

Ph.D (Business Administration) (Aligarh Muslim University, Aligarh),  
MBA (Finance) (Kanpur University),  
Mathematics (Hons.) (Hindu College, Delhi University).

Gunjan M. Sanjeev's primary teaching interests are in the areas of Corporate Finance, Commercial Banking and Financial Services. A passionate teacher to the core, she has spent over fourteen years in management education. Her research areas include efficiency measurement of the banking sector and other services sectors, Management of NPAs, asset liability management and corporate finance. She has published a number of papers in various international and national journals, some of which have won or been nominated for awards (at conferences at IIM Lucknow and IISc Bangalore).




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## **BHUSHAN, SUDHANSHU**

*Professor, Dean-Student Welfare*

Ph.D (Boston University, USA),  
Certificate of Teaching Higher Education (CTHE), (Oxford Brooks University, U.K.)

He has extensive teaching and corporate experience in US and Europe, and was an economist with FICCI. Prior to joining IIMT he was Associate Dean at G.D. Goenka World Institute, and facilitated collaboration between Lancaster University and GD Goenka. Before that he was Founder Director of JK Padampat Singhain Inst. Of Mgmt. and Tech., Gurgaon. A guest faculty at many International Business schools in US and Europe, Sudhanshu is also an advisor to development programs at ADB, Manila. He recently authored a book, "From Chaos to Serenity".


**MUNJAL, SANDEEP**

*Assistant Dean*

Master Course in Business, (Temple University, USA),  
B.Sc. (Hospitality) (Widener University, USA),  
Diploma (Hospitality) (Gold Medalist), (IHM, Aurangabad),  
Certificate of Teaching in Higher Education - UK (Oxford Brookes University).

Sandeep Munjal is a Hospitality and Retail industry professional with over 16 years of experience. In addition to his academic responsibilities at IIMT, he is also involved with wide ranging consultancy assignments in the Retail/Hospitality Industry. Taj Group of Hotels, Aramark Corporation (USA) and Compass Group are some of the prominent companies he has worked for at various management positions.


**ARYA, MAMTA**

*Registrar*

Ph.D,  
MBA,  
Masters in Psychology,  
P G Diploma in Guidance and Counseling.

Dr. Mamta Arya has 16 years of experience in Academic research and Administration. Before joining IIMT, she has worked with G. D. Goenka World Institute. She has also been involved in conducting seminars and training programmes for Leadership, Teamwork and Spirituality.


**MUSUNURI, DURGAMOCHAN**

*Programme Director, BBA*

Ph.D (Management) (Dr. B. R. Ambedkar University, Agra),  
MBA (Karnatak University, Dharwar),  
PGDIT (Indian Institute of Foreign Trade, New Delhi).

Dr. Durgamohan has over 28 years of experience, out of which 16 years in the industry (International Business) and 12 years teaching experience. He has KDS and WD diplomas in German language. He is also currently engaged with Tata Consultancy Services Ltd as a trainer in the areas of soft-skills and cross-cultural management.


**SEN, KAKOLI**

*Program Director, PGPM & Associate Professor*

Ph.D (Banasthali University),  
Diploma in Training & Development from ISTD,  
MHRM from Annamalai University,  
PG Diploma in Journalism & Mass Communication,  
B.A Hons. English from Patna University.

She has 17 plus years of work experience with 6 years in the corporate sector and 11 plus years in teaching, training and academic administration, program management, content development and client relations. She has previously been the founding editor for the IILM inhouse magazine and Associate Dean - Student Affairs. Prior to IILM assignment, Dr. Sen has been the Regional Training Manager (North & East) with Educomp for some of their global clients.




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**KAUSHIK, TANUJA**

*Associate Professor*

Ph.D (Ranchi University),  
MCA from MDU Rohtak,  
M.Com (Dr. B.R. Ambedkar University),  
M.Sc. (MDU Rohtak),  
PGDBM from IILM, Delhi.

Dr. Tanuja Kaushik has about 10 years of teaching experience. She has a passion for teaching and has been actively involved in developing modules as per the requirement of industry. Her areas of interest include Quantitative Techniques, Operation Research, Operation Management, Management Information System, E-Commerce, Project Management and Business Research.

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**MAHESHWARI, KALPANA**

*Associate Professor*

Ph.D (University of Ajmer),  
MBA (University of Rajasthan),  
M.Phil (University of Rajasthan),  
M.A (University of Rajasthan),  
B.A (University of Rajasthan).

She has 11 years of experience in academics and administration. She has a vast experience of teaching, training and co-coordinating programs. Her core area of Interest is OB and HR. She has been a part of many Faculty Development Programs and workshops conducted by different institutes.

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**RISHI, MEGHNA**

*Associate Professor and Editor - IIMT Newsletter*

Ph.D (Internet Advertising), (Rajasthan University),  
Masters in Mass Communication (IASE, Rajasthan),  
B.A (Hons.) (Gold Medalist, English Literature).

Meghna has over seven years of experience in industry and academic and has explored marketing and communication management in the radio, print, retail as well as education industry. After completing Master's degree she executed market research with the advertising agency J Walter Thompson (New Delhi) and later joined the Times Group (Radio Mirchi, Jaipur) handling sales and marketing activities.

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**BANDOPADHYAY, RUMKI**

*Assistant Professor*

Pursuing Ph.D (Financial Institutions) (Purvanchal University),  
M.Com. (Finance & Accounts) (Andhra University),  
B.Com. (Finance & Accounts) (Andhra University),  
NET 2006.

With over seven years of academic and research experience at various B-Schools in India, Rumki's area of interest includes Accountancy, Financial Management, Corporate Finance, General Management and Entrepreneurship. She has published numerous research papers in national and international journals. She has also completed a Project assigned on Investors Education by "Investors Education Protection Fund", Govt. of India, New Delhi. She is pursuing Ph.D. in the area of Financial Institutions.



**SINGH, ANJANA**  
*Assistant Professor*

M.Sc. (Hospitality Administration) (IHM Pusa, Delhi with specialisation in HR),  
Post Graduate diploma in Training and Development (ISTD, New Delhi),  
B.A (Delhi University),  
Diploma in Hotel Management (IHM Mumbai).

Anjana Singh completed her full time M.Sc. in Hospitality Administration from IHM Pusa, Delhi. After qualifying she was recruited as an HR Executive in Radisson Hotel, Delhi where she was mainly handling Recruitments, Induction and Remuneration Analysis. She has worked in Front Office Operations as well with Hotel Imperial and Hyatt Regency, Delhi.



**SHARMA, SANJAY**  
*Assistant Professor*

MBA (Birmingham City, UK),  
Degree in Hotel Management (IHM, Lucknow),  
Certificate of Teaching in Higher Education.

Sanjay Sharma holds an MBA degree from Birmingham City, UK and brings a rich national and international level work and study experience with him. After completing his bachelor's degree in Hotel Management from IHM Lucknow, he started his career as management trainee with The Park Hotels, New Delhi and subsequently worked as chef with them before joining IHM PUSA, New Delhi as Assistant Lecturer. His first industry interface was his association with Taj Residency, Lucknow. His international work experience includes working with Premier Inn, Birmingham, UK (UK's largest hotel chain). Sanjay has honed his management skills by upgrading his masters degree in management from Birmingham City University, Birmingham UK, prior to which he was associated with IIMT Gurgaon, India for three years.



**BHARWANI, SONIA**  
*Assistant Professor*

Pursuing Ph.D (Business Administration) (Aligarh Muslim University),  
MBA (Manchester Business School) (U.K),  
M.Com (University of Bombay),  
Post-Graduate Diploma in Training & Development (ISTD).

Sonia Bharwani received her MBA in International Business, in the U.K. She was an MBA Exchange Student at the Fuqua School of Business, Duke University, North Carolina, U.S.A. A university topper in M.Com, Sonia has over nine years of experience teaching management in premier colleges in Mumbai, Gurgaon, Ahmedabad and Shimla and seven years industry experience in the area of finance in a Mumbai based private trading organisation. She has to her credit publications and research papers presented at international forums. Her areas of interest include General Management, Human Resource Management, Finance and Marketing.



**GUPTA, GARIMA**  
*Assistant Professor*

PGDM from Amity Business School,  
Marketing Diploma from Vidhya Bahwan,  
B.Com (H) Gargi College,  
UGC-NET Qualified.

She holds a PGDM specializing in Finance and is a commerce graduate. She brings with her, corporate work experience in varied areas of Finance. She started her career with a leading Financial Research Company - Evalueserve as a Business Analyst. She has also worked with companies like Copal Partners and Sapient. She has primarily worked in the areas of Investment Banking and Financial Research, which is a good value add to the practical knowledge that she brings to her classes.



**TIWARI, SHWETA**  
*Assistant Professor*

Ph.D from Mohanlal Sukhadia University, Udaipur,  
MBA from Bhilai Institute of Technology From Chhatisgarh  
B.Sc Mathematics from Pt. Ravi Shankar Shukla University, Raipur

A passionate teacher to the core she has spent over 7 years in Management education. Dr. Tiwari's area of interest includes Human Resource Management, Organizational Behavior, Training and Organizational Development, Manpower Planning & Performance Appraisal etc. Her research area includes "Human Resource Planning at Dairy sector in Rajasthan".



**TRIPATHI, GAURAV**  
*Assistant Professor*

PGDBA (Jaipuria Institute of Management, Lucknow),  
Master of Marketing Management (Pondicherry University),  
B.Sc. (Computer Science and Mathematics).

Gaurav Tripathi has worked in the financial services industry for one year and is into academics since 2005. He was previously working at LBSIMT, Bareilly. He has presented research papers at various conferences mainly of international genre across the country including NIRMA, AIMA, Great Lakes Institute of Management, Chennai and IIM Lucknow. He won the Best Research Paper award at the conference organized by AIMA on 22nd May 2007. He has recent publications with peer-reviewed international journals. His areas of interest are International Marketing, Retailing and Statistics.



**DE, DEBPRIYA**  
*Senior Lecturer - F & B Service*

Diploma in Hotel & Catering Management from International Institute of Hotel Management, Kolkata

Debpriya De, senior lecturer at IIMT OBU, completed his Diploma in Hotel Management from IHM Calcutta. He has a total of 14 yrs of work ex out of which 10 years is in the Industry and 4 years in Academics. He has worked with some of the prestigious hotels & restaurants in India, namely Carlson India Ltd, The Park hotels, The Choice Group etc. His last teaching assignment was with UEI Global.




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**BHARDWAJ, MONICA**

*Assistant Professor*

MBA(IT and Marketing), (MDU Rohtak)  
MCA (MDU Rohtak)  
Sun Java Certified  
BSc (Non Medical)

Monica has 7 years of enriching experience in the dynamics of academics and corporate in India and Australia. She has published various research papers. She has taken academic assignments in various disciplines including MBA, MCA, PGP Retail, BBA, & B.Tech students in Management Institute and Engineering Colleges like Ansal Institute of technology, IILM Institute for Higher Education, Amity Business School. Prior to joining IIMT, she was associated with Kmart Australia in Melbourne in Marketing and Sales operations. She has also done Volunteer Tutor Program at Ames Education, Australia and was a volunteer tutor in Melbourne, Australia.




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**SHUKLA, RATI**

*Assistant Professor*

MBA (Finance) (Nagpur University),  
B. Com. (Allahabad University).

Rati Shukla has worked in the Banking Industry (HDFC BANK) for about a year where she had an exposure to the operations and cash handling of the bank. After banking, she is into academics and has an experience of about two and a half years. Before joining IIMT, she was a lecturer in the Institute of Professional Excellence and Management, Ghaziabad.




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**BANERJI, SUCHARITA**

*Assistant Professor*

Masters in Environment and Business Management,  
BA (Hons.) (English, IGNOU),  
Diploma in International Environmental Law,  
Diploma in Hotel Management (Catering & Nutrition).

Sucharita Banerji is a Hotel Management graduate from IHM Pusa, New Delhi. She has worked in several managerial positions with hotel brands such as The Ashok Group and The Radisson. She has a Masters degree in Environment and Business Management from the University of Newcastle, NSW, Australia and a Diploma in International Environmental Law from the United Nations Institute of Training and Research. She was associated with the International College of Tourism and Management, Austria as the Head of the Tourism Management Studies department at their college in the Sultanate of Oman. She was nominated by the Ministry of Manpower, Sultanate of Oman to conduct several feasibility studies on developing Eco-tourism destination, rural tourism and development of new tourist circuits. She is a certified Hospitality trainer from the Ashok Group and SAITHRDP and a member of ISTD.

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